



Oct 16, 2025 at 11:36 AM**From:** Martin Hatch <mhatch@roomscanner.com>**Date:** Oct 16, 2025 at 11:36 AM**Subject:** Re: Flighthunt**To:** Roger White <rwhite@roomscanner.com>, John Epton <john.epton@hplt.com>, Maria Brown <mbrown@roomscanner.com>, Tammy Barroso <tbarroso@roomscanner.com>, James Spencer <jspencer@roomscanner.com>, Tim King <tking@roomscanner.com>

I disagree, I think we can box them out, but only because if we integrate this well into the Roomscanner interface, we will really make it much easier for users to use one sole platforms for hotels and flights. The two technologies are in fact not that different I'd say...

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Oct 16, 2025 at 11:27 AM**From:** James Spencer <jspencer@roomscanner.com>**Date:** Oct 16, 2025 at 11:27 AM**Subject:** Re: Flighthunt**To:** Martin Hatch <mhatch@roomscanner.com>, John Epton <john.epton@hplt.com>, Maria Brown <mbrown@roomscanner.com>, Tammy Barroso <tbarroso@roomscanner.com>, Roger White <rwhite@roomscanner.com>, Tim King <tking@roomscanner.com>

I doubt it will let us box them out, while I think that our user base and expertise will help a lot, however it just takes a lot of time, effort and investment to get the right partnerships. Also, I am not entirely sure whether the platforms' technologies can actually be integrated as they use different algorithms. Also, the platforms use different business model.

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Oct 16, 2025 at 11:19 AM

From: Tammy Barroso <tbarroso@roomscanner.com>

Date: Oct 16, 2025 at 11:19 AM

Subject: Flighthunt

To: Martin Hatch <mhatch@roomscanner.com>, John Epton <john.epton@hplt.com>, Maria Brown <mbrown@roomscanner.com>, James Spencer <jspencer@roomscanner.com>, Roger White <rwhite@roomscanner.com>, Tim King <tking@roomscanner.com>

did you all see the pitch presentation from Monckton? do we think this is a viable strategy for boxing out the players that have a lot of traction??

I think it makes a lot of sense.

- the synergy aspect shows we'll really be able to hit the ground running—Flighthunt is already in the race—which is what's holding us back with Planescanner
- and our platform/geographic reach is the perfect complement to Flighthunt's momentum. The data on growth in North America is really compelling.