

Case Study

Seaways International

Navigating the high seas
with **smarter travel**



2018

In partnership with
FCM for 3 years



35

travellers
per month



40%

off airfares

Seaways International

'Drill rig support, sub-sea construction support, anchor handling, ocean towages, port handling, tug and barge combinations' - this terminology may sound foreign to the average traveller, but to Seaways International – this is what floats their boat. Literally.

Headquartered in Dubai, Seaways International (Seaways) is a well-established owner and operator of a diverse fleet of offshore support vessels. The company provides a range of offshore marine services to the global energy industry.

With rotating crew flying in and out of remote shipping ports all over the world, the global marine services provider needs a travel partner that understands their business and their travel needs. Particularly when it comes to air travel.



The Challenge

Fluctuating airfares. Cost containment.

With personnel operating vessels on routes globally and many of their crew flying long-haul from Asia to West Africa, cost containment is a constant priority for the company. The nature of their business means fares quite often are being booked last minute and out of normal office hours. Seaways wanted to ensure they were securing competitive airfares including specially negotiated marine fares. The organisation was keen to work with a travel management company that:

- was experienced in the marine sector
- offered support and services around the clock
- could verify they were securing the best deals and flight options. Always.
- offered excellent negotiating strength with key industry suppliers.

Smooth Sailing with FCM

Working with Seaways' highly-experienced in-house Business Travel Manager, FCM supports the company with access to the best options for route, price and ticket conditions – for every trip. FCM's travel team in United Arab Emirates tap into FCM's global airfare network as well as the company's supplier negotiated marine fares to make sure Seaways purchase the right kind of ticket at any given time. Strategic purchasing is helping Seaways save significantly.

FCM's marine and mining division support Seaways not only with the day-to-day transactional activity but also with supplier negotiation, which benefits Seaways over the long-term.

Expertise delivers savings

FCM's knowledge of the marine sector and global air product ensures Seaways is always aware of the best travel options.

FCM's marine fares, which are being used for Seaways' main air routes, not only offer flexibility but are also **delivering discounts of up to 40%**.

FCM and Seaways have negotiated deals with land and air suppliers that generate **approximately 10% annual savings for Seaways' travel across the Middle East and Africa.**

“After partnering with several TMCs in the region, I can say with certainty that FCM has exceeded our expectations in all areas of travel management. Their technology, their support, customer service and account management are outstanding. They excel in all areas of travel management.”

ASHWIN, SEAWAYS INTERNATIONAL.