

Case study: Engineers Australia

The successful relationship between Engineers Australia and Corporate Traveller is built on understanding, positive solutions and a dedicated local service. The partnership has helped Engineers Australia nurture a company-wide travel culture that supports its travel policies, corporate social responsibilities and is geared towards achieving cost efficiencies.

Who is Engineers Australia?

Engineers Australia is the national association for the advancement of engineering and the professional development of its members. With more than 85,000 members embracing all disciplines of the engineering team, Engineers Australia is the largest and most diverse professional body for engineers in Australia.

The organisation's chartered engineers are regarded as trusted professionals not only in Australia, but worldwide. Engineers Australia amongst other activities advances the science and practice of engineering and helps to sustain the integrity of the engineering profession.

What were Engineers Australia's challenges?

Engineers Australia's main objective was to drive savings through the implementation of 'best practice' travel management. The association sought to reduce its spend on air travel through more strategic airfare procurement. It also wanted expert advice on how to develop and execute travel policies that supported the nature of their business travel.

The association wanted a local service provider, an online booking tool, reporting and travel data as well as carbon mileage reporting.

What were our solutions?

Corporate Traveller implemented an online booking tool with a Best Fare of the Day compliance policy. As a result, Engineers Australia has shifted away from using a Gross Financial Offer (an agreement with a single supplier) to using the best daily fare from a spread of suppliers. We also implemented a travel request form so that Engineers Australia could use a combination of the request form and the online booking tool to effectively manage its diverse corporate travel needs.

We helped Engineers Australia implement best practice to ensure its travel management is streamlined with longer lead times on airfare bookings.

Corporate Traveller also assists Engineers Australia to fulfil its corporate social responsibilities for green travel by providing monthly CO2 mileage reports for the association to submit to Qantas and Virgin Blue.

Engineers Australia receives a monthly statement from Corporate Traveller, which is cost coded and provides line item information to streamline the reconciliation process for the association's accounts' department.

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What were the results?

Driven from the top down, the Best Fare of the Day policy has reduced the cost of Engineers Australia's average return domestic tickets by 4.1 per cent – ticket prices which are now on average 65 per cent lower than full domestic fares. Engineers Australia's uptake of best practice principles in airfare procurement has lifted the association's advance purchase notice on domestic tickets up to 20 days helping travellers achieve best fare policies.

Our quarterly reviews provide an effective two-way communication channel to analyse travel spend and identify opportunities for further savings. Training has also helped Engineers Australia to achieve best practice in changing their travel booking process.

What is Engineers Australia response?

"The service afforded by Corporate Traveller in terms of the ease of booking, access to qualified consultants, integrated systems and best fares has been welcomed by both staff and volunteers. It's been a great partnership."

Jamie Penrose, Director of Communication and Marketing.