

## PRESS RELEASE

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### TRAVEL MANAGEMENT COMPANY SELECTS AGRESSO TO GROW BUSINESS

Austin Travel Cites Elimination of Manual Processes and Improved Efficiency as Key Factors in Back-Office ERP Selection

**VICTORIA, B.C. (Nov. 20, 2008)** – Agresso ([www.agresso.com/USA](http://www.agresso.com/USA)), the ERP market's definition of agility, announced that Austin Travel, one of America's most respected corporate travel management companies, has selected *Sabre CentralCommand* with Agresso as their Back-Office ERP solution. Austin Travel completed an exhaustive review process, eventually selecting *Sabre CentralCommand* with Agresso over major competitors because of its post-implementation agility and ability to keep pace with the rapid changes in the travel industry.

*Sabre CentralCommand* with Agresso is a jointly developed product combining Sabre's sophisticated travel industry back-office tools with Agresso's fully-integrated ERP solution, the only ERP solution specifically created for the travel industry.

For Austin Travel, the decision to implement *Sabre CentralCommand* with Agresso was based on a sound analysis of the return on investment. "The numbers told the story," relates Stewart Austin, Senior Vice President of Information Technology at Austin Travel. "We conservatively anticipated an 8% improvement in overall efficiency, a 50% reduction in the costs associated with reporting, and the elimination of almost \$30K in annual IT maintenance fees." And the savings were only part of the story. "By eliminating manual processes, we will be able to grow our business and take on more customers without increasing the size of our staff," noted Austin.

"*Sabre CentralCommand* with Agresso provides a unique competitive edge for travel companies responding to rapid business change," says Shelley Zapp, President of Agresso North America. For many travel companies, manual error correction can consume up to 30% of staff time, report generation can take weeks and commission collection needs to be outsourced. "*Sabre CentralCommand* with Agresso eliminates these challenges, allowing agencies to handle more business, more efficiently," notes Zapp.

#### About Austin Travel

Austin Travel, founded in 1955 by Larry Austin, is a respected corporate travel management company with the experience and buying power to offer customers the best fares and personal service from skilled travel experts as well as the latest technology to provide superior back-office support services. Their business divisions include corporate travel, vacation travel, a cruise center, and meeting services.



### **About Agresso**

Agresso ([www.agresso.com/usa](http://www.agresso.com/usa)) is a \$480 million enterprise resource planning (ERP) company; over 2,750 companies and organizations in 100 countries deploy Agresso's solutions for both operational support and strategic management. Agresso offers a uniquely integrated architecture designed specifically for Businesses Living IN Change (BLINC)<sup>™</sup>. Agresso allows an unlimited amount of ongoing, post-implementation changes without the typical external IT costs and intervention that nets billions of dollars in revenue to the market leaders.

### **About Sabre Travel Network**

Sabre Travel Network, a Sabre Holdings company, provides the most comprehensive travel procurement solutions for corporate travel and end-to-end solutions for leisure travel. The Sabre GDS is the foundation for these solutions, providing a ready-built efficient marketplace that connects travel suppliers, including hundreds of airlines and thousands of hotels, with more than 55,000 travel agency locations. Currently, Sabre collectively handles over 70 percent of the BTN 100 bookings.



**Agresso is the ERP Market's *Definition of Agility*<sup>™</sup>**

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