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NEWS & ANALYSIS

Melbourne traveltech startup Locomote announces strategic partnership with Allianz Global Assistance

LIZ LEIGH- JANUARY 13, 2016   2 MIN READ

Australian travel and expense platform **Locomote** has announced a new strategic partnership with Allianz Global Assistance, which will see Locomote's platform integrated with Allianz travel insurance services to provide corporate travellers with protection while on the road.

The partnership will also see Locomote customers be given access to Allianz's tailored travel insurance services and ancillary products when managing their business travel on the online platform.

Brad Smith, Chief Sales Officer of Allianz Global Assistance, said the travel insurance assistance company is aware of the importance of helping organisations ensure their employees have reliable protection when travelling.

"We are confident of the value that Locomote brings to companies and the way its solution enhances the efficiency of company travel management. Partnering with Locomote is a great opportunity to leverage our competitive edge, offer competitive premiums, and add a differentiating factor to our products," he said.

Launched in 2014, Melbourne-based startup Locomote has become a global travel company for corporates including ANZ, Allen & Overy, Medibank, World Vision and more. Their online platform enables companies to discuss, request and book travel from any device wherever they may be around the world. Locomote makes corporate travel personal and provides users with a wide range of apps and approval options to customise work flows and streamline end-to-end travel processes.

The traveltech startup manages the corporate travel of over 200,000 employees with tools and services that organise every aspect of travel from requests and authorisations, bookings, budget, duty of care and expenses. Their product allows businesses to save up to 35 percent on trips.

Philip Weinman, Vice Chairman of Locomote, said that the partnership with Allianz Global Assistance came off the back of a mutual interest in keeping corporate travellers protected wherever they are.

"The business travel industry continues to grow at an incredibly fast pace and, without a doubt, the most important thing is to make sure travellers are covered for any emergency. As an Australian company that has expanded internationally, we needed a partner which understood the local market and had the means to offer global protection," he said.

He added that Locomote sees the partnership with Allianz Global Assistance as another strategic move that will give them "the opportunity to strengthen Locomote's duty of care and procurement features with a highly-recognised insurance company."

Locomote finished last year with a bang, with travel commerce platform Travelport acquiring a 55 percent share in the startup valued between $50 million to $100 million.

Travelport has a market capitalisation of $US1.65 billion and runs the booking system for companies like Flight Centre and Webjet. The company is active in 170 companies around the world with a network of over 8,000 local travel professionals, offering a wide range of business and consumer services from distribution technology and travel packaging to retail sales and solutions. Travelport chief executive Gordon Wilson told the Australian Financial Review last year that they will be introducing the Locomote platform to a range of global partners, giving them an entry point into businesses that they otherwise wouldn't have had.

2016 is also looking to be a big year for Aussie traveltech startups. Today's news follows the announcement from Sydney startup Booking Boss last week of a partnership with global travel giant Expedia.

Image: Philip Weinman. Source: Supplied