



Advantage
Travel Partnership



**EXPERTS IN
TRAVEL**



**STRONGER
TOGETHER**

A NEW APPROACH TO RUNNING YOUR TRAVEL BUSINESS

Managed Services for Business Travel



THE POWER OF ADVANTAGE



WHAT IS ADVANTAGE MANAGED SERVICES?



Advantage Managed Services, established within the Advantage Travel Partnership setup in 2009, is a membership model that currently includes 70 travel agents with a combined turnover of over £210 million. The membership spans across the UK, representing a diverse client base including SME, oil and gas, media and entertainment, corporate and more.

The managed service model offers a tailor-made, comprehensive solution designed to support travel agencies in various industries, helping them thrive in an increasingly competitive market.

The model operates as a “travel agency in a box,” providing members with all the essential tools and resources needed to run their business efficiently. This includes licensing, systems, business, and sales support, as well as the management of key functions such as legislation and payment processes. By having these elements fully handled by Advantage Travel Partnership, members can focus on building their business and delivering exceptional service to their clients, while benefiting from a streamlined, supportive framework.

Who is it for?

- ✓ Aspiring agents aiming to launch their own travel business.
- ✓ Business owners seeking to expand and elevate their operations.
- ✓ Established agencies wanting to remove financial pressures and free up resources to drive growth.
- ✓ Travel professionals seeking the backing of the UK’s leading travel consortia.
- ✓ Businesses looking to benefit from the most competitive commercial deals in the industry.



YOUR ADVANTAGE TEAM

Our business development team are dedicated to ensuring that members under our managed service model receive top-tier services and solutions to drive growth and enhance operational efficiency. We pride ourselves on developing strong, collaborative relationships with both members and partners to deliver outstanding results.

WHY CHOOSE ADVANTAGE MANAGED SERVICES?

Independence

Maintain the freedom to trade under your own company brand while benefiting from the collective buying power and resources of Advantage to strengthen your business.

Global Support

Benefit from a global network of Travel Management Company partners across 80+ countries, offering robust support to help you win and manage international clients.

Leisure Travel

Access industry-leading commercial terms with over 250 leisure partners, providing an average uplift of 1-1.5%, to enhance your profitability in the leisure travel sector.

Global Accommodation

Programme covering 45,000+ properties globally, including major hotel chains and independent properties, offering additional earning opportunities through direct connects and bed-bank agreements, providing your clients with broad choice.

Global Distribution System's Access

Travelport/Galileo license to access all Global Distribution System's content, complemented by an IATA license and the support of the Advantage Fares Desk.

Technology Solutions

Leading technology products at reduced costs, including the Vibe online booking tool, Travelogix reporting tool, and back-office technology from Dolphin Dynamics, enhancing your business operations and customer experience.

24/7 Support

24/7 servicing support for both you and your customers, ensuring assistance is always available, no matter the time of day.

Financial Support

All monies are securely held in trust, with merchant facilities provided and partner payments efficiently managed on your behalf.

Market Leading Commercials

Access to market-leading terms across a wide portfolio of partners ensuring significant earning potential for members.

Advantage Air Programme

Gain access to over 75 airline contracts, featuring competitive commercial terms, directly integrated into our Global Distribution System for easy booking and management.

Ancillary Partnerships

Centrally negotiated, commissionable rates with a wide array of ancillary partner, including ground transportation, airport parking, visas and travel insurance to boost your revenue.

Events

An extensive events programme, featuring the Advantage Travel Partnership Conference, exclusive networking events and dinners, as well as forums and steering groups each designed to build connections, offer insights and enhance knowledge.

Training

A tailored training programme offering a hub for product knowledge, including Travel Hero and bespoke sessions to ensure your frontline staff are equipped with the expertise to excel.



REAL EXPERIENCES, REMARKABLE RESULTS

Company name:
MediaFlights

Business owner(s):
Tracy Woods, Operations Manager

Joined Advantage:
2017



Discover why Tracy Woods, Operations Manager, from MediaFlights chose the managed service model—and why her agency is one of its most enthusiastic advocates today.

“We have full access to the Advantage airline/ticketing and accommodation programmes with additional support from their in house ticketing team.

Their Accounts back-office package offers full reconciliation and support with partners. Advantage also offers us a full support network for advice in the areas of marketing, AI, finance, insurance, and recruitment.

We attend regular networking events which provide the opportunity to build and develop relationships with partners, industry professionals and the Advantage team.

We also have regular contact and check ins with their Business Development team who are always on hand to answer any questions and give advice when needed.”



MEMBER

SUPPORTING YOUR BUSINESS



Fares Desk Team

The Fares Desk team offers comprehensive day to day support to all Advantage Travel Partnership members.

For members who operate under our managed service model, we look after bookings made on Global Distribution System and via 3rd party New Distribution Capability aggregators to ensure bookings are processed in accordance to fares and ticketing time limit, using automated technology where available to speed the process of ticketing.

We monitor all bookings made in the Global Distribution System and alert members for any failed bookings and actions required to finalise bookings. We also assist the Finance Team with any complicated quotes and itinerary changes to maximise any profits.

Any refunds and Billing Settlement Plan queries are handled by the team and any Agency Debit Memo's are investigated thoroughly and disputed within reason to avoid any financial losses to Advantage Travel Partnership members.

Finally, we work closely with Travelport and can assist and signpost members to training opportunities to improve knowledge and understanding on all processes and products.



Finance Team

The Managed Services finance team are on hand to offer their expertise, help reduce your administrative workload and ensure compliance with financial processes, ultimately allowing your business to run more efficiently.

