



SACHIN
INTERNATIONAL

Trusted Legacy. Affordable
Travel

Journeys Crafted with Care...!

Franchise Guide Book

COFO Model

www.sachininternational.in

About **TRAVEL INDUSTRY**

The travel industry is a vast and dynamic sector with significant economic impact globally. In 2023, the global travel and tourism industry was valued at approximately \$9.2 trillion, according to various industry reports. This figure encompasses direct contributions from travel, tourism, and related services to the global economy. The industry contributed about 10% to global GDP in 2023. This includes direct contributions. The travel and tourism sector is a major employer, with over 330 million jobs worldwide in 2023, accounting for around 10% of global employment. The global travel and tourism industry is expected to grow at a compound annual growth rate (CAGR) of around 5% from 2024 to 2030, reaching an estimated market value of \$12 trillion by 2030. Growth in emerging markets, particularly in Asia and Africa, is anticipated to drive significant increases in global travel demand.



About

SACHIN INTERNATIONAL.

ONLINE TRAVELS PVT. LTD.

At Sachin International Online Travels Pvt. Ltd., we transform your travel dreams into unforgettable experiences. Based in Pune, we specialize in creating personalized travel itineraries tailored to all types of travelers, from adventure seekers to luxury enthusiasts. Our team of experienced travel experts is dedicated to guiding you through every step of your journey. With a strong commitment to exceptional service and meticulous attention to detail, we offer a wide range of services, including flight bookings, accommodation arrangements, guided tours, and customized travel planning. Let us take care of all the details while you focus on making memories that will last a lifetime.

Founded in 2007 with an initial capital of just ₹20,000, our company has now grown to a turnover of more than ₹20 crore. With extensive experience in establishing franchise models, we successfully set up around 30 franchise units before the COVID-19 pandemic. To date, over 50,000+ travelers have experienced the world through our services.



Kindly note, the company reserves the right to make any changes to the above proposal.

BENEFITS

01

Established Brand Reputation

Leverage the reputation and trust built by Sachin International Online Travels Pvt Ltd, a well-known name in the travel industry.

02

Comprehensive Training

Receive extensive training & support to ensure you're equipped to run the business successfully.

03

Business Support

Ongoing operational guidance, with marketing assistance, & technology support to help you grow 24/7.

04

Marketing Assistance

Benefit from national and local marketing initiatives, promotional materials, & advertising campaigns.

05

Technology and Systems

Access to proprietary travel booking software, inventory management systems, and customer relationship management tools.

06

Financial Assistance

Potential access to funding for holiday packages and all travel products.

07

Flexibility and Autonomy

Operate business with flexibility, while still being part of larger network.

08

Scalability

Opportunity to expand your business with minimal additional investment.

BENEFITS

09

Dedicated Support

Priority customer support, regular updates, and monitoring to ensure your success.

10

Revenue Streams

Multiple revenue streams through flight bookings, hotel reservations, holiday packages, & travel services.

11

Low Initial Investment

Comparative lower investment requirements compared to starting an independent travel agency.

12

High Returns

Potential high revenue generation, with a proven business model.

13

Networking Opportunities

Connect with other franchisees, industry experts, and travel professionals.

14

Awards and Recognition

Potential to win awards and recognition within the franchise network & industry associations.

15

Customized Solutions

Ability to offer customized travel solutions to clients, increasing customer satisfaction and loyalty.

16

Continuous Improvement

Regular updates on industry trends, best practices, and new technologies.

Why SACHIN INTERNATIONAL. ONLINE TRAVELS PVT. LTD. ?



Growing Demand

The travel industry is growing rapidly, driven by increasing disposable incomes, ease of travel, and a rising middle class.

Economies of Scale

As a franchise model, We can negotiate better deals with suppliers, passing savings to franchisees.

Brand Recognition

Travel may have established a strong brand reputation, providing franchisees with advantage in attracting customers.

Standardized Operations

Franchisees benefit from established business processes, minimizing startup risks.

Training and Support

We likely provide comprehensive training, ensuring franchisees are well-equipped to succeed.

Low Startup Costs

Starting an travel franchise typically requires lower initial investment compared to traditional brick-and-mortar businesses.

Technology Integration

We may provide advanced technology platforms, streamlining operations and enhancing customer experience.

Marketing Support

Centralized marketing efforts drive brand visibility, benefiting franchisees.

