

# TRAVEL EXPERTS FOR THE HIGHER EDUCATION INDUSTRY

Collegiate Travel Planners (CTP) have a strong customer portfolio in the higher education industry, with dedicated local Account Management and Travel Consulting teams who understand the unique challenges and opportunities that face the industry in your local market. Building on our extensive higher education industry travel expertise, CTP's customers also benefit from CTM's cross-industry experience, by way of leveraging insights from successful travel program strategies that have been deployed across other "like" organizations.

We don't believe in a one-size fits all approach to travel management. We work with your team to design a tailored travel program, utilizing proven strategies and leveraging big data, to deliver strategic outcomes which align with your institution's unique objectives and priorities.

## Core Competencies

- **Higher education industry travel expertise:** Servicing public administration and safety industry customers across North America, Europe, Asia-Pacific markets and managing complex project needs.
- **Proprietary in-house technology:** Built in regional CTP and CTM Tech Hubs, our technology offers unbeatable speed-to-market, agility, and customization, founded on global technology architecture and developed regionally for regional needs and market nuances.
- **Local people and expertise, everywhere you go:** CTP's Regional Leadership, Account Management and Travel Consulting teams offer local market expertise and accountability for your travel program's performance. No outsourced servicing.
- **CTM global buying power:** Approximately US\$9bn (AU\$12bn) on a pro-forma FY19 basis.
- **Experts** in study abroad, student group travel, athletic travel, and meetings.



## Differentiators

- **Proprietary technology:** We build our own technology and own the development roadmap, ensuring fast and responsive new technologies and third-party integration capabilities.
- **Pre-trip approval:** Integrated, automated pre-trip approval tool with customizable workflows – no paper-based processes.
- **Risk management:** Global traveler tracking, risk identification, and emergency communications.
- **Sustainable travel:** CTP Climate+ program provides market-leading carbon reporting and carbon offset solutions, supported by sustainable features in the Lightning online booking tool to encourage more sustainable travel.
- **Reporting:** Powerful, aggregated travel program reporting across air, accommodation, and ground transport and dissectible by region, cost center and traveler.
- **Travel forecasting:** Empowering travel bookers to make more informed and efficient decisions about the most cost-effective time to travel.
- **Well-being insights:** Enabling you to identify behaviors and trends which could impact the performance of your team.
- **New distribution capability (NDC):** CTM was the first travel management company in Australia to deliver live NDC content to corporate travelers and its Lightning online booking tool is NDC ready in all CTP/CTM regions, providing customers with access to greater content, and more relevant offers and ancillary options.
- **Higher education travel tools:**
  - **Online booking tools**
    - › A consumer-grade booking experience for maximum adoption
    - › Fully configurable to policy and traveler requirements
    - › Delayed ticketing enables frequent booking changes before ticket issue
    - › Reduce risk with increased compliance to HR and logistics policy
    - › Traveler profile management tools capture traveler information and syncs with back-office tools.

## Proven track record:



Case Study: Ohio State University - Online Adoption



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Case Study: Georgetown University - Athletics



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Case Study: University of Texas MD Anderson Cancer Center



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Case Study: University of Illinois - Study Abroad



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# ABOUT CTP

Founded in 1991 as a one-location San Antonio venture with a focus on higher education, **Collegiate Travel Planners (CTP) is now the #1 higher education travel service provider in the United States** and provides travel management services to over 150+ universities and colleges nationwide.

CTP attribute a steady growth to their knowledge that a higher education travel program doesn't work like a typical corporate program – it is vastly different in structure, culture, and values. Today, CTP has over 30 years of experience consulting, coordinating, and fulfilling higher education and university travel (both domestic and international).

CTP provides a unique blend of customer service, innovative technology, and tailored program development which drives exceptional value at every step of your journey through greater savings, improved efficiencies, and maximum safety.

CTP is part of the **CTM Group** of global travel businesses. When you work with us, you'll receive the high-touch service you'd expect from our university-focused service team, backed by the resources and scale of CTM Group, a global travel leader.

## CTM Company Snapshot

- Founded in Australia in 1994. CTM has grown from a two-person start-up to a global leader in travel management. Estimated fourth largest travel management company (TMC) globally. <sup>[1]</sup>

- Publicly listed since 2010 (ASX:CTD). [Visit the CTM Investor Center here](#)
- Owned operations across four continents, with a global network spanning more than 130 countries.
- Commitment to Sustainability and CSR. [Read the CTM Sustainability Report here](#)
  - CTM Climate+ program. [Learn more](#)
  - CTM sustainable booking solutions. [Learn more](#)
  - CTM supports Delta Sustainable Aviation Fuel. [Learn more](#)
- Multi-award winning for service and technology innovation globally:
  - Australian Federation of Travel Agents (AFTA) Awards – Best National Travel Management Company awarded 14 times
  - World Travel Awards 2022 - United States Leading Travel Management Company
  - TTG Travel Awards 2022 - Best Corporate Travel Agency (Asia)
  - Australian Financial Review - Most Innovative Companies List
  - Business Travel Awards Europe 2021 - Best Corporate Booking Platform
  - SmartBrief Awards 2021 - Innovation Award for Travel Management.

## CTM Financial Performance

- Read the CTM Annual Financial Report [here](#).
- Strong financial liquidity. CTM did not need to capital raise during COVID-19 pandemic. [Learn more](#)

<sup>[1]</sup> At August 18 2021, based on publicly available financial performance data.

