



Funding Source:
Australian Agency for International Development (AusAID) – 43.1%,
Teamworkz- 56.9%

Program:
Enterprise Challenge Fund for the Pacific and South East Asia

Project name:
Online Development of Tourism Products

Project Location:
Lao PDR

Project Start Date:
1 January 2009

Project End Date:
31 December 2011

Total Grant Funds Approved:
A\$227,030

For more information please visit
www.enterprisechallengefund.org

Teamworkz Consulting

ABOUT THE COMPANY

Teamworkz is a Lao-owned business support company, whose services include providing an online booking platform for hotels, guesthouses and tour operators and they are currently working with over 100 partners country-wide. In operation for 4 years, Teamworkz has successfully developed and implemented online accommodation and tour sales websites in Vientiane, Luang Prabang and Vang Vieng and has recently launched seven destination sites across Thailand.

Teamworkz sought ECF assistance to expand their operations to include the provinces of Luang Namtha, Champasak and Xieng Khuane. Based on their extensive experience, Teamworkz recognized that the tourism potential of these spectacular provinces was constrained by the absence of online information and booking services.

ABOUT THE PROJECT

Teamworkz expects to revolutionise the online accommodation and tour industry in Lao PDR by improving online accessibility to international and regional markets. With the support of ECF funding, Teamworkz will develop websites for key tourist destinations in the selected provinces.

Each website will allow users to search information on local accommodation and tour operators, as well as general information about the region. It will also allow users to book and pay online. The service will help to make travel and sightseeing in these provinces, and Lao PDR in general, far more accessible, contributing to increased tourism, business and income generation in more remote areas.

PRO-POOR BENEFITS OF THE PROJECT

The anticipated benefits of this project include:

- hotel and guesthouses, tour operators, restaurants, shops and transport suppliers will benefit through an increased access to customers, a professional online image, their own website and ability to process online payments, which will result in increased sales and profits.
- 4000 indirect beneficiaries (individual suppliers/ microenterprises such as farmers, handicraft producers, tour guides) supplying goods and services to tourist outlets and business employees will have improved income and livelihood opportunities.
- flow on economic and general business development benefits to the target provinces as a result of the increased activity generated by an expanded tourism industry.

Currently, smaller scale accommodation and tour providers have very limited, if any, access to international travellers via the internet and online banking and payment is generally not possible. Teamworkz' system overcomes these impediments and the flow on benefits to the tourism industry and the general business environment will be substantial.

This project will also be a good model for others to replicate in remote areas where there is evident tourism potential.

THE ROLE OF ECF FUNDING

Because this project is focused on more remote provinces, commercial finance for the project was not possible. The investment involved in establishing the services in these provinces is considerable and without the support of the ECF Teamworkz would not be in a position to fund the required investment for the project and the communities in the provinces would not enjoy the benefits.



Australian Government
AusAID

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