Flexibility

Online travel agencies can operate 24/7, catering to diverse customer needs.

Revenue Streams

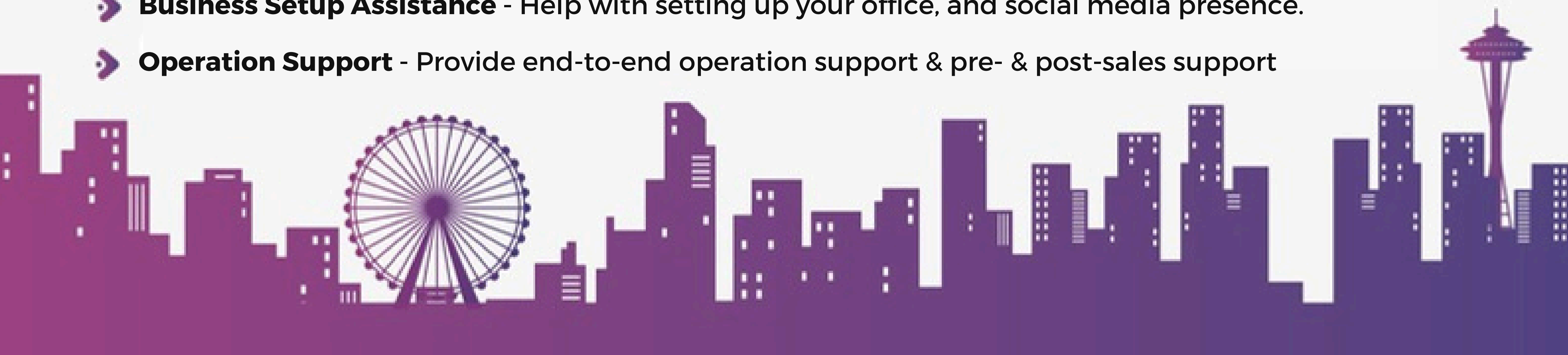
Franchisees can earn revenue through various channels: flight bookings, hotel reservations, package tours, and travel services.



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Initial **BENEFITS**

- **Comprehensive Training** - On-site or online training on business, sales, and marketing.
- **Brand License** - Permission to use Sachin International Online Travels Pvt Ltd brand name, logo, and marketing materials.
- **Technology Platform** - CRM software.
- **Marketing Support** - Shared marketing resources, campaigns, and promotional materials, Social Media Marketing and outdoor marketing.
- **Business Setup Assistance** - Help with setting up your office, and social media presence.
- **Operation Support** - Provide end-to-end operation support & pre- & post-sales support



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- Initial Setup Of Social Media Platform
- Total Operation support by our team
- Support of Industry updates time to time
- Training & Knowledge at Industry
- Social Media Post Design
- Support of Ready Group Departure for sale.
- Dedicated Manager For support – One to One



