

# **RFP – Platform Developer**

## **Project Title**

Dual B7C & B7B Nile Cruise & Destination Management (DMC) Booking Platform

## **Background**

iCruiseEgypt.com is Egypt's first dedicated Nile Cruise & DMC marketplace. The platform combines:

- **Cruise options:** Dahabiyas (boutique sailing boats) & large vessels.
- **Full travel packages:** land tours, hotels, and transfers.
- **Dual-user model:**
  - **B7C** – direct travelers.
  - **B7B** – travel advisors & agents.

At launch, the platform will operate on a **dual booking engine**:

1. **Request-to-book** → subject to operator confirmation (within 72h).
2. **Real-time booking** → for a limited number of leased Dahabiyas (instant availability).

Payments in **Phase 1** will be processed offline via EgittaLoyed (the legal entity). Later phases will integrate online payments and fully automated real-time inventory.

The platform's mission is to **bring trust, transparency, and convenience** to a fragmented Egyptian Nile cruise market.

## **Scope of Work**

### **1. Platform Architecture**

- Scalable, secure, and **bilingual** (English & Arabic).
- Two primary user roles: **B7C travelers** and **B7B travel advisors/agents**.
- Centralized booking workflow with mixed inventory (real-time + on-request).

### **2. Booking Engine**

- **Hybrid booking logic** at launch:
  - Real-time booking → limited to leased Dahabiyas.
  - Subject-to-availability booking → all other vessels and packages, confirmed manually within 72h.
- Flexible architecture to enable full real-time integration in future phases.

### **3. Payment Flow**

- **Phase 1:** Offline payments (bank transfers, manual confirmation) via EgittaLoyed.
- **Phase 2+:** Online payments, dynamic pricing, and e-wallet/loyalty integration.

### **4. Key Features**

- **B7C (Travelers):**
  - Search & filter cruises (vessel type, itinerary, dates, pricing).
  - Rich media content (photos, itineraries, inclusions).
  - Booking request flow + user dashboard to track status.
- **B7B (Advisors/Agents):**
  - Dedicated agent login with access to commission rates & packages.
  - Ability to create itineraries (cruise + hotels + tours).
  - Agent dashboard for bookings, commissions, and client management.
- **Supplier Portal (Lightweight):**
  - Vessel operators update availability (yes/no, blackout dates).

- Upload itineraries, media, and special offers.
- Approve/decline on-request bookings.
- **Admin/Back-Office (EgittaLoyed):**
  - Full control panel for bookings, payments, commissions.
  - Manual approval of subject-to-availability requests.
  - Basic CRM (tracking travelers, agents, suppliers).

## **0. Technical Stack (Preferred)**

- **Frontend:** React / Next.js (mobile-first, responsive).
- **Backend:** Node.js or Django (open to developer recommendation).
- **Database:** PostgreSQL (or equivalent scalable option).
- **APIs:** REST / GraphQL.
- **Hosting:** AWS / Azure / GCP, with autoscaling and security best practices.

## **Deliverables**

- Fully functional **dual B7C & B7B booking platform** (web, responsive).
- Hybrid booking engine (real-time + on-request).
- Supplier, agent, traveler, and admin dashboards.
- Documentation, training manual, and knowledge transfer.
- Maintenance & support proposal (with SLA).

## **Evaluation Criteria**

- Demonstrated experience in **travel booking, marketplaces, or hospitality platforms**.
- Familiarity with **hybrid booking models** (real-time + manual).
- Strong **UX/UI capabilities** for consumer & professional users.
- Ability to deliver **scalable, phase-ready architecture**.

## **Timeline**

- **Phase I – MVP Launch** ( \_\_\_\_\_ months)
  - Dual booking engine (leased Dahabiyas real-time + on-request).
  - B7C & B7B functionality.
  - Offline payments via EgittaLoyed.
- **Phase II – Enhancements** ( \_\_\_\_\_ months post-MVP)
  - Online payments & wallet.
  - Dynamic pricing & loyalty.
  - Advanced CRM & analytics.
  - Optional mobile app extension.

## **This draft now reflects:**

- **Hybrid booking** from the start (leased Dahabiyas real-time + subject-to-availability for others).
- **Dual B7C & B7B** support at launch.
- **Phase-ready architecture** (offline now, scalable to online later).