ALTOUR

DELIVERING A HIGH-PERFORMING GLOBAL TRAVEL PROGRAM FOR PRIVATE EQUITY

CLIENT PROFILE

A leading private equity firm in the financial markets, managing high-stakes investments across continents, partnered with ALTOUR to scale its travel program globally.

This collaboration delivered **over 12% annual supplier savings**, seamless multi-region governance, and enhanced executive productivity, enabling the firm to focus on deal-making without travel disruptions.

ALTOUR

BACKGROUND

Since 2021, ALTOUR has partnered with the client to build and expand a high-performing travel program, starting in the UK and Europe. As the firm's global footprint grew, we integrated APAC in 2024, followed by North America.

Expansions into LATAM and other markets are progressing, with full global coverage expected by year-end. This rapid scaling demanded a partner capable of navigating regulatory variances, cultural differences, and operational complexities across diverse regions.

THE CHALLENGE

Managing a **complex, multi-region travel program** for a private equity firm involves unique demands: coordinating high-volume executive travel across continents, ensuring compliance with varying local regulations, and maintaining data integrity amid differing operating models.

Without strategic oversight, such programs often face fragmented service levels, policy non-compliance, escalating costs, and governance gaps—risks that could disrupt critical deal timelines and erode executive confidence.

A purely transactional TMC would fall short, lacking the proactive insight needed to anticipate issues like supplier inconsistencies or regional disruptions.

THE ALTOUR SOLUTION

ALTOUR responded with a tailored, blended service model that combined dedicated expertise with strategic scalability. We deployed specialized agents in high-volume markets, emphasizing personalized service and meticulous attention to detail to align with executive expectations.

Extended hours ensured **24/7 support across time zones**, while onsite presence during peak periods fostered deep relationships, cultural immersion, and real-time issue resolution.

Proactively, our Account Manager led collaborative initiatives, including joint attendance at supplier events and site visits in informal settings to strengthen partnerships and uncover optimization opportunities.

This hands-on approach, distinct from standard models, drove targeted savings through supplier re-negotiations, policy refinements, unused ticket recovery, and advanced price optimization tools—yielding **over 12% annual reductions while enhancing program efficiency.**

REASSURINGLY DIFFERENT

What sets ALTOUR apart is our commitment to strategic partnership over transactional service. Where others might react to issues, we anticipate them—integrating local expertise with global governance to remove complexity and build resilience.

This model not only mitigated risks like compliance lapses or cost overruns but transformed the client's program into a competitive advantage, delivering consistency that empowered executives to operate at peak performance worldwide.

RESULTS & OUTCOMES

The partnership has achieved sustained high performance: global expansion without disruptions, uniform data quality enabling informed decisions, and supplier savings exceeding 12% annually.

Policy alignment improved compliance rates, reducing leakage and supporting the firm's growth ambitions.

This case underscores ALTOUR's proven ability to scale sophisticated programs, blending human insight with operational excellence to drive measurable value and long-term confidence.

THE ALTOUR WAY

If you're seeking a strategic travel partner that optimizes costs, strengthens governance, and scales your program to support business growth and efficiency, let's schedule a consultation to review your current setup and unlock greater value for your organization.

CONTACT US TODAY →

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