

4D AIRLINE SOURCING

FMCG - PERSONAL PRODUCTS



CURRENT PROGRAM

NIL CONTRACTS

\$1.4M VOLUME

NIL COVERAGE

NIL VALUE ADDS

33/100 TRAVEL POLICY

CLIENT OBJECTIVES

Outsourcing to 4D the complex airline opportunity analysis and RFP sourcing process, the client's key objectives were:

- 1 SUPPLIER STRATEGY**
No supplier strategy in place
Projected business travel to grow.
- 2 COST CONTAINMENT**
Provide value to the business units by improving purchase price of fares
- 3 DESIGN AN NEW AIRLINE PROGRAM**
Create a supplier savings and management plan
- 4 COMPLIANCE**
Devise a plan that drives travellers to comply with the airline program

4D RECOMMENDATIONS

After an initial meeting the client and 4D had an agreed plan which included senior management sponsorship :

Airline Opportunity Analysis

After 9 months of trading with Corporate Traveller the client had a consolidated look of their travel spend for the first time. Prior to consolidation travel spend was across various local travel agencies. 4D analysed the consolidated reporting and presented an airline opportunity analysis recommending a formal review of 4 airlines.

Outsource Airline RFP

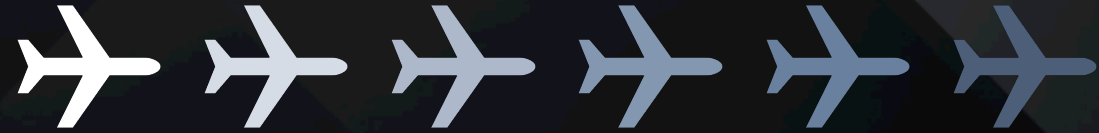
The time consuming and complex process of airline RFP sourcing was outsourced in full to 4D. This allowed 4D's knowledge experts to run the RFP sourcing process across the clients domestic and international spend. Results and recommendations were provisioned with savings scenarios – ready for the client to present to the board for endorsement and approval.

Savings

Attractive point of sale discounts through nett fares.

4D AIRLINE SOURCING

FMCG - PERSONAL PRODUCTS



FUTURE PROGRAM

4D RESULTS

CONTRACT MONITOR

1 CONTRACT

+2 AIRLINE
PARTNERS

\$1.4M VOLUME

\$135K SAVINGS

+9.5%

85% COVERAGE

\$30-35K VALUE ADDS

EMPLOYEE ACCESS TO
DISCOUNTED LOUNGE
MEMBERSHIPS

New airline program delivers additional savings to the business:

- 1 airline contract which covers both domestic and international spend
- Contract program coverage to reach 85%+ which is further supported by 2 additional airline partners
- Negotiated discounts on all domestic fare types across major and regional city networks
- Negotiated discounts on international fares into Asia, USA and Europe.
- Negotiated complimentary and discounted lounge memberships
- 4-Point recommendation plan to gain board approval and launch program
- Airline strategic plan providing maximum return on savings for the client

- Formal program review after the first six months of bookings
- PNR tracking to ensure airline contract is optimised
- Review group travel to leverage further discounted fares
- Assess rate caps & policy in consideration where market supply and demand have impacted caps