Partner payments:

We handle all payments for preferred partners of Advantage Travel Partnership by various payment methods.

Billing Settlement Plan reconciliation:

We run a fortnightly reconciliation of all Billing Settlement Plan tickets/refunds issued by Advantage Travel Partnership.

Additional services include managing refunds, rebates and monthly invoices, ensuring streamlined processes for accurate payment tracking and reconciliation. Our expert team also handles chargebacks and banking queries, ensuring that your payment processes are smooth and efficient.



THE CORPORATE BOOKING TOOL YOU'LL ACTUALLY WANT TO USE

Our partnership with Vibe demonstrates our commitment to providing members with leading technology solutions.

With over 18 years of expertise, Vibe integrates the best of travel technology to simplify planning, booking, and managing trips. The flexible, innovative platform empowers clients to create seamless, branded booking experiences that engage travellers while helping to drive efficiency and growth in your business.



OUR TECHNOLOGY PARTNERS



SMARTER TRAVEL TECH THAT MOVES WITH YOUR BUSINESS

Proven Record

Trusted by over 1,000,000 travellers annually, enabling £1billion+ in travel spend.

Simplicity

Uncomplicated processes eliminating confusing acronyms ensuring a straightforward and understandable booking experience.

Flexible Policy Building

The ability to craft any travel policy you'll ever need including, multi-level with complex controls and granular reporting.

Competitive Edge

Empowers you to service customers at the same level as some of the largest Travel Management Companies.

Complete Content

Multi-channel content integration including hotels, rail, air and car hire.

Sleek Design

User-friendly and intuitive interface, designed for easy navigation and familiarity.

SMART TRAVEL TECH THAT EMPOWERS PROFESSIONALS



Travelogix

The Travelogix suite of cloud-based solutions, including Analytix and Geo, providing Travel Management Company's with immediate, easy access to real-time travel management data, reports and analysis. They make analysing this data fast, accurate and robust.



Travelport

Travelport Global Distribution System provides access to content in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. It's easy-to-use, fast and has tools to deliver exception experiences that travellers expect.



Dolphin Dynamics

Dolphin Dynamics help you transform your operations with a proven suite of mid/back office, reservation and contract management. You will work more efficiently, grow sales and get closer to customers.





SUCCESS YOU CAN MEASURE

We pride ourselves on developing positive relationships, built on a culture of shared success and mutual respect.

45+  years of leading the travel industry	4k  connected agents globally
750k  trips booked by our members annually	£17.27bn in annual global sales by our members

WHAT OUR MEMBERS SAY



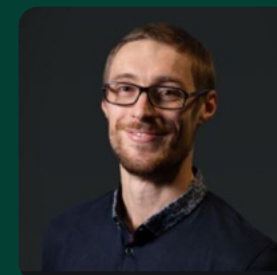
“For anyone thinking of joining Advantage, they absolutely should! They have made a significant difference on our business from incentives details, the global accommodation programme and everything in between.”

Cheryl Henderson, Munro’s Travel Group



“Being a part of Advantage has been a game-changer for us. The biggest benefit is joining a powerful community of like-minded business, all working towards the same goal - financial success through value and exception customer service”

Suzanne Horner, Gray Dawes Travel



“Advantage has been wonderful for us as a business. We have grown very rapidly and they have been essential in helping us through various challenges in a quick and easy way.”

Mark Sumpter, BlueBird Travel



THE POWER OF THE GLOBAL NETWORK

The Advantage Global Network is an extensive international community of 96 travel specialists operating in over 80 countries, across 6,000+ locations with over US\$15 billion in annual travel turnover, who help each other grow, win and service global business travel accounts.

Who is it for?

- ✓ **Global Growth Opportunities:**
Access to new prospects, collaborative bids, and a network covering over 80 countries, enabling members to expand their business internationally.
- ✓ **Comprehensive Client Support:**
Retain clients requiring global coverage, with 24/7 support from overseas partners and access to local specialists and unique services.
- ✓ **Enhanced Service Offering:**
Ability to build and expand client service propositions beyond the UK, with tailored solutions and remote airfare ticketing.
- ✓ **Cost and Commercial Advantages:**
Leverage collective purchasing power for better commercial terms and exclusive content from travel partners.
- ✓ **Knowledge Sharing and Flexibility:**
Benefit from shared best practices, market intelligence, and flexibility to join the network to secure global contracts as needed.

“Sequel Travel values its partnership with The Advantage Global Network for the unparalleled global network and collaborative opportunities it provides. The insights, resources, and connections we gain through The Advantage Global Network allow us to better serve our clients with innovative solutions and enhanced service offerings. Being part of this network is integral to our mission of delivering exceptional travel experiences worldwide.”



“Consolid Global Travel Solutions has been a proud member of The Advantage Global Network for years, collaborating on tenders, sharing market insights, and offering clients regional expertise. Their ongoing support—especially from John Hobbs-Hurrell—has been invaluable. The annual events are great opportunities to catch up with the Advantage team, meet other partners and create the opportunity to join forces with fellow members to make the alliance a true asset for growing our business.”



GLOBAL TRAVELLERS

No matter your travel needs, our **independent travel members** are there for you.

GET THE TOOLS, SUPPORT, AND FREEDOM TO GROW YOUR BUSINESS TODAY!

Your dedicated Business Development Manager is here to help you run your business. From finding growth opportunities to offering expert advice, we provide personalised support to meet your needs.



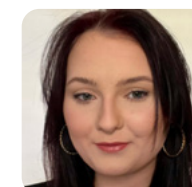
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GET IN-TOUCH

To discuss membership options in more detail, please contact our Business Development team.

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Scan the QR code to find out more about us online and on social media