

Case study: Pharmatel Fresenius Kabi

Corporate Traveller is the sole international and domestic travel service provider for global pharmaceutical firm Pharmatel Fresenius Kabi (PFK). A thorough understanding of PFK's travel requirements and preferences has enabled Corporate Traveller to establish tailored, flexible travel management solutions that allow PFK to focus on its core business.

Who is PFK?

Pharmatel Fresenius Kabi Pty Ltd is one of Australia's fastest growing pharmaceutical companies dedicated to improving the quality of life for patients in Australian hospitals. The company specialises in anesthesia, blood volume substitution, critical illness, fluid management, gastroenterology, nutritional support and oncology; and supplies to public and private hospitals and health care professionals.

What were PFK's challenges?

While previously serviced by other global travel providers for its international travel, PFK's domestic travel management was highly fragmented. PFK wanted effective domestic and international travel management, improved service standards and a more personalised service but at a competitive price, quicker response times across domestic and international travel and expert advice and guidance for powerful execution and control of travel policies.

What solutions did we create?

Corporate Traveller made a number of recommendations for PFK to adjust its travel patterns and procurement methods to maximise savings. These recommendations included a push towards Best Fare of the Day. Corporate Traveller also helped PFK fine-tune certain aspects of its program and offered guidance on how to execute the policy effectively.

What were the results?

More than 90 per cent of PFK's domestic airfare tickets are now booked using discount economy seats booked over 14 days or more in advance. PFK has positively changed its travel culture so that over 70 per cent of its domestic tickets are now booked through discount airlines, which have proven to be more than 40 per cent cheaper than other



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full-fare airlines. As a result of this, PFK has achieved domestic and international airfare savings 20 per cent above standard benchmarks.

What was PFK's response?

"PFK is a growing healthcare company and over the past year our travel requirements have increased significantly. We partnered with Corporate Traveller five months ago in an effort to save time, money and utilise their knowledge of the travel industry. We are pleased to say that we have been impressed by Corporate Traveller. They provide quick turnaround when booking flights and accommodation along with expert advice on alternative flight/route options using different carriers, which is something we previously struggled to find the time to do." Yvette Alexander Ross, PFK Executive Assistant.

*Flight Centre Business Travel has rebranded to Corporate Traveller.