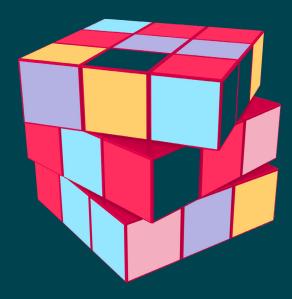
# **Customer Story**

# A blend of tech and people for IMC

Even after researching the market, IMC realised that our reliable, positive attitude was still exactly what they needed.





"There are a 1,000,000,000 reasons why I would recommend Corporate Traveller to formulate your corporate travel management programme but not 1 reason why they shouldn't."

> Shane Moore, Director of Security and Duty of Care (a) IMC

## Background

- Key destinations include Uganda, Zimbabwe and Sierra Leone.
- Shane joins, knows us but begins research into other TMCs.

### Situation

- On the hunt for a perfect blend of people and tech.
- Also need to be sensitive with travel data to control expenditure and negotiating power.

#### **Solution**

- Selects us based on processes, policies, protocols and, more importantly, people.
- Shane is impressed by our ongoing commitment and goals for "new age" of travel.

#### **Success**

- Shane loves mix of "personal and professional" approaches with people and online.
- "They ensure IMC have the platinum conceptual model for travel."

