

Case study: Yellow Edge

Our corporate travel teams in Canberra took over the management of Yellow Edge's domestic and international travel in October 2008. The partnership has helped Yellow Edge to consolidate and streamline its travel management to achieve greater time and cost savings.

Who is Yellow Edge?

Yellow Edge helps organisations improve workforce performance, working with individuals to build their capabilities, assisting groups and organisations to create the structures and frameworks to enhance performance. Established in 2001, Yellow Edge is at the forefront of strategic people management and leadership development across the public and private sectors.

What were Yellow Edge's challenges?

Before we came on board, Yellow Edge had highly fragmented domestic travel management. Domestic travel was being booked online in an adhoc fashion and international travel was being looked after by another local travel services provider. Yellow Edge sought to consolidate its travel management for greater visibility, accountability and to improve cost savings. The company also required guidance on how to fine-tune its travel policy to effectively and sensitively balance the needs of travellers with budget guidelines.

What were our solutions?

Corporate Traveller has consolidated Yellow Edge's travel management across both its international and domestic travel. A travel request program has been implemented to streamline the booking and approvals process.

Corporate Traveller is working with Yellow Edge to fine-tune and develop a travel policy that is tailored to suit a growing operation with increasing travel needs. Part of the process has been to identify which airfare procurement strategy would complement Yellow Edge's travel patterns. To ensure savings are realised across all of Yellow Edge's spend, the company has been using last minute accommodation rates through Corporate Traveller's own online distressed inventory site Quickbeds.com. Looking forward, Corporate



Yellow Edge is at the forefront of strategic people management and leadership development.

Traveller will work together with Yellow Edge to further tailor a hotel program that will deliver even greater cost savings on the back of Corporate Traveller's global bargaining strength.

What were the results?

Consolidation of travel management has seen Yellow Edge save significantly on time, allowing the company to stay focused on its core business. A travel request program has created a streamlined booking process and ensures the company is getting what they want, when they need from the one source at a competitive price. Greater efficiencies also have been realised by the use of flexible fares, which are well suited to Yellow Edge's changing travel needs.

What does Yellow Edge say?

"Your corporate travel team has been taking care of Yellow Edge's staff travel requirements for over nine months. In this time we have found the services to be extremely helpful. Corporate Traveller consistently meets our requests in an efficient time frame. We look forward to working with Corporate Traveller in the future." Nicole Stevenson, Manager Corporate and Finance.

*Flight Centre Business Travel has rebranded to Corporate Traveller.