



Membership Program

Global Network
of **T**ransportation
Management
Companies



About Global Passenger Network - GPN



Vision

A Network representing the motorcoach industry globally and promoting it as a viable and ecological alternative to private car use through its high standards.



Mission

Providing Transportation Services in every country we are represented through our carefully selected Members that share the same core values.

Global Passenger Network (GPN) is the **ONLY** Global Network of **Transportation Management Companies (TMC)** from around the world.

Our network is comprised of leading Transportation Management Companies in each country that represent GPN in their respective country.

GPN Core Values

QUALITY

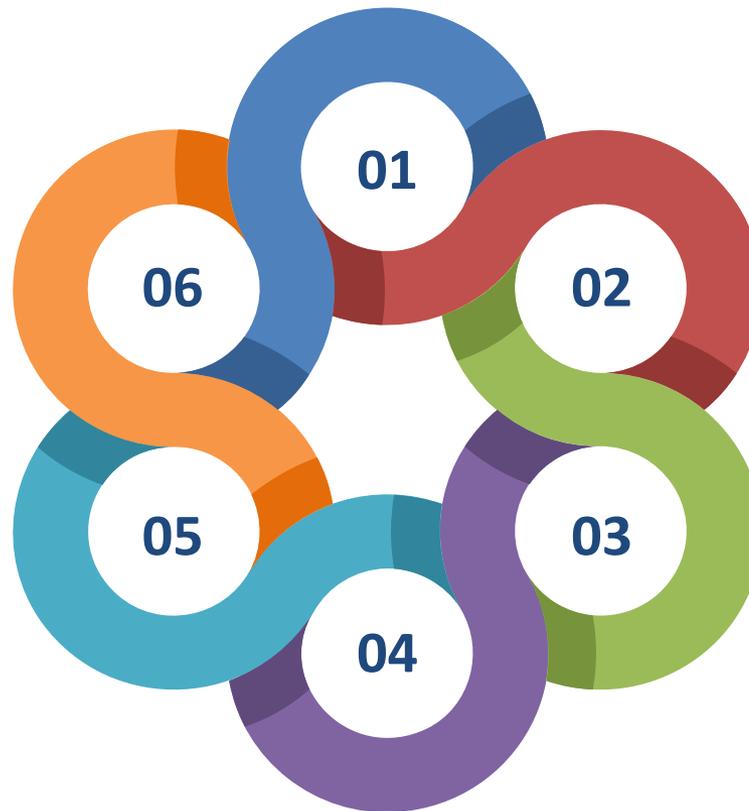
We focus on providing high-quality transportation services and exceed clients' expectations.

SAFETY

Safety is our top priority and we ensure it through technology with which vehicles are equipped, driver's training & regular technical maintenance.

RELIABILITY

Replying promptly in a professional manner and ensuring transportation services requested are provided is what we do.



WORKING AS A TEAM

Although we our Members are all independent companies, we have built a network culture that enables us to act as one.

FRIENDLY TO ENVIRONMENT

Our vehicles are environmental - friendly and fully meet the regulations in order to meet standards.

PERSONALIZED SERVICE

Adjusting to changes, handling last minute alterations and the extensive know-how of the destination and business enables us to overcome any challenge that may arise providing customized, personalized services.



GPN History

*A group of elite coach operators saw the **need for globalizing** their high standard services and **envisioned creating a network** of fellow coach operators outside their borders.*

GPN is created

GPN ADDS MEMBERS

Total number of members
23 each from a different
country

2006

FOUNDING OF GPN

Founding members of GPN:
Canada, Czech Republic,
Germany, Ireland, Italy,
the Netherlands, Spain,
the U.K., and the USA

2009

GPN ADDS PARTNERS

GPN's first Partner becomes
a part of this growing
organization and a website
is created to receive
requests for Members.

2011

GPN GROWS

Total number of Members : 30
Total number of Partners: 7
Requests received: 2.827

