



## RateGain welcomes Jay Wardle as President and General Manager at Adara – A RateGain Company

**Dallas, 11th October 2023:** RateGain Travel Technologies Limited, a global provider of SaaS solutions for travel and hospitality, today announced the appointment of Jay Wardle as its new President and General Manager at Adara – A RateGain Company.

Jay, a seasoned growth leader, brings a wealth of experience that intersects the realms of prominent brands in the space of cutting-edge data and technology. In his last role, Jay was the President at Dstillery – a renowned Adtech firm – where he led the go-to-market team and played a vital role in propelling revenue and business growth. Under his leadership, the company successfully transformed from a technology platform into a bespoke data partner, introducing pioneering, privacy-safe, and cookie-free solutions.

Jay completed his undergraduate studies at Michigan State University and earned an MBA from New York University. His remarkable career spans over a decade with American Express and six years marked by AOL's acquisition by Verizon. Jay also possesses a profound passion for the world of travel, cultivated during his extensive career at AmEx and AOL, where he forged partnerships with destinations, online travel agencies (OTAs), and suppliers.

Welcoming Jay to RateGain's leadership team, **Bhanu Chopra**, Founder and Managing Director of RateGain, said, "We are thrilled to have Jay join our team. His extensive experience and proven track record in the data and technology space will be invaluable as we continue to drive growth and innovation at [Adara – A RateGain Company](#). Jay's expertise in leading operations, sales, and marketing will be critical for us to drive more well-rounded growth as we aim for our next big goal."

Commenting on RateGain, Jay Wardle said, "I am excited to be a part of the RateGain family and look forward to contributing to the continued success and growth of the company. RateGain has established itself as a leader in the travel and hospitality technology space, and I am eager to leverage my experiences to further enhance our offerings and drive value for our customers."

### About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 2800+ customers and 700+ partners in 100+ countries, helping them accelerate revenue generation through acquisition, retention, and wallet share expansion.

RateGain today is one of the world's largest processors of electronic transactions, price points, and travel intent data, helping revenue management, distribution, and marketing teams across hotels, airlines, meta-search companies, package providers, car rentals, travel management companies, cruises, and ferries drive better outcomes for their businesses. Founded in 2004 and headquartered in India, today RateGain works with the Top 23 of 30 Hotel Chains, the Top 25 of 30 Online Travel Agents, and all the top car rentals, including 8 Global Fortune 500 companies, in unlocking new revenue every day. For more information, please visit [www.rategain.com](http://www.rategain.com).

### Forward-looking Statements

Certain statements in this release are forward-looking statements, which involve some risks, uncertainties, assumptions and other factors that could cause actual results to differ materially

from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to the statements containing the words 'planned,' 'expects,' 'believes,' 'strategy,' 'opportunity,' 'anticipates,' 'hopes', or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, data services, and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptance of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost-effective and timely manner, time and cost overruns on fixed-price, fixed-timeframe contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, the success of our brand development efforts, liability for damages.

## Media Contact

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