



**For immediate release**

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## **HBSi's Connectivity Solution Enables Classic Vacations to Sit Back and Relax**

*Marks the second Expedia company to select HBSi*

**ATLANTA** (December 10, 2009) – HBSi, an IBS Group company, now includes Classic Vacations® as one of the many travel distribution partners using its connectivity solution. Classic Vacations, an operating company of Expedia, Inc.®, is known for providing luxury travel experiences to some of the world's great destinations.

Classic Vacations will connect to HBSi's Demand Gateway, an integrated channel management and connectivity solution for hotel companies. The Demand Gateway entirely automates the complex business rules surrounding connectivity for Tour Operators and Hotels. With this advanced automation, Classic Vacations will have immediate access to the very best and often limited room categories of its hotel partners, including contracted allotments as well as dynamic rates and promotions.

Classic Vacations has successfully implemented HyperTech Solutions' PleX® Travel Suite to automate its operations. "HBSi is a significant provider to hotels with a global presence, and this is an important integration for Classic Vacations, our customers and for HyperTech," said Rakesh Mishra, president of HyperTech Solutions. "By developing a seamless link between the systems, our customers can benefit from the broadest range of product, competitive rates and pricing—combined with the best level of access."

"With HBSi, we will be able to fulfill our customers' requests instantaneously and accurately, which helps maintain our competitive advantage" said David Hu, co-president of Classic Vacations.

"The addition of Classic Vacations to our network is good not only for Classic® but for our hotel partners, who now more than ever seek to quickly expand the rate and reach of their leisure distribution," said HBSi

COO Greg Berman. "With our connectivity expertise and flexible platform, Classic can activate a new hotel partner in less than one week."

#### **About Classic Vacations®**

Classic Vacations delivers superior customer satisfaction to luxury travel agents and their clients. Classic offers a full line of luxury accommodations (including suites, villas, and residences), first class and private transportation options and unique tours and excursions in Hawaii, the Caribbean, Mexico, Europe, Tahiti, Fiji, Australia and New Zealand. Travel agents have always relied on Classic to help create exceptional travel experiences for their clients. For more information, visit <http://www.classicvacations.com> or call (800) 221-3949.

#### **About HyperTech Solutions**

HyperTech Solutions is headquartered in New York. HyperTech's PleX Travel Suite allows tour operators, travel consolidators, online vendors and resort/hotel property managers to cost-effectively source, package and sell complex travel products. For more information, visit [www.hypertechsolutions.com](http://www.hypertechsolutions.com).

#### **About HBSi**

HBSi, an IBS Group company, works with both hotel companies and distribution outlets to provide a flexible and affordable channel management and connectivity platform. HBSi focuses on speed to market, direct connections and improved distribution management, as well as software integration services. HBSi's hotel customers include Elite Island Resorts, Fairmont, Harrah's, Kerzner, Raffles, Sandals and SuperClubs. The company's travel partners include Travelocity, Expedia, Orbitz and Booking.com. For more information, visit [www.hbsconnect.com](http://www.hbsconnect.com).

#### **About IBS**

The IBS Group (IBS) is a leading provider of new-generation IT solutions to the global Travel, Transportation and Logistics (TTL) industry. A specialist in the domain, IBS offers business consultancy that helps customers enhance revenue and market share, reduce cost of operations and manage growth profitably. IBS solutions manage the mission-critical operations of major airlines, airports, oil and gas companies, seaports, cruise lines and tour operators world-wide. IBS is SEI CMMI Level-5 and PCMM Level 5 assessed, ISO 9001:2008, TickIT and ISO 27001:2005 certified, and operates out of twelve business centers in the Americas, Europe, Asia-Pacific, the Middle-East and Africa. More information about IBS is available at [www.ibsplc.com](http://www.ibsplc.com).

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