



## Travelscene Corporate's investment in innovation paying off

**[15 May 2011]:** Travelscene Corporate Members and preferred suppliers are about to reap the rewards of the group's ongoing investment in innovation with the official launch of the sales and productivity analysis Dashboard at the May 13 -14 Travelscene Corporate Symposium in Shanghai

Developed by the ReSurg Group, in consultation with Travelscene Corporate Members, the platform delivers real time automatic reporting in a customized dashboard for each Corporate Agency.

The initiative was one of many unveiled at the Symposium, the largest ever held by Travelscene Corporate. Themed "*Destination: Transformation*", the conference provided an important platform for Members to focus on the opportunities ahead, and be updated on the tools, technology, services and solutions which Travelscene Corporate is investing in.

Travelscene American Express CEO, Mike Thompson said the key to maximizing the group's success and Member profitability, directly and via overrides, lay in better capturing the significant volume of business conducted by Travelscene Corporate Members.

"This technology, which has been developed with Members' input, is fundamental to Members being able to optimize their productivity and profitability, and our collective ability to shift market share through demonstrating that support to suppliers," Mr Thompson said.

Travelscene Corporate GM David Padman said the ability to unlock the drivers of productivity and profitability put Members in the box seat.

"By providing Members with real-time access to air data and individual agency override and growth targets initially for Qantas and progressively for all Preferreds, as well as various sales and productivity measures at a business and consultant level, this technology is a roadmap to profitability."

"In addition to Members being able to maximize their override revenues and productivity, this further enhances our ability to secure even better deals for Members through providing compelling real time evidence of the significant support for Preferred Partners which exists within Travelscene Corporate."

The Symposium was held in the luxurious Langham Xintiandi in the heart of Shanghai. Key note speakers included Kurt Knackstedt from *intelligent.travel* on *The Next Generation of Business Travel*", and economist and media personality Peter Switzer who presented on *"Taking your Business from Good to Great – the Economy and Your Business in 2011"*.

### **About Travelscene Corporate ([www.travelscenecorporate.com](http://www.travelscenecorporate.com))**

*Travelscene Corporate is Australia's largest group of premium independent travel management companies. Each year, our Members deliver solutions to over 2 million travellers, and provide expertise to Australian businesses, large and small. Our association with American Express means Cardmembers can use Membership Rewards™ points through Travelscene Corporate Travel Management Companies.*

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