2013

GPN TODAY

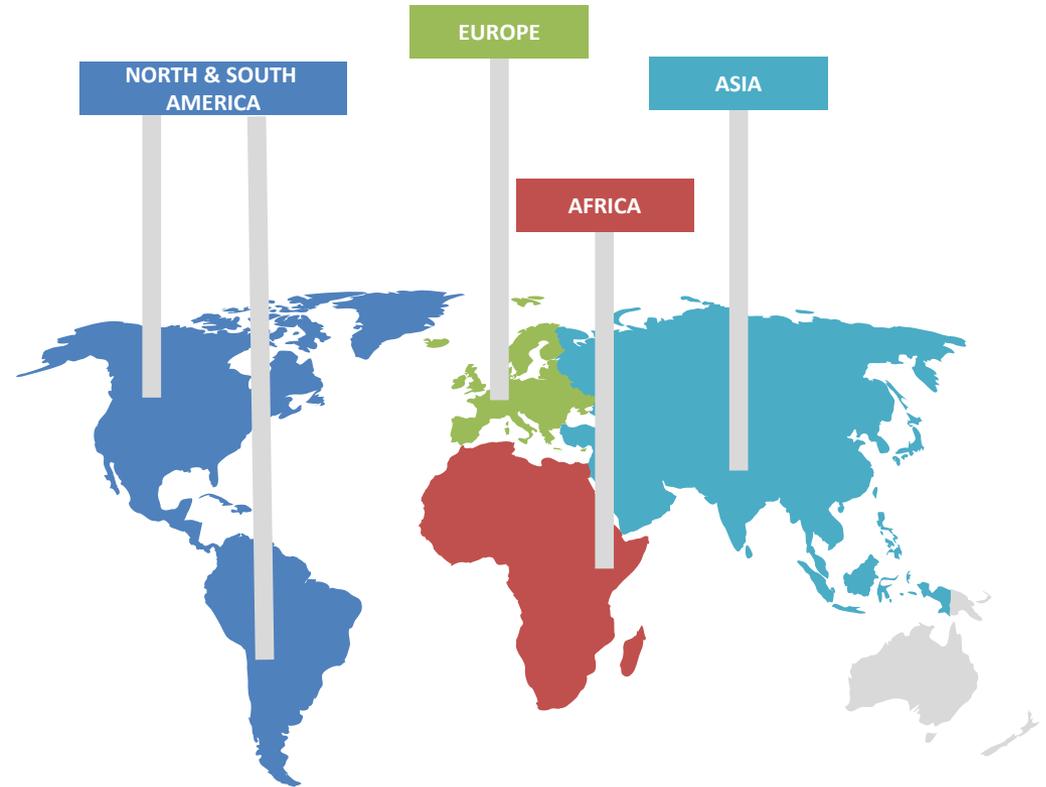
Today GPN has a total of 41
Members from Europe,
North America, South
America, Asia & Africa as
well as 20 Partners

2020



GPN Global Presence

Argentina – SGM	Mexico – Viamex
Canada – IMG Coaches	Uruguay – Inver Transporte
Chile – ASB	USA – IMG Coaches
Morocco – GM2 Tours	
Austria – Blaguss	Latvia – TT Transcom
Belgium – Staf Cars	Lithuania – Ollex
Bulgaria – Kaleia Travel	Luxembourg - Voyages Emile Weber
Croatia – Olivari	Malta – Zarb Coaches
Czech – Umbrella Holidays	Netherlands – Oostenrijk Touringcars
Denmark – Vikingbus	Norway – Unibuss Tur
Estonia – Hansabuss	Poland – TPO Pastuszak
Finland – Reissu Ruoti	Portugal – Frota Azul
France – Saybus	Romania – Alis Grup
Germany – Eberhardt Reisen	Slovakia – Blaguss
Greece – Amphitron Group	Slovenia – Faniani Skupina
Hungary -Global Travel Hungary	Spain – CarTour
Iceland – Reykjavik Excursions	Switzerland – Ernst Marti
Ireland – El Travel	Sweden – Bjorks Buss
Italy – Linea Azzurra	UK – Coach Marque
India – Prasanna Purple	Russia – Tari Tour Russia
Turkey – Idee Travel	Vietnam – Hai Van



Booking Process

REQUEST RECEIVED

GPN receives transportation request from client for anywhere in the world

REQUEST FORWARDED

The request is forwarded to Member

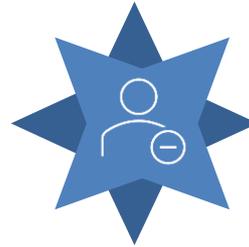


SATISFIED CLIENT

Satisfied client sends new request to GPN for same or different destination

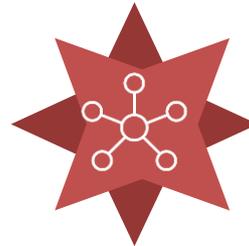
QUOTATION

Member makes quotation directly to client and provides services



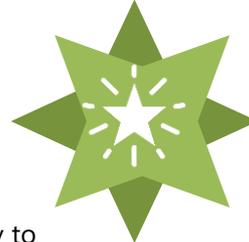
GPN IS NOT A BROKER

GPN is not an intermediate between the client and Transportation Company. It attracts transportation requests for anywhere in the world and forwards to respective member



GPN IS THE NETWORK

GPN is the NETWORK – GPN is the connection between client and transportation company with the role to coordinate all the organization's activities to promote its Members' goals and interests.



