



GRAY DAWES
TRAVEL

TRAVEL
talks

UNDERSTANDING THE PRESSURES OF CREWING LOGISTICS

Travel Talks Factsheet



Introduction

There is a dramatic difference between the role and requirements of a Corporate Travel Manager compared to a Crewing Logistics Manager. You need the right Travel Management Company that truly understands your marine travel service needs.

A great marine travel solution is a partnership between client and supplier, a strong relationship built on trust and proven through experience and expertise.

In this factsheet, we list our top tips on what to consider when looking for the right Travel Management Company (TMC) to help with the pressures of the crewing logistics discussed during the special Marine & Energy episode of our Travel Talks webinar series.





What to look for in a Marine & Energy TMC Partner

TRUST

Unfortunately, during the pandemic, service levels dropped from many TMCs, due to lack of staff as a result of furlough. As a result, many Logistics Managers lost trust in their corporate travel company. Be sure to find a TMC you trust, based on their experience, credibility, heritage and proposed service levels.

CONTENT

Due to the challenging and complicated travel routes demanded by the Marine and Energy industries, it's important that your TMC has the very best content to offer, including fully flexible fares and from multiple sources. Avoid solutions which restrict your choice to limited sources, such as a single GDS. Instead, seek out a travel partner who can offer content from recognised travel retailing sites, such as Booking.com and Expedia, alongside direct airline, hotel and rail suppliers, traditional GDS, web rates, NDC and more.

OFFSHORE FARES

Always ensure your TMC offers content which includes exclusive offshore and marine travel fares. This will guarantee the most cost-effective solutions for your business.

FLEXIBILITY AND SPEED OF SERVICE

We understand that remaining flexible when looking after Crewing Managers is key. From last minute bookings to cancellations, your TMC must be adaptable, accurate and as efficient as possible.



EXPERIENCE

With such a unique and specialist sector as Marine & Energy, it is invaluable to work with Travel Consultants that have the right expertise and specialist knowledge in these industries. Look for a travel partner who understands your business as much as theirs.

TECHNOLOGY

Does the travel booking technology make the rotations and mobilisations more efficient? With the right systems and processes in place, the working life of a Crewing Logistics Manager can be massively improved, meaning greater efficiency and reduced pressure. However, although technology is super important, we recommend a combined solution of both high touch and high tech, blending an online and traditional offline travel consultant service.

SUSTAINABILITY

A must-have for TMCs is the ability to help clients achieve their own sustainability goals. The ability to not only report effectively on the CO2 emissions of their travel programme, but to offer insightful guidance and policy management based on detailed analysis of that data is key to your corporate travel programme.

To learn more about how to reduce the pressure of Crewing Logistics Management from a travel perspective, watch our special Marine Travel Talks webinar episode. Bruce Ratcliff, Gray Dawes' VP of Marine & Energy who boasts over two decades of experience in the Marine and Energy sectors, is joined by Lisa Titmas, our Marine Travel Team Supervisor, as they explore the very real benefits of working with a corporate travel partner to help manage the complex challenges of crewing logistics.

www.gdg.travel/talks

And for more information about the Gray Dawes solution for Marine and Energy travel management, please visit: www.gdg.travel/marine

Safe travels!



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TO LEARN MORE ABOUT MARINE & ENERGY TRAVEL MANAGEMENT...

CHECK OUT OUR ON-DEMAND WEBINAR

[CLICK HERE](#) to watch now

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