



Case Study

Enerpac Tool Group

In partnership with FCM since

2016

Travelers

1000



Regions of trade
AMER, EMEA, APAC

Global Consolidation of Travel and Expense

Founded in 1910 providing water pumps for the Ford Model 'T', Enerpac Tool Group has evolved into a diversified industrial company, serving customers in more than 30 countries. Having worked on projects such as the world-famous Millau Viaduct and Las Vegas Wheel, their skills, services, and products help clients deliver technically superior solutions.

When Enerpac Tool Group went to market for a travel management provider, they sought to find a partner that would help them execute significant changes to their travel and expense systems as well as consolidate their entire travel program from various local incumbent agencies across the globe into one unified global travel program. After a thorough tender process, FCM was selected to help Enerpac Tool Group achieve these ambitious objectives.

Rising to the challenge

FCM sought to understand Enerpac Tool Group's unique challenges in order to effectively deliver a travel program that integrated all the key procurement and travel experience features that are so critical for today's environment. One major program objective included the consolidation of their travel program globally to gain greater visibility into their travel spend.

With FCM's proprietary reporting and analytics platform, Enerpac Tool Group was able to build powerful reports and configure dashboards to show the most-detailed information that easily captured their program's performance. They worked closely with their FCM account manager to analyze and interpret this data and inform their future business travel decisions. Clear visibility of travel data in a consolidated source within the FCM analytics suite also meant that procurement could approach vendor contracting and account for risk management in a far more strategic manner that helped to drive travel savings and promote traveler safety.

Improving data visibility proved to be advantageous during the restructuring of the business. Global traveler profiles could be easily identified, together with spend patterns, which streamlined the process. The consolidation of the program and big picture overview also enabled Enerpac Tool Group to assess the impact of the coronavirus pandemic on the various business units more easily and plan accordingly.

Implementation across

25+
MARKETS

9:1

Return on
Investment

22%

Savings on global
travel spend

Creating a partnership with resounding feedback

In 2019, the global travel program produced a 9:1 Return on Investment and a total savings percentage that exceed 22% of global spend. Moreover, as 2020 brought significant impacts to travel programs across the world, it was important to reflect on the past achievements and value created for Enerpac Tool Group.

Karen Yates, Global Travel & Expense Manager at Enerpac Tool Group, summarizes these thoughts in an outstanding commendation that speaks to the value of the relationship over many years.

“In these difficult times, I’m grateful for the hard work that Chris [our account manager] and the teams are doing in the background, keeping me informed, managing my unused tickets, and providing reports when requested.

I look at this as a long-term relationship that needs to continue to grow and we are working through this difficult time together. As travel begins to resume, I am confident that FCM will have our back and guide us through.”

KAREN YATES
GLOBAL TRAVEL & EXPENSE MANAGER
ENERPAC TOOL GROUP