LEADING TRANSPORTATION COMPANIES

GPN ensures that the Members are leading transportation companies in their country in terms of quality & safety

About our GPN Members

All Members share GPN's core values and ...



...EXTENSIVE EXPERIENCE

They all have extensive experience in the transportation industry and provide their support to other members of their network when required



...ARE COMMITTED TO...

...providing high quality services with safety being top priority, meet regulations set by respective country, maintain a full-service facility to act maintenance services for the vehicles, carefully select their drivers that are constantly trained.



... MAINTAIN PRIVATELY-OWNED FLEET OF VEHICLES

Maintain a privately-owned fleet of quality, modern vehicles enabling them to cover transportation needs in the entire country they are located in.



... HAVE COMPETITIVE PRICING

Have competitive pricing due to negotiating power gained from their own company but also through GPN Partnerships



... PROVIDE PROMPT RESPONSES

Are committed to prompt responses (within 24 hours).



... PROVIDE OTHER SERVICES

Also provide a range of other travel and tourism services in their country.

GPN in Figures

41

**MEMBERS ELITE COACH
OPERATORS FROM
DIFFERENT COUNTRIES**

>5.000

**SALES LEAD ANNUALLY
FROM GPN**

20

**PARTNERS – ESTEEMED
COACH SUPPLIER COMPANIES**

2

**ANNUAL GENERAL MEETINGS
FOR NETWORKING**

>10.000

**ACTIVE ACCOUNTS ON
CRM SYSTEM**

∞

**BENEFITS, OPPORTUNITIES,
CONNECTIONS...**



GPN Membership Benefits





Increased Sales Leads and Opportunities

GPN Existing clientele with over 10.000 active accounts

Utilization of CRM extensive database

Sharing Clients between Members



Sales leads of over 5.000 annually from GPN channels and other Members

- Leads are handled directly
- No intermediary involved
 - No commissions paid
 - Increasing profit margin

Cross-selling between Members

Differentiation within local market by being part of a Global Network

Marketing & PR Activities on an international level

SINGLE & CONSISTENT BRAND of quality, operational excellence and customer service

-  Strong web presence via GPN website
-  Extensive digital marketing (SEO, Social media, etc)
-  Sales & marketing campaigns
-  Press releases and media exposure on local, national and international levels
-  International advertising



International Trade Shows Membership at Organizations

Exhibiting at international trade shows with GPN Stand



- **World Travel Market – London**
- GPN has had a stand at WTM for the past **12 years in International Hub** representing all of its members



- **IBTM in Barcelona** – GPN has been attending with stand for the past 2 years targeting MICE industry
- **IBTM in South America** – New co-operation for targeting the North, Central and South America countries



- **Busworld**
- GPN has been co-operating with Busworld since 2017 through which GPN gains brand awareness along with its members.

Member of reputable organizations where Members can enjoy benefits



- **ETOA-European Tour Operator Association**
- GPN has been a member of ETOA for the past ___ **years** providing its members all the benefits of being an ETOA member (i.e. webinars, privileged fees, participation at ETOA events and many more)



- **RDA Group Travel Expo**
- Leading International trade fair for coach & group tourism. Annual B2B fair

Connections around the globe & Sharing knowledge & best practices

- Direct contact and communication with international colleagues
- Interaction between member sales teams to promote products and services
- The formation of coalitions when dealing with regional and national governmental policies



- Interactions between members to share experiences
- Private channels of communication for Members only
- News shared among Members from around the world

Unique Benefit and Requirement for Members

Members are expected to provide assistance to each other in case of:



Driver issues



Accidents



Mechanical failure



Tour group assistance





Partnership Program

- GPN has a very strong Partnership Program in place
- Partners are esteemed coach supplier companies
- These Partners participate in General Meetings, learn from our Members about their needs with the goal of adapting to these needs
- Strong relationships are built between GPN Partners & Members
- Through these relationships GPN Members are able to:
 - minimize their costs
 - increase their profit margin



GPN Partners



DAIMLER



General Assembly Meetings

Participation at General Assembly Meetings is both a Benefit and Requirement for Members.

