

LOWER COST SECURE PAYMENTS.

Traditional payment methods are outdated, costing the industry valuable time and money, and leaving travel companies exposed to fraud and supplier default.

Discover how Club Travel have used eNett Virtual Account Numbers to reduce both the impact of payments processing on their cost of sale, and their exposure to card fraud.

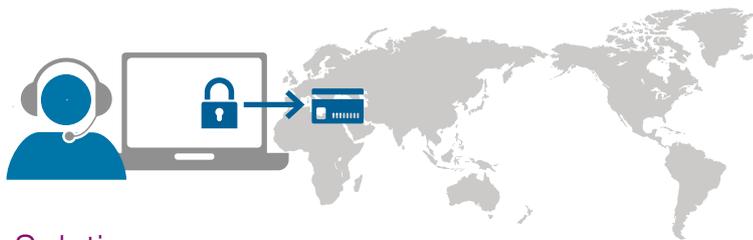


Club Travel is a leading South African travel agent and consolidator. Its services cover different types of travel services including corporate and business travel, online, leisure, conferences, incentives and events. Club Travel offers customers the unique combination of best price, best service and long-term relationships

The Challenge

Club Travel used a combination of card and Electronic Funds Transfer (EFT) to make supplier payments. EFT cost the company 350 rand per transfer, and was a slow process, with payments difficult to track and reconcile. Added to this were booking and transfer fees which were increasing the cost of sale. Credit card payments left the company vulnerable to fraud, and required time consuming manual entry and reconciliation.

Club Travel needed a solution which would enable it to lower the cost of supplier payments, as well as giving them the transparency and control needed to better manage and streamline the payments process.



The Solution

Club Travel turned to eNett International, a leading provider of dedicated B2B travel payment solutions, to use its innovative Virtual Account Numbers (VANs). A VAN is a unique 16-digit MasterCard number generated for each individual payment – providing a low cost and secure alternative to physical card and funds transfer.

VANs were integrated into Club Travel's back office system via eNett's API, allowing Club Travel to make VAN payments within its travel booking systems including Travelport, Sabre and Amadeus GDSs as well as through the eNett Payments Platform for other supplier payments.

eNett's business model means credit losses and traditional collection, fraud or financial carrying costs don't apply. Lower operating costs translate into cost savings and rebates¹ to eNett's customers.

“ With ever increasing fees and transaction costs we wanted to get more value out of our supplier payments. Switching to VANs instantly gave us more security, efficiency, and transparency in our payments. The efficiency savings by themselves make it the most cost effective method of payment for us. Unlike loyalty schemes that give rewards dependent on meeting certain rules and criteria, the benefits and rebates available through VANs are guaranteed. ”

Collin Austen

Executive Account Manager
Club Travel

Results

Through the integration with the workflow, Club Travel staff can simply enter a VAN command to return the card number, expiry and CVV details to the Passenger Number Record (PNR). This streamlines the process and eliminates the time wasted processing payments manually. Automated reconciliation also provides significant efficiency gains, and returns more data for greater transparency on each transaction.

By taking advantage of local funding and settlement in ZAR, Club Travel is able to pay different types of local suppliers using VANs, as well as being connected to any travel supplier on the MasterCard online network.

eNett does not charge transaction fees for using VANs, and a rebate is given on every transaction¹. Through the combination of increased efficiency, rebate and better visibility of transactions, the costs of payments has been reduced significantly.

 If you would like more information on how VANs can help your business visit:
www.enett.com

1. Terms and conditions apply.

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