

FCM's *Travel Supplier Empowerment Programme*

FCM understands the impact & importance of **B-BBEE** and the need for a strong domestic travel industry.

Real results can only be achieved if established TMCs invest in empowering small and upcoming travel providers. So, we're on a mission to support and nurture South Africa's travel economy through our **Travel Supplier Empowerment Programme**.



How does it work?

As part of the Flight Centre Travel Group, FCM leverages **3** integrated solutions:

- Room8
- Transport Hub
- Local Hotels

What does it do?

Online or offline, you're open for business

Greater visibility for SME suppliers means **better** reach + **more** business opportunities:



01 Room8 *More guests*

- Real time bookings and confirmations, 24 hours a day
- Payment options such as credit card or EFT before check-in

LIVE DISTRIBUTION



ONE PLATFORM



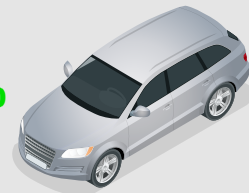
GREATER REACH



"There's extra security in terms of chasing payments, because before we were using the EFT method and now our payment process is seamless with virtual card payments.

02 Transport Hub *Safe and convenient*

- Real time quote generation
- Instant booking confirmation with pricing
- Reporting tools to better understand and manage operations
- Access to a distribution network to help boost sales
- Access to all FCM corporate clients



Through **Transport Hub**, FCM's travellers also benefit instantly through:

- Competitive pricing and quotations
- Better booking management with vetted operators

03 Local Hotels *More choice, more opportunities, more jobs*

All FCM clients have access to both **local guest houses** and established South African hotel chains. By sourcing **local vendors** we hope to:

- Create lasting, positive relationships with other businesses in the travel industry
- Help smaller suppliers generate revenue and, in turn, strengthen the local economy
- Contribute to job creation and skills development
- Develop a culture of expert-level service



Three smart solutions to support greater **equality, growth and success**.

What's the feedback?

"It's helped with our visibility within the Flight Centre Group, which has increased our bookings!"

"There's now a hassle-free booking process between us and the agency, and great communication with the guests."

"It's created a level of security in terms of chasing payments, because before we were relying on EFTs and now our payment process is seamless with virtual card payments."

"It has helped increase our revenue, which we are very happy about!"