



MIDOCO expands into UK market.

New Country Director appointed to grow market share

London, August 10, 2020 – MIDOCO the leading automated software solutions provider for the travel industry has appointed David Chappell as Country Director, UK. The newly created role will be responsible for building the profile of the MIDOCO Group and growing market share for MIDOCO mid-office and Umbrella Faces.

Headquartered in Hamburg, MIDOCO Group has successfully implemented software solutions in many UK TMC's, over the last few years. The demand to improve automation capabilities and workflow continues to rise, promoting Midoco to move to the next stage and install a dedicated position concentrating on the UK market.

David joins from Fello where he was the IT Director, responsible for the IT strategy and architecture, including the implementation of MIDOCO Mid-office and Umbrella Faces. Prior to Fello, David held the position as Head of Technology at Gray Dawes Group incorporating similar responsibilities. Before following his passion for technology, David held several sales positions at Lotus Business Travel, and DialAFlight.

“I am excited to be joining the MIDOCO Group. It's rare to get the opportunity to bring market leading software solutions into a new territory. MIDOCO's solutions align so closely with my own vision of travel content integration and data control. Both the mid-office and the profile automation platform (Umbrella Faces) are incredibly flexible and capable. I look forward to working with travel suppliers to grow MIDOCO software in the UK.”



“Having worked with David over the past year, I am delighted that he has joined the MIDOCO Group to lead our growth in the UK market. The UK is such an important market for us, David’s vision and experience in this market along with his in-depth knowledge of the technology landscape are a perfect fit to drive our ambitions in the UK. “ said Steffen Faradi Managing Director at MIDOCO

About Midoco Holding GmbH:

MIDOCO Holding GmbH, based in Hamburg, provides software for the international travel industry. The subsidiaries, Midoco GmbH, founded 2005 in Hilden and Umbrella Organisation AG, founded in 1995 in Wetzikon, Switzerland, create and market MIDOCO Mid-office, Umbrella.net Mid-office, and Umbrella Faces Profile Automation. Our mission is to optimise the efficiency of workflows in business travel agencies, online and offline travel agencies, and tour operators through automation and connection to booking systems. All systems are PCI/DSS certified. As market leader in Germany, MIDOCO Mid-office processes annual travel sales worth more than 11 billion euros, including 7 million airline tickets. More than 25,000 partners use MIDOCO products daily. Umbrella.net Mid-office is an ERP system for the Swiss travel industry and processes travel revenues of over 2 billion CHF. Umbrella Faces is used by 280 agencies in 68 countries and stores more than two million customer profiles of business travellers from over 80,000 companies worldwide. The two companies employ more than 65 people in Hilden, Wetzikon and Cluj-Napoca, Romania. Clients include TUI, DER and DER Business Travel, Lufthansa City Center, Fello, Dr. Tigges, CTM, Radius, GlobalStar, Uniglobe, Clarity, ATG, Kuoni, ABB. MIDOCO is active in working groups of the German Travel Association (DRV), Verband Internet Reisevertrieb (VIR), Travel Industry Club (TIC), and the NDC Implementation Forums of the IATA.

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