

Case study: Embassy of Israel

Working closely with the Embassy of Israel's three key travel personnel, Corporate Traveller provides a highly personal and efficient service, flexible travel solutions at short notice and the most competitive airfares. Our approach to managing the Embassy of Israel's corporate travel is based on a thorough understanding of the organisation's travel policy goals and preferences.

About Embassy of Israel

Based in Canberra, the Embassy of Israel provides a crucial link between the government of Israel and Australia and delivers a high level of consular services for visiting and resident Israelis.

The Embassy of Israel's key priorities also include providing visa services for migrants and visitors and ensuring the Government of Israel is provided with accurate, timely reporting and analysis of political and economic developments in Australia.

The organisation also helps to promote key Israeli policy goals in Australia and better understanding of Israeli's regional and international policies at a high level in Australian government.

What makes Embassy of Israel a unique client?

The Embassy of Israel was looking for a travel management service that offered the most competitive airfares for both domestic and international travel. As part of this, they sought a travel manager with excellent routing and airfare construction skills, which Corporate Traveller provided. The Embassy of Israel wanted an efficient, accurate and cost competitive travel management service they could rely on.

Under government regulations the Embassy of Israel must provide a certain number of airfare quotes to ensure they are receiving the best price.

As a result, Corporate Traveller must tender for the right to look after the Embassy of Israel's travel requirements for every booking. Corporate Traveller has consistently provided the most competitive quote for the Embassy of Israel's travellers.

By using Best Fare of Day Embassy of Israel has reduced its total spend on domestic air tickets by more than 70 per cent.

How have we helped Embassy of Israel focus on its core business?

Corporate Traveller implements a number of measures to help streamline the Embassy of Israel's travel efficiency and spend. These include providing a range of itineraries and price options, securing discounted seats where possible and providing better connections so Embassy of Israel travellers don't waste time sitting in airports if they are travelling overseas.

Corporate Traveller has ensured a rapid turnaround time on all of the Embassy of Israel's flight requests with bookings generally made within a 10 minute timeframe. As the Embassy of Israel's key fare provider for domestic travel, Corporate Traveller also provides the most cost competitive fares using Best Fare of the Day strategies which ensure the cheapest fare across a spread of suppliers.

Corporate Traveller also has streamlined the Embassy of Israel's account system which gives the organisation improved visibility and control of its travel spend.

What are the results?

By using Best Fare of Day rationale to book domestic tickets, Embassy of Israel has reduced its total spend on domestic air travel by more than 70 per cent, when compared to full economy tickets. By tapping into Corporate Traveller's global fare network, Embassy of Israel can access world-best fares for international travel.

The organisation also has developed a healthy culture of booking in advance with lead times on most airfare bookings generally two weeks or more.

Partnership outcome?

The Embassy of Israel has referred Corporate Traveller to another corporate travel client working in the same sector. This client has since come on board with Corporate Traveller and is now reaping the rewards of our expert travel management service.