



Advanced Selects TripActions as Worldwide Travel Management Solution

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TripActions to modernize Advanced's program with a unified global platform

London, UK, February 3, 2021—[TripActions](#), the fastest-growing business travel and spend management platform, today announced that the UK's third-largest software and services company, Advanced, has selected TripActions to manage its worldwide corporate travel program.

"Advanced has always placed a premium on user- and technology-forward solutions, and its corporate travel platform should reflect those values," says Andrew Hicks, CFO at Advanced. "TripActions was the only solution in our evaluation that delivered both strong user interface marks and powerful, global technology for managing corporate travel and spend. Moving forward, we can feel comfortable putting travellers on the road with a safe and sustainable global program, without gaps in inventory and supported by a team of global agents at our travellers' fingertips."

Key to the selection criteria at Advanced was TripActions' consumer-grade user-experience, which is designed to increase adoption rates, while powerful analytics like the spend management dashboard provide real-time visibility into program spend without the need of third-party tools.

With in-house support agents distributed around the world, TripActions was able to offer Advanced 24/7 service over chat, email and phone from multiple offices and in local languages—vital to Advanced's continued global expansion. (The company completed three acquisitions in 2020, and seven in the last 18 months.) International points of sale in Europe, Asia and North America ensured that Advanced had access to both local and premium inventory, whether booking from India or England.

A transparent pricing structure also played a critical factor. Diving into the numbers, Advanced discovered during the engagement process that fees charged by the company's legacy agency accounted for 11% of their overall travel program cost. By contrast, the transparent trip fee structure in use at TripActions will provide Advanced with visibility into spend across the entire program.

"At the start of our conversation, Advanced believed their legacy provider to be a low-fee program—something we see all the time," says Chris Vik, SVP EMEA at TripActions. "Due to opaque pricing structures and disparate systems, companies are often paying more than they thought."

Beyond cost savings, Advanced's increased focus on HR initiatives in a post-pandemic world neatly align with the offerings featured in TripActions' travel program. The software company found that TripActions' unique capabilities were best suited to prepare Advanced for this new normal, thanks to its goals for a unified platform, high online adoption rate (regardless of agent interaction), proactive duty of care management, vendor-agnostic inventory and real-time analytics for future sustainability initiatives.

"We've used this time to reflect on what's important in the new world of corporate travel," says Hicks. "And we found that duty of care, cost control and sustainability are ultimately the foundational pillars of our new global travel program."

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TripActions has raised more than \$790M in funding to date. For more information, visit www.tripactions.com

To watch a video on TripActions, visit <https://tripactions.com/video/back-to-business-with-tripactions>

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TripActions

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About TripActions

Fast becoming the default for corporate travel and expenses, TripActions is the leading, cloud-based T&E platform that combines industry-leading tech with best-in-class travel agency service. Trusted by more than 4,000 companies globally, TripActions empowers organizations with real-time data to make business decisions, paired with flexible T&E management tools that enable them to adapt to changing market conditions to keep traveling employees safe, control costs, and save money. Learn more at www.tripactions.com.

About Advanced

Advanced is the third largest British software and services company in the UK. Advanced helps organisations create the right digital foundations that drive productivity, insight and innovation – all while remaining safe, secure and compliant.

Advanced enables its customers to achieve increased efficiencies, savings and growth opportunities through focused, right-first-time software solutions that evolve with the changing needs of their business and the markets they operate in.

Advanced's solutions for both commercial and public sector organisations simplify business challenges and deliver immediate value, positively impacting millions of people's lives.

Advanced has a strong track record in helping our customers journey to the Cloud. It manages private, public and hybrid Cloud environments as well as delivers sector-specific Cloud-based solutions and services. It is a certified partner with Amazon Web Services (AWS) and Microsoft, and has achieved the highest levels of accreditations.

Advanced's Cloud solutions are used by organisations of all shapes and sizes including Highways England, PRS for Music and Aspire Furniture.