Meetings take place twice a year :

- Spring Meeting in March
- Autumn Meeting in November

Duration of each meeting is 2 days

It is expected that a representative from each country attends at each meeting

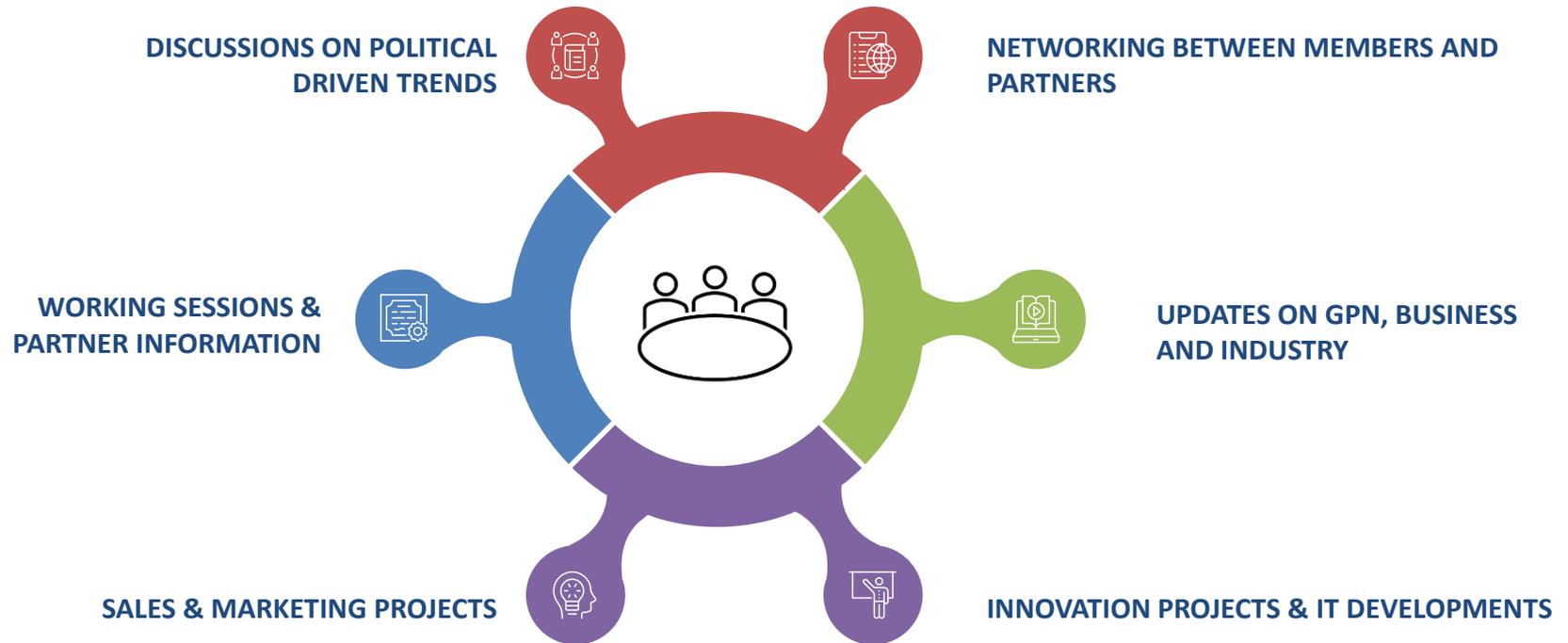


The meetings are the “glue” holding the “comradeship” of the members on-going and developing further business contacts and friendships

General Assembly Meetings

(cont'd)

The objective of the General Meetings is to bring all the members and partners together for



Most importantly **socializing** during breaks and events.



Member Requirements

Our core business is to **connect** Transportation Requirements with High Quality Transportation Providers that have been carefully selected as Member of GPN.

Our selection of Members is based on meeting following **minimum standards**:

5 years of experience as Transportation Management Company

Privately-own fleet of coaches:

- Members are required to maintain a privately-owned fleet of coaches
- Fleet must be of high quality and modern
- Comprised of an adequate number of vehicles to operate within its country

Maintain and follow safety procedures:

- Safe transportation must be nr 1 priority
- Have an insurance policy – minimum as set by country regulations
- Have a preventive maintenance program
- Maintain a full-service maintenance facility

Provide high quality services:

- Provide high quality transportation services
- Services to be personalized and customized to exceed clients' expectations
- Monitoring of client satisfaction through feedback (i.e. surveys)
- Quotations provided within 24-hours of receipt of request

Drivers:

- Must be carefully selected
- Be trained on a regular basis in terms of safe transportation, procedures and customer service
- Regular drug testing programs



Testimonials

Fabio Figus, CEO



GPN Italy

“GPN sets Linea Azzurra apart. Being a member of GPN has brought us numerous benefits over the years, from the ease of being able to arrange transport for our clients abroad hassle-free and knowing that they are well taken care of to the trust amongst members, which allows us to openly discuss the challenges and opportunities we may face. I myself have greatly benefited from this openness and it has helped me take chances I might not otherwise have felt comfortable taking. When engaging with clients, both new and current, we always emphasise our membership of GPN as it distinguishes us from our competition. GPN has strict admission criteria and as such, I consider it a stamp of approval to have been selected as the Italian member. With us, and GPN, our clients can rest assured that quality and safety are of the highest priority.”

