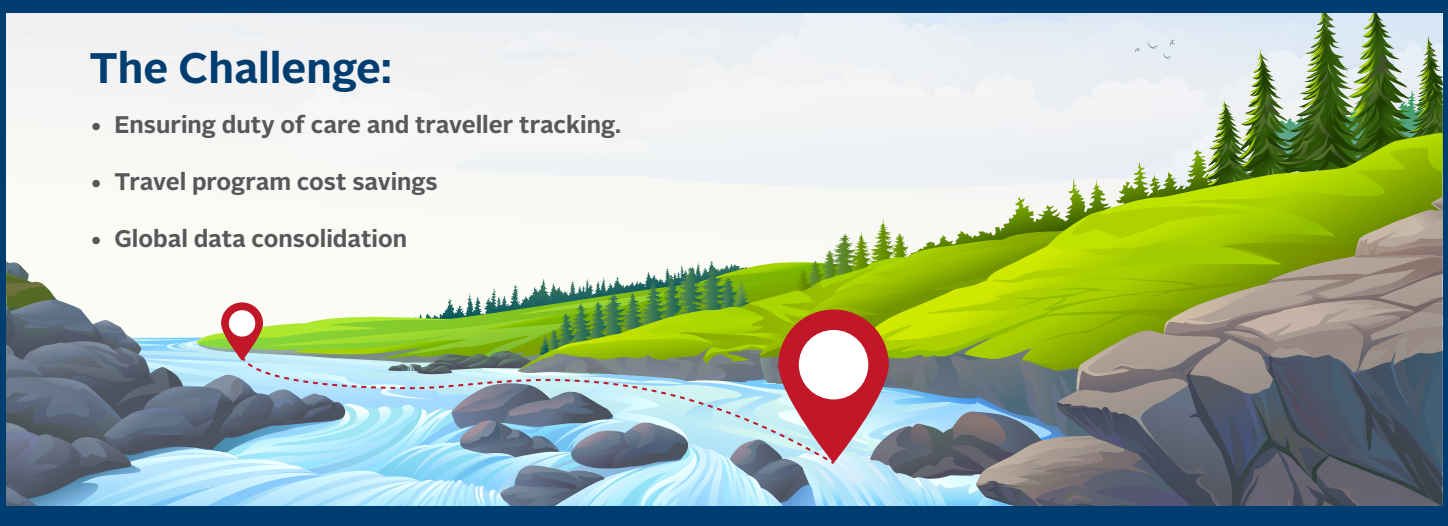
Case study:

BLUESCOPE

BlueScope is a global leader in premium coated and painted steel products. A primary focus for BlueScope is health and safety for their employees, which applies across all of their locations globally.

The Challenge:

- Ensuring duty of care and traveller tracking.
- Travel program cost savings
- Global data consolidation



The Solution:

FCM gives BlueScope the ability to consolidate the data of all their travel expenditure through the global reporting & analytics tool.

A dedicated Global Account Manager oversees the program and contract performance for BlueScope across all markets globally.

Quarterly reviews with their key account manager, to review and discuss business plan opportunities and trends from the previous quarter.

FCM undertook an air tender in partnership with BlueScope that saw Qantas appointed as the preferred provider.

The Results:

This successful approach has seen a number of tangible results delivered to BlueScope since they commenced trading with FCM, including:

Up to 7% savings on total annual travel spend.

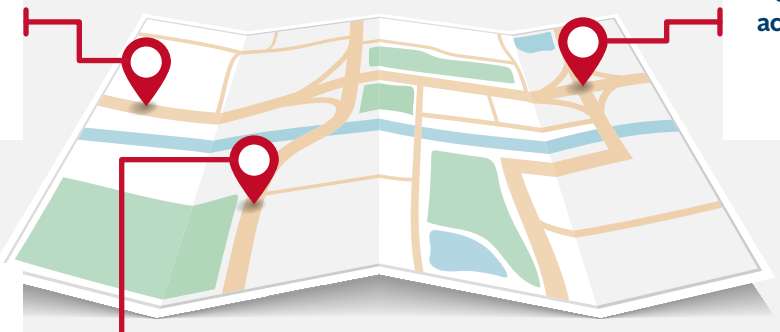
Quality greater than 97% SLA on all bookings

Online adoption of 75%

This has been achieved through:

Negotiating effective supplier contracts

SmartSTAY rates across Australia and New Zealand.



FCM's operational focus on going 'above and beyond' service savings