

# Australia's fastest-growing company declares war on corporate travel agents

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**Plan B**, Australia's fastest-growing company is growing at such a rapid rate it is putting pressure on its more established competitors.

Established by two Melbourne businessmen outraged at the costs involved with booking corporate travel, Plan B has been so successful it was named Australia's fastest growing company by leading Australian business website [SmartCompany](#).

Since its inception in 2010, at the height of the global financial crisis, **Plan B** has experienced rapid growth, going from a turnover of \$1 million in its first year to more than \$28 million in the past year alone. The company is on target to turn over in excess of \$100 million in the current financial year.

Plan B was founded by high-profile Melbourne entrepreneur [Philip Weinman](#) and Dr Clive Sher, a former medical doctor and now consultant to businesses in OH&S, as they were looking to beat the frustrations they were experiencing with corporate travel agents.

"Having done so much corporate travel ourselves, we were unhappy about how reliant we were on a third party every time we wanted to make a booking. We tried to leave our travel agent, but it was difficult because they owned our profiles, data and history. What was our Plan B? We didn't have one so we started our own company," said Weinman.

"The key difference between Plan B and other corporate travel agencies is that we have built our own in-house software which allows businesses to own their travel profiles rather than having them controlled by the travel agent."

[Locomote travel management platform](#) is the unique software behind Plan B's success. It gives power back to corporates and enables employees to take control of their own travel plans and book their own travel.

"Our software provides employees with a clean and simple user experience so they don't need to engage a travel agent. As a service provider, we see our role as simplifying processes, so we have reduced the reliance of the travel agent which has dramatically cut costs.

Plan B is a fully accredited travel provider which has brought in key advisors it calls "travel geniuses" to offer assistance to clients when last minute or executive travel needs to be booked.

"Reducing travel costs, providing an improved travel service and maximising business efficiency for all involved is what we're all about - and Plan B has allowed us to fulfill these goals.

"We don't intend to stop now that we're the country's fastest-growing company. We have already started to offer Plan B internationally and we are servicing several global accounts," said Weinman.

Plan B's head office is in Melbourne and it has offices across Australia.

**For further information or an interview with Philip Weinman:** Fiona Fernandes, Cambridge Public Relations: 9645 0059 / 0468 437 566

## Background Information

### Philip Weinman

Driven by passion and an eye for business opportunity, Philip Weinman has turned his self-made business model into a proven success. His entrepreneurial prowess has seen him repeatedly in business growth and development.

In 1983, Philip founded HiSoft, a software/hardware solutions business that quickly became one of Australia's fastest growing companies, employing 400 people in five countries. Within just three years, HiSoft grew to become Australia's largest privately owned computer company with a 35 per cent market share and turnover in excess of \$300 million. In 1995, Philip founded CTS Travel and Events. Within three years, CTS merged with ITG and listed on the ASX with a turnover in excess of \$450 million. Philip has since built and sold a further five companies.

As Chairman of Deasil Management Group, Philip has strategically invested in a number of operational businesses and publically listed companies.

### Clive Sher

Dr.Clive Sher is a medical doctor and in recent times a senior corporate executive with a vast and successful career in healthcare and commercial industries. He is a strategic-thought leader with broad exposure in Australia and Asia. Clive demonstrates a keen perception for entrepreneurial opportunities and has built and sold a variety of medical, healthcare, Occupational Health and Safety, Workcover and optometry businesses over the past 25 years.

He has held executive, director and advisory positions with large national and international corporations, including Pacific Dunlop, Pacific Brands, Lawrence and Hanson, ACI Blowpak, Kays Optical, P&R Meats, SRS Meats, Norfolk Meats, Adidas, BOC Gases, OccCorp, Medibank Health Services, Loscam, MedHealth, Goal Management, Plan B Travel and Locomote.

## Contact Profile

### Plan B

Plan B has brought together the best minds from the travel industry, small to medium enterprises and large corporates to design a travel technology that gives organisations improved corporate travel management and, in turn, access to better deals and savings.

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## Keywords

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