
Travel for organisations that *run their own transport.*

One booking, one record, one policy layer — across leased aircraft, chartered vessels, buses, guesthouses, and commercial carriers. UnityTrip is the travel platform for energy, resources, and field operations.

THE PROBLEM

The travel your systems *never see*.

Commercial travel platforms model one thing: fares bought from third parties. Field operations run on something else — seats your organisation already owns.

When a workforce moves on leased aircraft, chartered vessels, and company buses, the seat carries no fare. Nothing prices it, so nothing rations it — and because it posts no line item, it is invisible to finance until service fails. The cost of the asset is committed whether or not anyone boards.

~40%

Seat utilisation, unmanaged

The industry average for comparable small-fleet operations. Bookings are first-come, no-shows carry no cost, and freed seats fly empty.

Most

Of the logistics on spreadsheets

The bulk of rotational travel is judged too complex to automate, so it runs on manual coordination — and leaks budget quietly.

Two

Systems where one should be

Charter in one tool, commercial in another, stitched together by shared screens — with no single record of who travelled, where, and why.

The consequences compound: frustrated travellers, overworked coordinators, spend that bypasses budget approval, and no single answer to the duty-of-care question on the day it matters.

Those problems are not a staffing gap. They are a category of software — workforce aviation logistics — the layer between corporate-travel tools and airline systems that neither was built to fill.

Commercial travel platforms treat owned assets as out of scope; airline systems exist to sell an airline's own seats. Organisations that move a workforce on their own transport have been left to bridge the gap with spreadsheets, radio calls, and institutional memory. UnityTrip was built for exactly that gap.

One booking engine, one PNR, *one policy layer*.

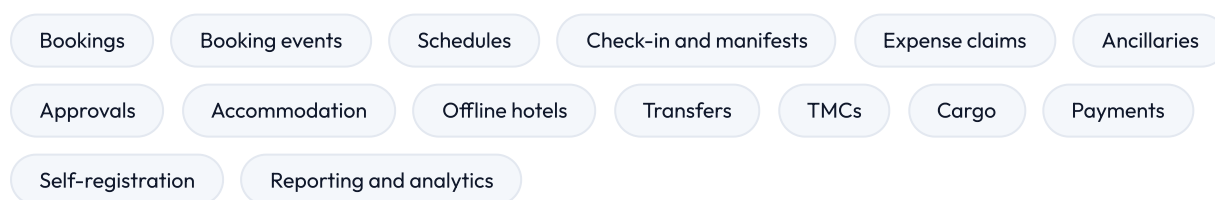
UnityTrip descends from airline reservation systems — built for allocating scarce seats, then extended across every mode your operation runs.

COMMERCIAL FLIGHT Home city → Regional hub GDS and NDC content, booked in the same flow	CHARTER LEG Regional hub → Company airstrip Leased aircraft, allocated by priority and quota	GROUND Airstrip → Site Bus or fleet vehicle on the same itinerary	ACCOMMODATION Guesthouse room Booked under the same policy as the seat
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The whole rotation is one journey: one booking, one passenger record, one cost centre, one audit trail. That single record is what makes policy enforceable and reporting truthful.

- ✓ **A white-labelled travel hub** — your organisation's front door, on any device, roles-based and secure.
- ✓ **Bring your own travel content** — your carrier deals, your charter operators, your supplier relationships stay yours.
- ✓ **Bookings, schedules, expense claims, and approvals** — unlimited, in one place, against one record.
- ✓ **Customisable modules** — configured to your operation rather than forced through a turnkey mould.
- ✓ **Camp and guesthouse accommodation** — managed in the same policy layer, because the bed is as contended as the seat.

MODULES INCLUDE



When a seat has no fare, *policy is the price.*

Money cannot ration demand for a seat that costs nothing on paper. The policy has to — deterministically, identically, every time, and explainably when the answer is no.

Priority matrix

Ranks passenger types and trip reasons, so scarce seats go to the journeys the operation needs most.

Penalty points

Scaled to departure proximity, with reason-aware exceptions — a last-minute no-show costs more than an early cancellation.

Go-show automation

A freed seat is refilled minutes before departure — converting a no-show into a completed trip instead of an empty seat.

Quotas and booking windows

Per-rule limits on who can book how much, how early — keeping early bookers from crowding out critical travel.

Displacement rules

When a flight is full and a higher-priority journey arrives, the engine resolves it by rule, not by argument.

Budget approval in the flow

Delegation of financial authority checked at the point of booking, so spend is governed before it happens, not reconciled after.

Frontier AI at build time. *Determinism at run time.*

Your written travel policy becomes an operational ontology — a structured, machine-readable model of entitlements, assets, and rules. Frontier AI amplifies the consultancy that designs and configures it; the engine that decides bookings stays deterministic, auditable, and explainable. No AI guesses at booking time.

What disciplined allocation *achieves*.

~40% →
90%+

Seat utilisation

From the unmanaged industry average to near-full aircraft — every recovered point is money already spent, and carbon already committed, put to work.

~50%

Fewer no-shows

Penalty points, reason-aware exceptions, and go-show automation change behaviour — and refill the seats that still free up.

~6 weeks

To onboard, not months

Tenant provisioning is infrastructure-as-code; onboarding is configuration, not a migration project.

One

Record for every journey

The bulk of logistics once considered too complex to automate, running as one policy-governed workflow — with an audit trail finance can trust.

The ~40% baseline is the published industry average for comparable small-fleet operations. Capability figures reflect what policy-governed allocation achieves in production deployments; definitions and levers are set out at unitytrip.com/leased-fleet-benchmarks.