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Ongoing SUPPORT

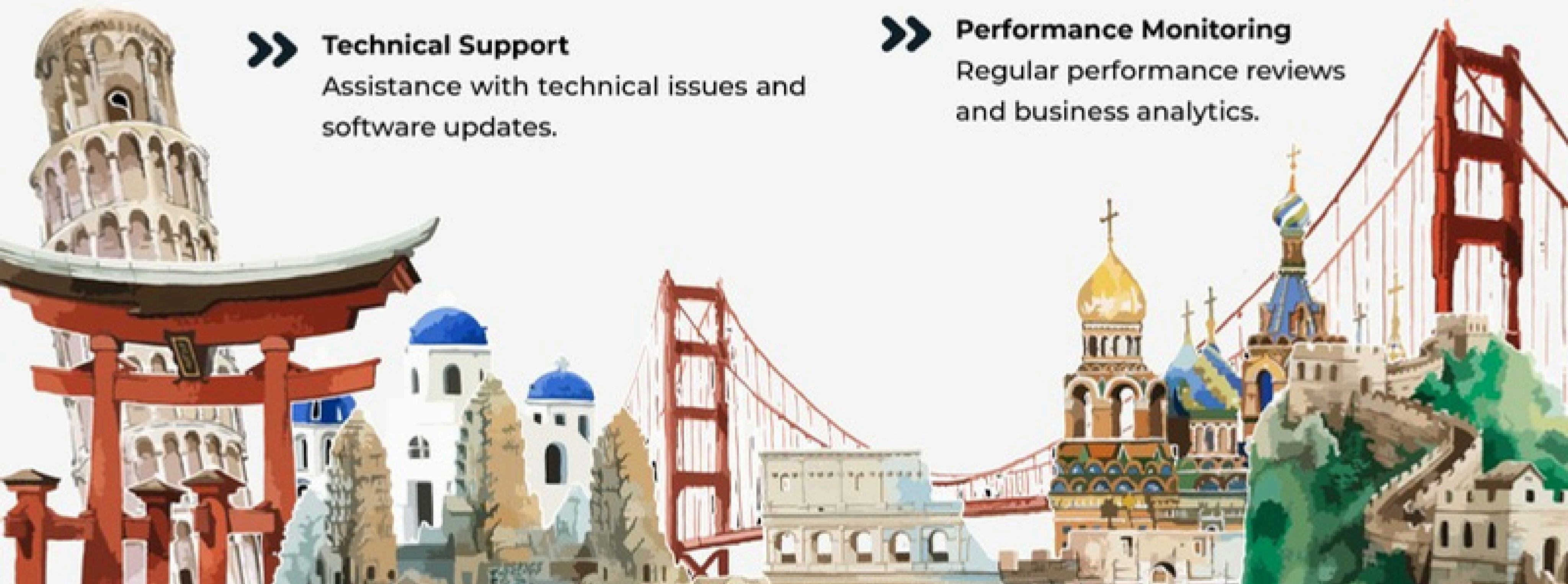
» **Dedicated Franchise Manager**
Single-point contact for support and guidance.

» **Regular Updates and Training**
Webinars, workshops, and product updates.

» **Marketing & Promotional Materials**
Access to centralized marketing campaigns.

» **Technical Support**
Assistance with technical issues and software updates.

» **Performance Monitoring**
Regular performance reviews and business analytics.



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Financial **BENEFITS**

- » **Low Operational Costs**
Benefit from economies of scale and reduced overheads.
- » **Revenue Sharing Model**
Potential revenue sharing from package tours, group bookings, or corporate clients.
- » **Competitive Commission Rates**
Earn commissions on travel bookings and services.

**“ A franchise is not just a business model;
it’s a partnership for success ”**



Contractual **TERMS**



1. Franchise Fee: One-time payment (varies depending on package and location).
2. Contract Duration: Typically 5 years (renewable).
3. Termination Clauses: Conditions for termination, notice periods, and potential penalties.
4. You are not entitled to register with any other Franchise of Tours & Travels during ongoing business with Sachin International Online Travels Pvt Ltd.

Other **CONSIDERATIONS**

1. Territorial Rights: Exclusive or non-exclusive rights to operate in a specific geographic area.
2. Business Operations Manual: Comprehensive guide outlining operations, policies, and procedures.
3. Compliance Requirements: Adherence to Sachin International Online Travels Pvt Ltd standards and regulatory requirements.

