

Global Marine Group's Travel Project: Meticulous analysis, bespoke solutions, exceeding expectations

CLIENT:	Global Marine Group
SECTOR:	Engineering
COST CATEGORIES:	Travel
VALUE ADD:	<p>Transition to a single Management Fee for all Travel bookings.</p> <p>Highly interactive online Audit reporting produced.</p> <p>Created a basis for full Category Management Roadmap to online booking, route planning/forecasting, and T&E processing.</p>

SAVINGS PER ANNUM



THE CLIENT

The Global Marine Group (GMG) is an innovative market leader in offshore engineering consisting of four business units; Global Marine providing fibre optic cable solutions to the telecommunications and oil & gas markets, CWind delivering a range of project services, CTVs and GWO accredited training courses to the offshore wind industry, Global Offshore delivering cable installation, repair and trenching services to the offshore renewables, utilities and oil & gas markets and OceanIQ providing unparalleled subsea cable data, survey, route engineering, permitting and consultancy services for telecom and power cable installation projects.



**GLOBAL MARINE
GROUP**

THE CHALLENGE

GMG has been an ERA client for several years with projects in Fuel, Communications, Engineering Consumables and Facilities Management.

Having secured impressive savings in previous projects, GMG were keen to work with Client Manager Andrew Beer and Project Specialist Barry Donovan to understand whether they were obtaining best value in Travel. It's a large and vital part of their business operations, which includes sending crews around the globe to join their fleet of cable-laying vessels.

First, ERA conducted an extensive analytical review, looking at 15 months of GMG's travel data. Almost 20,000 invoice lines were processed, taking in air travel, hotels, car hire and many other travel products.

Pre-project, GMG operated with in-house implants from a travel management company (TMC) for a major part of its spend, allied with a DIY process for the CWind business, although much of the crew management was managed from the Far East. The ideal outcome was to consolidate all spend into a single provider - not necessarily with an in-house presence - but with the ability to provide a dedicated service and support, along with specific marine travel specialism.

The ability to deal with senior management as well as marine crews was a vital requirement, as well as having the flexibility and imagination to deal with complex routes.

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THE SOLUTION

Following an extensive data review and Situation Report, ERA produced a Tender using a comprehensive but representative sample of locations and routings for all travel products. Nine major TMCs were invited to participate and after a thorough selection process, five key contenders were chosen. The Tender had requested that TMCs provide a management fee option as well as an individual transactional fee. This creative approach allowed GMG to determine the best method of progressing based on 2 business models.

Savings exceeding 18% were indicated through this exercise. The winning bid was from the incumbent supplier who willingly revised their current solution to provide the best value in terms of cost savings, fees and operational business fit. They were also able to provide a forward programme of significant improvements that would enable GMG to continue to evolve over the coming years.

ERA worked very closely with both parties through the migration to the new contract and established a regular Project Steering and Audit schedule to ensure the delivery of improved pricing and service.

This also involved migrating CWind spend into the new fixed fee management model.

GMG commented: "Actual Savings have exceeded projections and helped us fund a 25% increase in our Travel programme".

THE RESULTS

Despite the impact of Covid-19, the results after one year have been truly excellent.

GMG's business has been growing steadily leading to a 25% increase in Travel. Happily, this has been funded almost entirely by the 23.5% savings identified by ERA - no mean feat in a multi-million pounds project. Due to the hard work of all parties the original savings estimate was bettered by a considerable margin and all Travel spend is conducted through the TMC.

ERA's thorough audit process ensures that all elements of the contract are honoured and that GMG has complete day-to-day visibility of its Travel expenditure, in turn helping to enforce the Corporate Travel policy. The facilitation of regular meetings between the supplier and client have set the seal on a harmonious relationship.

