



The Advanced Travel Partner



Travel management that delivers...

Choosing a Travel Management Company is a challenging experience, differentiating between organisations that often make the same promises and appear to offer the same services can be confusing.

ATP The Advanced Travel Partner is one of the fastest growing TMC's in the UK, in fact it was rated as one of the 100 fastest growing companies of 2008 in the Sunday Times Deloitte Buyout 100. Successful growth in the travel industry can only come from winning and retaining satisfied clients; having one of the highest client retention rates in the industry is one mark of our success but it only tells half the story.

As one of the few travel management companies with wholly owned operations overseas, ATP will always take a broader view. With branches in 8 countries and partners in a further 50, international reach is a given for any client that needs it.

Continuing the broad view theme, ATP works closely with corporate clients to identify all the savings and opportunities that travel can bring. Many of the services that others outsource

or ignore are managed in house, from meetings and conference teams through to a highly specialised Passport & Visa business.

In the last few years travel technology has taken centre stage in the travel management process. ATP pioneered the development of Self Booking Tools with the introduction of its first Ticket Window™ product in the early 1990's. Now as the scope and variety of travel management technology becomes overwhelming, ATP have stepped up again. The ATP Dashboard is a single platform that integrates ATP and third party travel management tools putting clients back in charge of their travel management process.

The final element is a commitment to delivering value in every part of the travel management process. ATP teams, spearheaded by an Account Manager, are specially selected based upon their intimate knowledge of an industry or sector. A typical ATP team will work closely with their client to establish goals before setting out to implement them.

In short everyone at ATP is committed to delivering **service**, **systems** and most importantly **savings**.



Service

Service businesses live on their reputation, but service is a difficult thing to quantify. One organisation defines it as the friendly person answering the phone; another as having outstanding technology, making the phone unnecessary.

How does ATP define service excellence?

International reach

Travel is, by its nature, an international exercise and for a rapidly growing number of ATP clients, international reach is a must. Whether your company needs coverage in three countries or thirty three, there will be an ATP solution for you.

Specialisation

International reach is more than simply placing a new office in every key city – it is about understanding client needs. Overseas locations are chosen with a client or a sector in mind. Places like Stavanger, Norway or Perth, Western Australia may not be as glamorous as New York or Paris but are equally important.

Breadth and depth

Service is also about range and ATP takes pride in offering more in house solutions than most. Some of these are a given, like a range of 24 hour solutions from sector specialists through to a concierge VIP service. Others may be common sense but are seldom

“We view the service that ATP provides as ‘business critical’ and we have found ATP to be most willing and adaptable in supporting our considerable business growth since the start of our relationship.”

common practice; meetings and conferences coordinated by the same team that manage travel ensure you get the best deal.

Finally, ATP Passports & Visas has been so successful that it operates as a separate business unit, servicing its own clients including several other travel companies. Two major clients were introduced to ATP purely for their visa needs; these relationships have since developed into full multinational travel management accounts.

Having travel experts conveniently located around the world is a start but service requires more than smiles. Service requires **systems**...

The **ATP commitment** to open computing and customer service, means that the Dashboard can be configured to most 3rd party applications as well as ATP proprietary technology



Systems

To most people travel systems are Self Booking Tools (SBT). It is easy to think that a simple, or even a not so simple SBT, once selected and implemented would be the end to the debate. In our experience, it is just the beginning.

ATP developed one of the first Self Booking Tools in the UK. Ticket Window™ revolutionised the way travel was booked. Since then the process of booking travel has become easier, whilst the process of managing that travel has become harder. More options create more saving opportunities; more management reporting; more evaluation of corporate risk and environmental standards.

The ATP Dashboard

ATP's response to this growing complexity is to create the Dashboard; a travel management platform that allows you to define the best in class technology solutions for your business. The Dashboard will then integrate these applications into a single, easy to use environment.

Dashboard Applications

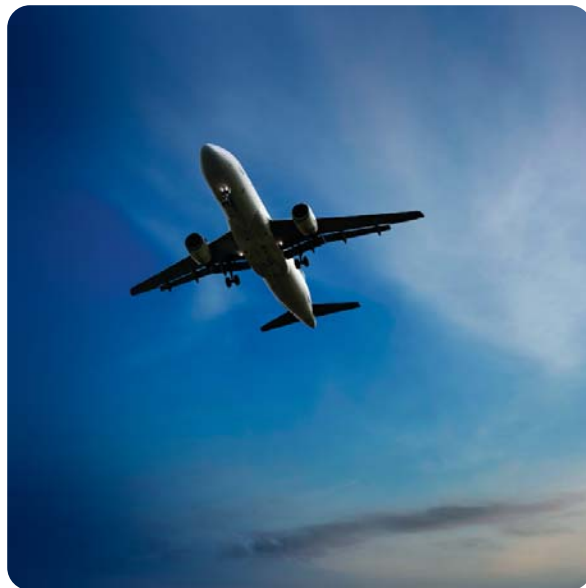
There is a rapidly growing choice of Dashboard applications designed to suit every client, from multi country booking platforms to traveller tracking and management information tools. The ATP commitment to open computing and customer service, means that the Dashboard can be configured to most 3rd party applications as well as ATP proprietary technology, which can generally be delivered at a fraction of the price of branded products.

Convenience and control

Single Sign In (SSI) technology means every Dashboard user signs in just once to get access to the full range of travel tools. No additional usernames and passwords to remember. Each sign in is then allocated access to the tools and data they need, giving you full control.

Service excellence requires the best technology but together they need to deliver **savings...**

Having power is one thing, knowing how to use it is completely different.



Savings

It is easy to get lost in the complexity of travel management without a clear focus that runs through everything you do. At ATP the focus is savings; be it time, resources or most importantly finances.

Sophisticated reporting

The first step to saving is to know where you are. ATP offers an extensive suite of customisable reports that can give you instant access to spend, key routes and potential or lost savings. Most importantly ATP reports are available at the pre-trip stage so information can be delivered before you make the final purchase decision.

Peer group benchmarking

ATP offers a complex benchmarking service that establishes statistical mean prices by route, class and most importantly by your industry sector. If you are an international law firm, benchmarking against a construction and engineering organisation won't help, but if other lawyer's average spend is less than yours - that's worth knowing.

Buying power

The biggest companies don't always get the best deals. As any CEO will tell you having power is one thing, knowing how to use it is completely different. By virtue of size and client base ATP can balance its buying power with yours to identify the best strategy.

Real account management

Account management is often seen as an optional extra – a line item on a P&L. The ATP view is different. Real account management is a fundamental part of managing travel; it is the glue that holds everything together.

“We have found it very beneficial as a Group to consolidate our previously diverse travel arrangements through ATP from an expenditure tracking, savings measurement, employee tracking and business management perspective.”

Eamonn Friar, Group Travel Manager – Acergy

Your ATP Account Manager will take the time to understand your business. They will probably already be familiar with your sector so can advise which services are right for you; how to customise your ATP Dashboard and how to achieve your financial objectives.

With a team of specialists to call on, an ATP Account Manager ensures that your partnership with ATP really delivers.



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