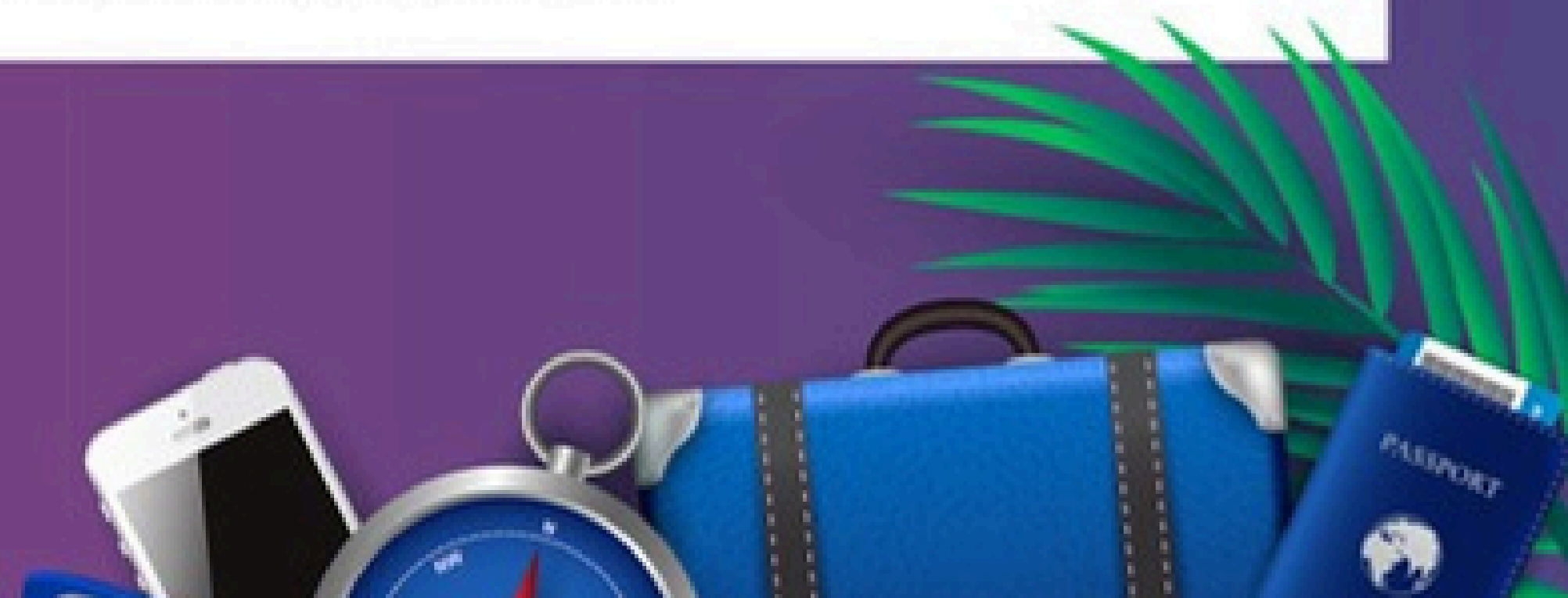
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Initial REQUIREMENT



AGE	Min. 25 Years Old
EDUCATION	Graduate (preferably in Business, Marketing, or Hospitality/any graduates)
WORK EXPERIENCE	2-5 years in sales, marketing, or customer service / any profession
BUSINESS BACKGROUND	Entrepreneurial experience or managing a team
FINANCIAL CAPACITY	Initial Investment: Rs.3 lakhs – 3.5Lakh (Depending on franchise package) Working Capital: Nil
LOCATION	Commercially viable location (City Center, High Foot Traffic, IT Park / Any Industrial Area / Any Tourist Places)

Note - The requirements may be subject to change under certain circumstances



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Business REQUIREMENTS

OFFICE SPACE	Minimum 200-500 sq. ft. Space
EQUIPMENT & INFRASTRUCTURE	Computers and laptops, High-speed internet, Printers and Scanners, Phone and communication systems
STAFFING	As per the requirement (Candidates with qualifications in Hospitality & Tourism Studies will be given preference for the job.)

Financial COMMITMENTS

One Time Setup fees	Rs. 2,000,000 + GST (one-time payment)
Profit margin	30 % of the net margin of the branch (after all branch expenses)



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Required **DOCUMENTATION**



ID Proof (Aadhaar, Passport, etc.)



Address Proof (Utility Bills, light bills, property document, etc.)



Education Certificates



Business Registration Documents (if applicable)



Any 2 References (one relative & one friend)



Current business Financial Statements (if available)