Agnieszka Pastuszek,
CEO



GPN Poland

“We joined GPN at its second General Meeting in November 2006 and I’m so pleased we did! GPN is a fantastic solution for our customers as we can arrange high quality, reliable transportation service in many places around the world. The membership has introduced new clients and opportunities to us that we might not have had otherwise. The two annual meetings with our members and partners build unique relationships among us. After each meeting, I always return home with new ideas and initiatives I want to implement.”



Testimonials

Alexandre Delvallez,
General Manager



GPN France

“To me, GPN means "collective innovation;" we come together to share our experiences and to use our past to build our future. By thinking about the future of our market collectively, we can pool our skills and ideas and create new models and new opportunities, and thus keep our business going for as long as possible. GPN also provides us with a unique insight into what goes on beyond the French borders. I particularly value the bi-annual general meetings where we come together to learn from one another. It creates a very strong relationship between each member because it pushes us to keep an open mind, which is very important in the tourism industry.”

Keith McDonnell,
Group Managing
Director



GPN Ireland

“Our membership of the GPN began a number of years with a meeting at WTM. I was very impressed with the professionalism and variety of membership in the organisation and the network that has increased to nearly every continent on the planet! It is a family of like-minded coach company owners who all believe in delivering the best quality service to our customers. I have learnt so much from the different people who I call friends now all over the world. From a business perspective we have got major new clients through the GPN and it symbolises a quality guarantee that I am proud to show to my clients”



Testimonials

Bjorn Skinnarland,
Sales Manager

UNIBUSS / TUR

GPN Norway

“As Norway’s representative in GPN since 2017, Unibuss Tur has taken part in many of the networks activities: increased sales and insight through the CRM system, participation in international fairs, annual sales meetings, regional meetings and much more. Our membership has given us greater access to the international market and most of all a forum to share know how.”

Mariella Galea,
Sales & Marketing



GPN Malta

GPN has made it possible for several companies from all over the world to get together in order to create a single Network where both the Transport Companies and the passengers benefit from this collaboration. Considering that Malta is the smallest GPN Country Member, we do not have as much exposure as other bigger transport companies in Europe and the world. Thanks to GPN, we have learned from the experiences that these members have. We have also benefited from exchanging strategies, policies and important contacts. Another important element is that we have also had the opportunity to meet and collaborate with several GPN Partners. Another important matter is that GPN has given us and other members the opportunity to attend several Fairs such as Busworld, WTM and IBTM. As a member of the GPN our company has had much more exposure worldwide.



Testimonials

Rene Dirkx, Head
Sales & Marketing



GPN Belgium

“As a Belgian GPN member, I am increasingly confronted with GPN's objective every day. Even during these difficult times, certain projects simply would not have been feasible because the cooperation between the GPN members is so efficient that even our customers are completely surprised with the great results and solutions during this strange period of uncertainty. Once again, GPN proves that the entire project and objective works "we are GPN”.”

Csaba Kertez,
Fleet Manager



GPN Hungary

“For me the best is so far that I had a chance to meet and listen to experienced bus company owners and managers. It has been a pleasure to listen many of them expressing their thoughts about various subjects and to realize how open-minded they are and to see how different points of views they have to approach the same problem. Also I am amazed how proactive minded they are, realizing the needs on the market and the possible forthcoming difficulties. Real honor. Despite I seem passive, it is a pleasure to listen and learn. Apart from that we had a chance to meet partners and some we already work with. Some are not selling what we need in our business, but still provide an intro to what others do and need to do that well.

Being a member gave us safety all around Europe. We know our fellow members are ready to assist in trouble and they did more times in a very helpful way. Thanks to them again. There is cooperation already with some fellow members and we hope we can extend. Sharing information related to local regulations is also something we enjoyed already.”

Membership Fees

Entrance Fee

€ 2.500,00 per country as a one-time fee

Marketing
Fee

€ 1.000,00 per country as a one-time fee

Annual Dues

€ 2.500,00 per country

Meet GPN Team



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<https://www.linkedin.com/company/globalpassengernetwork/>



<https://www.youtube.com/user/GPNFilm>