



Success Stories:  
TravelGator

Activity Based Travel Portal



Travel



Learning Management



Retail



Warehouse Management



Finance



Healthcare



Construction Management

	<b>Commitment to Customer Relationship</b>	<b>Diversified Technology &amp; Business Expertise</b>	<b>Experience in Outsource Product Development</b>	<b>Proven Methodology &amp; Capabilities</b>
	<b>Understand Customers' Needs</b>	<b>Pool of Qualified and Experienced Professional</b>	<b>Good HW, Software &amp; Communication Facilities</b>	<b>HR Focus to Ensure Negligible Attrition</b>

**MINDGRID**



## TravelGator - Activity Based Travel Portal

*Quoting Chris DeBrusk, CEO at TravelGator, "..... At all times I've found that MindGrid team focus on delivering for their clients and often go above and beyond what they have committed to doing. I commend Sanjeev for creating a culture of delivery at MindGrid that is above and beyond what you see at most domestic or offshore consulting firms..... I've been very pleased with the result I've gotten every time I've engaged them."*

### Executive Summary

**TravelGator (formerly Tembizi Inc.)** was an early stage startup company focused on the online travel space, based out of Boston area in Massachusetts, USA. Through their travel portal, TravelGator focuses on providing innovative offerings to segments of the travel market that are under-served by the existing industry players.

**MindGrid** was selected as the technology partner for developing this portal. From concept till date, MindGrid team has put in over 200 person months of development / enhancement effort. In addition, MindGrid also played significant role into the content research and content development. Peak team size that worked on this project from MindGrid was 15 people.

### The Problem

TravelGator intended to develop and deploy a new entity in the on-line travel space. This entity allows individuals to focus primarily on activities (e.g. scuba diving, golf, etc.) and secondarily on locations and logistics in planning their travel. Some of the additional features that the site brings are comprehensive reviews (largely provided by fellow travelers) and forums where individuals can discuss activity and / or travel-related topics.

TravelGator was seeking to engage a Development Partner to perform that design and development. They were looking for a partner who could work on cutting-edge technologies in the open source. The solution was expected to meet the following criteria:

- Flexibility for change
- Extensibility, allowing TravelGator to implement additional features and functionality in subsequent versions
- Scalability
- Performance
- Ability to leverage open-source products and technologies

Development Partner was expected to quickly ramp-up the team and commit to the phase-wise deliveries under tight time-lines.



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### How we helped

Based on stringent requirements from TravelGator, **MindGrid** offered to deploy a skilled team, and ensured that back-up for any contingency is planned for. MindGrid team worked very closely with the TravelGator team, and through the scheduled reviews and other communication mechanisms, ensured timely implementation of the solution including all the identified deliverables.

MindGrid's approach included the following:

- **Partner with TravelGator to ensure success for the Project as per their Business Plans**
  - Keep Open Communications Channels
  - Regular scheduled progress review meetings and reports
  - **Use our US Partner (Optus) for Technical support and Communications**
- **Identify all possible risks early**
  - Plan to mitigate risks by attacking the High Risks first
- **Ensure Quality through the lifecycle (as against finding defects at the end)**
  - Involvement of QA personnel from start
  - Adherence to defined processes
- **Controlled Acceptance and hand-over**

TravelGator was developed on cutting-edge open source technologies that included J2EE/ Struts framework, Hibernate, MySQL, AJAX.

Though the project was started with a five member team, the peak team size rose to fifteen. After going live, MindGrid team continued to work with TravelGator to provide enhancements and support for over a year.

One of the key features of our association with TravelGator was that we never worked as a 'third-party' service provider, but a part of the 'solution'. When TravelGator needed a team for content research, we quickly set-up the same for them.

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