Blank Cheque for security purpose

Evaluation **PROCESS**

» Application Form » Personal Interview » Business Plan Review

» Financial Assessment » Background Verification

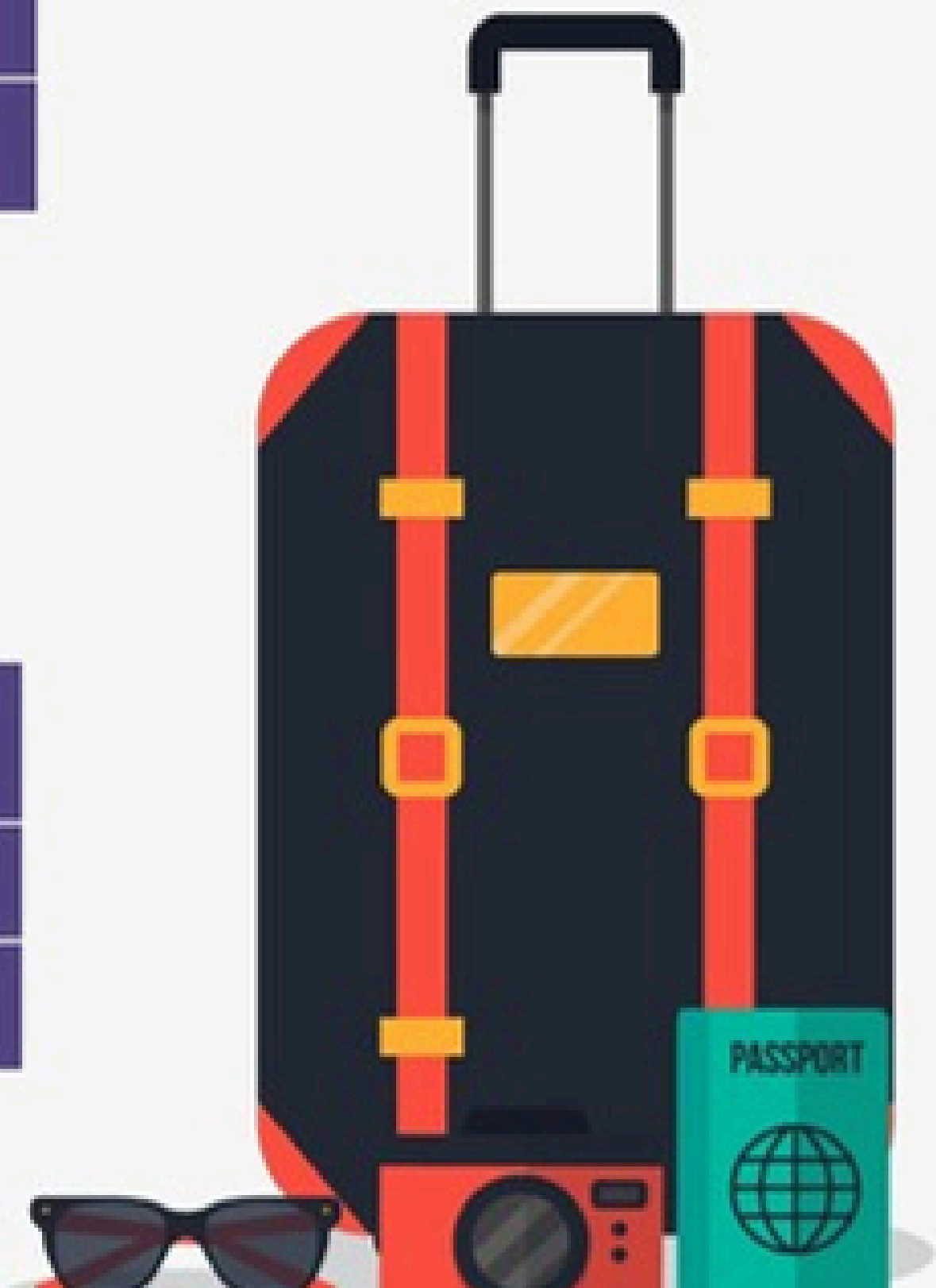
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Franchise **AGREEMENT**

- » Term: 5 years (Renewable)
- » Termination Notice: 90 days
- » Legal COFO model agreement

Franchise **SUPPORT SYSTEM**

- » Comprehensive Training for 02 days
- » Ongoing Telephonic/Email Support/dedicated manager
- » Software updates and technical assistance



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Owner Product/

NETWORK/SERIES DETAILS

PRODUCT OFFERING	Flights, Hotels, Packages, Cruises, and Travel Services
NETWORK	Access to 100+ airlines, 1,00,000+ hotels
SERIES	Exclusive travel packages and promotions

Franchise

RESPONSIBILITIES

BUSINESS OPERATIONS	Manage day to day enquiry and sales
SALES AND MARKETING	Meet sales targets and promote brand
CUSTOMER SERVICE	Provide excellent customer support
COMPLIANCE	Adhere to company policies and regulatory requirements

Terms & CONDITIONS

CONFIDENTIALITY	Maintain confidentiality of business operations and customer data
NON-COMPETE	Agree not to compete with Sachin International Online Travels Pvt Ltd
DISPUTE RESOLUTION	Arbitration in accordance with Indian laws

Female Entrepreneur PROMOTION

DISCOUNTED FRANCHISE FEE	Rs.20,000 /- discount for female franchisees
PRIORITY SUPPORT	Priority telephonic/email support for female franchisees
EXCLUSIVE TRAINING	Separate training sessions for female franchisees

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