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Evolvi leads the Online Business Rail Revolution

Evolvi Rail Systems, the leading online business rail booking and ticketing specialist, has unveiled a record 47% increase in revenue for 2008.

The company, which partners with eight of the top 10 corporate travel management companies (TMCs) in the UK, announced at the Travel Technology Show that it had grown its rail business from £150m to £220m over the last year on the back of major contract gains and renewals.

Among the latest successes was the selection by the Home Office of Evolvi self-booking rail reservation and ticketing functionality as part of a three-way partnership with Carlson Wagonlit Travel and distribution specialists Amadeus. The company also recently won the contract renewal for Cooperative Travel Management.

'As corporate rail travel grows, so does the need for businesses to use the expertise available through TMCs to ensure that rail travel is managed efficiently and delivered in the most cost-effective way possible,' says Evolvi Rail Systems' *Managing Director Ken Cameron*.

'Our online system adds value in these areas – and in many more – helping businesses to set parameters for rail travel, to control costs and yet to benefit from greater flexibility in terms of booking and ticket fulfilment.'

Evolvi Rail Systems, founded three years ago, employs 35 people in delivering its comprehensive online business rail booking and ticketing system to the TMC community. From the outset, Evolvi focused on ease of operation and flexibility and today it lists virtually all the major TMCs as customers, together with hundreds of smaller travel operators.

Increasingly, TMCs look to Evolvi to drive self-booking systems on the desktops of their corporate customers – indeed there are now almost 1,000 Evolvi ticket printers sited in the workplace as this flexible approach to ticket fulfilment gathers pace.

continued on page 2



‘The Home Office contract is a good indicator of the way the corporate market is moving,’ says Ken Cameron. ‘Businesses want flexibility but they also want to ensure compliance with travel policy, manage costs effectively and tap into a ticketing system that’s instantly available 24 hours a day, all year round.’

A self booking system linked to a TMC not only delivers on these objectives for business buyers but also provides access to real time information that enables travel cost comparisons to be made with other modes of transport, rules to be applied governing rail travel and instant information to be made available about the associated carbon footprint.

Evolvi Rail Systems’ partnership with its TMC customers is underpinned by a growing relationship with train operating companies, who see ticket fulfilment away from railway stations as a significant and cost effective means of extending retail activities.

‘Hand in hand with support for TMCs is a need to work closely with TOCs to ensure that we are at the forefront of technologies, such as paper ticketing, mobile phone ticketing and smart cards that in due course will add value to corporate travellers,’ says Ken Cameron.

‘The market in corporate rail travel continues to expand – our focus over the coming years is to ride this growth curve by strengthening existing relationships, supporting TMCs as they broaden their reach into the corporate sector and ensuring that our technology pathway anticipates the major ticketing trends to come.’

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