

Client Case Study

22.7% savings on total travel spend in Year 1

About The Client



Our Client spent an approximate of **\$9.27m (USD)** on overall global travel spend



With extremely wide reach, they have operational locations in **36 countries** worldwide



They employ an approximate of around **2,230 employees** within their company

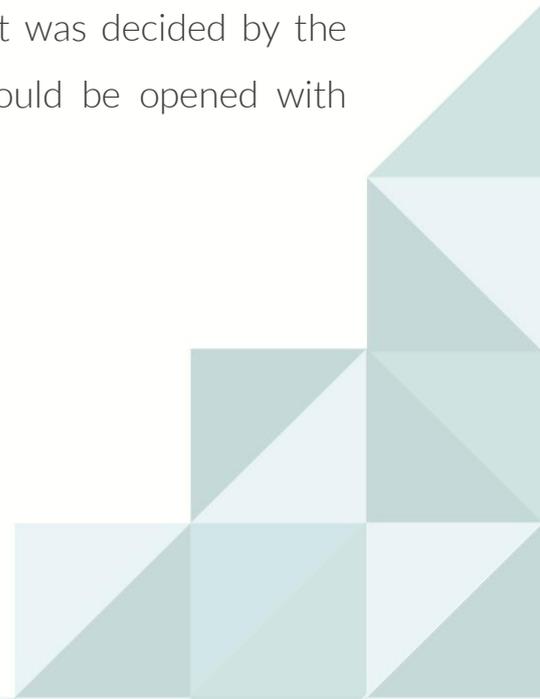
The Background

CT Business Travel were approached by the client office responsible for the EMEA region, back in January 2013, to investigate the opportunity of consolidating their fragmented and sizeable travel spend with one centralised Travel Management Company.

In February 2013, CT Business Travel visited the clients' Head Office to commence fact finding: in attendance was our Director Corporate Travel and Business Development Manager plus two key management personnel from the clients' office.

This client spent £1.57m on travel in the EMEA region in 2012: this consisted of £780,000 on flights, £420,000 on hotels; and the remaining spend on ancillary services. They had a global travel policy in place already but it was identified that this was a rather generous policy and, without the support and direction of a TMC, they were spending over and above what could have been available to them via the use of a TMC. Analysis of the spend data provided by the client indicated that travel to Boston and Singapore was the most significant and frequent travel made by their staff.

In March 2013, after a series of further meetings, it was decided by the clients' Head Office in the US that an account should be opened with ourselves.



The Results



This was by far the largest area of the clients' spend; making up **72.9%** across the entire period, with a **34.5%** saving achieved. CT Business Travel identified that, with a US based Head Office, the client could benefit from immediate savings by changing the way in which UK staff were purchasing airfares. In most cases fares were purchased through the internet at the published rate. With competitive and discounted air fares with all the direct carriers on this route, CT Business Travel was able to help the client save around **£400-£600** on a single airfare.



The global client hotel spend equated to **23%** of the total trading period spend and, through the use of a fully managed and negotiated global hotel program, **CT Business Travel** helped the client to streamline, gain client recognition and save an average of **12.5%** off the best available rate on each hotel night booked within the hotel program.



This comprises all rail, transfer and any other ancillary service booked and only makes up **3.7%** of the total spend.

Within the travel management industry, achieving a **22.7%** saving on a clients' total travel spend is something to celebrate and we're extremely proud of the outcome for this client; especially as this was achieved in just the first year of trading.

