



## PRESS RELEASE

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### **Lufthansa Group airlines and TripActions shape the future of corporate travel**

- **New innovative and market-leading solution targeting small- and medium-sized enterprises to enhance their corporate travel experience**
- **Increased reach of most attractive Lufthansa Group offers and added customer value via TripActions' industry leading technology**

The Lufthansa Group, one of the world's leading airline groups and industry pioneer in the area of New Distribution Capability (NDC), and TripActions, the only all-in-one travel, corporate card, and expense solution, today announced an enhanced strategic partnership to shape the future of corporate travel. Jointly, a customer-driven solution has been developed that allows small- and medium-sized enterprises to enjoy all the benefits they experience from the airlines of the Lufthansa Group, covering the carriers Austrian Airlines, Brussels Airlines, Eurowings, Lufthansa and SWISS via the tech forward user experience of the TripActions travel platform.

While the key focus is to put the customer in control of every part of the corporate travel experience, the solution matches the rich corporate offers and programs of the Lufthansa Group airlines with the innovative and user-first intuitive solutions of TripActions to relieve the multiple pain points of corporate travel.

"Lufthansa Group is firmly committed to delivering superior customer experiences along the entire travel journey, also for our small- and medium-sized corporate customers", says Tamur Goudarzi Pour, Senior Vice President Channel Management at Lufthansa Group Network Airlines and Chief Commercial Officer SWISS. "Jointly with our strategic partner TripActions, we take a big jump towards cutting edge digital airline corporate retailing all the way from intuitive corporate trip planning to speedy servicing. With this industry leading concept, I am very excited to grow our successful partnership with TripActions in the interests of our Corporate Partners."

Customers will be able to book work trips using an industry-leading solution, enabling a new level of travel management that includes policy and profile management, duty of care, sustainability solutions, real-time reporting, 24/7 customer support, and centralized billing. The partnership will enable corporate members of Lufthansa Group PartnerPlusBenefit program to earn and redeem PartnerPlusBenefit points directly through the booking tool, with enhanced functionalities being launched at regular intervals.

As a first step, the solution will be launched in Lufthansa Group airlines' home markets in early 2022. Following this and over the course of the year, both teams will work together to add enhancements to the solution, including additional redemption benefits, corporate products, and multiple languages, as well as expansion into new markets.

"Thanks to the partnership with TripActions, we are pleased to now also provide a solution to our valued corporate customers who have previously booked via our airline websites and have long had the desire for a suitable solution and associated enhanced functionalities," says Stefan Kreuzpaintner, Senior Vice President Sales for Lufthansa Group Network Airlines and Chief Commercial Officer of Lufthansa Airline. "This unique offering expands the available TMC offers in the market for corporates, adding to the current solutions offered by our other TMC partners."

"Providing an amazing user experience through industry leading technology has always been TripActions' top priority," says TripActions Chief Travel Officer, Danny Finkel. "We're excited to further our partnership with Lufthansa Group with this industry-first joint booking platform that will provide deeper technical integrations and the unique ability to offer integrated loyalty. It's the best of both worlds, marrying Lufthansa Group passenger experience with TripActions' user-first experience."

## About TripActions

TripActions is the only modern, all-in-one travel, corporate card and expense management solution, providing 5000+ customers around the globe unprecedented visibility and control over spend. Trusted by travel managers and finance teams alike, TripActions and TripActions Liquid leverage real-time data to help companies keep traveling employees safe, reduce spend, and drive productivity. Learn more at [www.tripactions.com](http://www.tripactions.com).

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