

Global Travel Management signs up for cutting-edge data analytics tool, Travelport Business Insights

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Travelport (NYSE: TVPT), a leading Travel Commerce Platform, today announced Global Travel Management, one of the UK's leading independent travel management companies, has entered into an agreement with the business to use its cutting-edge data analytics tool, Travelport Business Insights.

Founded in October 1997, Global Travel Management provides customers with an end-to-end travel services, including airline reservations and ticketing, hotel reservations, ground transportation, and visa and passport procurement. The company will use Travelport Business Insights to gain near real-time access to actionable insights from a vast range of data sources to help it optimise supplier contracts, enhance customer service and improve operational efficiencies.

Travelport Business Insights uses data from traditional and non-traditional travel sources, augmenting it with predictive and forward-thinking analytics, then presents the output through easy to understand dashboards which call out key insights and indicators. Removing the reliance on manually sourcing, organising and interpreting data, delivering information via any device and in near real-time.

Core benefits of Travelport Business Insights include:

- Attracting and retaining customers by adding value;
- Maximising sales and consultant performance and productivity;

- Real time visibility on productivity versus supplier contracts;
- Analysing customer account performance to focus account management resource and improve negotiations; and
- Duty of Care and Traveller Tracking.

Scott Pawley, Managing Director, Global Travel Management, said: “Sophisticated data analysis in travel is no longer an option, it has become a necessity. Travelport delivers a flexible tool that will enable us to analyse travel data aggregated from multiple sources, and transform it into insights that deliver a competitive edge.”

Paul Broughton, Travelport’s Country Manager, UK and Ireland, commented: “Our customers often tell us the volume of data available to them is dramatically increasing but so too is the time and cost of interpreting it. Travelport Business Insights is specifically designed to help agencies manage this by forensically analysing large pools of data quickly, accurately and cost effectively. We are pleased Global Travel Management has recognised the value of the tool and look forward to seeing the impact it has on the company’s performance.”

About Global Travel Management

Global Travel Management was founded in October 1997 by husband and wife team, Scott and Natalie Pawley, along with father Frank Pawley MBE. Since that time the company has gone from strength to strength and has, for several years now, featured comfortably in The Leading Fifty TMC’s.

About Travelport

Travelport (NYSE: TVPT) is the technology company which makes the experience of selling, buying and managing travel continually better. It operates a travel commerce platform providing distribution, technology, payment and other solutions for the global travel and tourism industry. The company facilitates travel commerce by connecting the world’s leading travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel marketplace.

Travelport has a leadership position in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. The company also provides critical IT services to airlines, such as shopping, ticketing, departure control and other solutions. With net revenue of over \$2.3 billion in 2016, Travelport is headquartered in Langley, UK, has approximately 4,000 staff and is represented in 180 countries and territories.

Media Contacts

Henry Jakins (based in the UAE)
Head of Communications, Europe and APACMEA
t +971 50 107 0018
Henry.Jakins@travelport.com

Chris Boba
Corporate Communications Manager, EMEA
Tel: +44 (0) 1753 288 691
Email: chris.boba@travelport.com