Built for the *worst day*, not the demo.

Look-to-book surges correlate exactly with disruption. A cyclone closes a site, a roster blows up, and every affected worker searches at once — at precisely the moment the service must not degrade.

UnityTrip is event-sourced and natively distributed — Azure Container Apps over Cosmos DB, with work queued and streamed rather than contended in a single database. The platform is designed to absorb surges of 10 to 1000 times normal activity, because a booking system's worst load day is its client's worst operational day.

Per-identity observability

A single rogue automation inside a trusted network — a misconfigured script, or a misbehaving AI agent — can hammer a platform many times past baseline. Perimeter-only architectures must then block the whole customer or go down. UnityTrip isolates the offending identity in real time, down to the individual account, and absorbs the surge with autoscale headroom.

Isolated tenants by construction

Each client is an isolated tenant, provisioned automatically through infrastructure as code. A new client is configuration, not an implementation project — and your data never shares a boundary with anyone else's.

A self-correcting payment broker

Race conditions on the last seat are reversed silently, ending overbooking reconciliation. Different bookers can use different payment gateways — Stripe, Paystack, Interswitch — for resilience and reach.

Offline and low-connectivity markets

Booking flows built for the places field operations actually run — including markets where connectivity and card penetration cannot be assumed.

Security and fault-tolerance are properties of the architecture, not promises in a brochure: queued work degrades gracefully, state is replayable from the event stream, and every decision is attributable.

INTEGRATIONS

It plugs into *what you already run*.

The integration layer is event-sourced: connections follow a change-feed pattern rather than polling or tight coupling. Standard integrations are built once against industry specifications; tailored ones are personalised with each client.

ERP AND FINANCE

SAP

Bidirectional RFC integration — travel and spend data posted to SAP, master data received back. Personalised to your configuration, not forced through a turnkey connector.

TRAVEL CONTENT

Amadeus GDS / NDC and Thomalex

Full commercial flight content alongside your own fleet in one booking flow — competitive fares and modern NDC offers, one itinerary.

ACCOMMODATION

Elina PMS

Company guesthouses and camps managed in the same policy layer as transport — one priority scheme for the seat and the bed.

FLEET

Chevin FleetWave

Fleet management data connected to the journeys that consume the assets.

PAYMENTS

Stripe, Paystack, Interswitch

Gateway choice per booker, brokered and self-correcting — resilience for global and African operations alike.

ECOSYSTEMS

Corporate travel environments

The UnityTrip toolkit integrates with Amadeus Cytric and Amex GBT environments — connecting company-aircraft travel into the flows those ecosystems already run.

Procurement through your Microsoft agreement

UnityTrip is a transactable offer on the Microsoft Azure Marketplace. Purchase and billing run through your existing Azure subscription and Microsoft invoice — no separate procurement process and no new vendor onboarding required.

Consultancy *amplified by frontier AI.*

UnityTrip is a lean organisation by construction. Experienced consultancy, amplified by frontier AI, does the design and delivery work that legacy vendors staff with teams — which is why modules arrive in weeks rather than the months a large consultancy quotes.

- ✓ **Custom rules are the product, not an exception.** Expense flows that capture every reimbursement reason — including special payouts on multi-year cycles that no ready-made tool could model. When a requirement is genuinely yours, we build it for you.
- ✓ **Same-day responses** from the team that built the platform — no ticket queue between you and the people who can act.
- ✓ **White-glove onboarding** — direct collaboration with our team from kick-off through soft launch, measured in weeks.
- ✓ **No AI theatre.** AI accelerates the build; your booking decisions stay deterministic, auditable, and explainable.

Start with the *Travel Spend Diagnostic.*

A fixed-scope engagement that measures how much of your travel spend currently bypasses budget approval and delegation of financial authority — including the leased travel that appears nowhere because it carries no fare.

The findings are yours either way. If you proceed, the control-model design becomes platform configuration — onboarding is configuration, not a migration project. unitytrip.com/travel-spend-diagnostic

THE TEAM

Built by people who have *run this problem*.



Neil Middleton

CO-FOUNDER AND CEO · PRODUCT

Twenty-five years automating workflows for regional and corporate airlines — including building and exiting the previous generation of regional-airline operational software.

Behind-the-scenes knowledge of how the United Nations, enterprise oil and gas, and mining organisations actually move people: the rosters, the charters, the approvals, and the failure modes.

That experience is why UnityTrip treats allocation — not booking — as the hard problem, and why the platform is built for the day the schedule breaks.

FOUNDING TEAM

Benjamin Kappel

Co-founder — platform engineering and architecture.

Dr Cindy de Villiers

Co-founder — business development and investor relations.

Headquartered in Nelson, New Zealand. Delivering to enterprise clients in energy and resources worldwide.

The architecture was always the ceiling. Monolithic systems can be extended and re-skinned, but they cannot be reinvented. Every new customer becomes a migration project. Every demand surge becomes a risk event. UnityTrip is what we built once we were free to start from the event stream up.

Neil Middleton, on why UnityTrip exists

NEXT STEPS

See it *running*.

Qualified organisations with complex travel needs can start directly on the Azure Marketplace, or begin with the Travel Spend Diagnostic.

FREE TRIAL

Microsoft Azure Marketplace

Transactable — purchase and billing through your existing Azure subscription

WEBSITE

unitytrip.com

Platform, architecture, benchmarks, and the buyer's guide

DIAGNOSTIC

unitytrip.com/travel-spend-diagnostic

Measure the spend that bypasses your controls

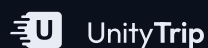
CONTACT

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Direct to the founding team — same-day response

LINKEDIN

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