

At a Glance

- Manufacturing Company
- Scope: Travel spend of \$546,000 annually
- Implemented a consolidated travel program nationwide, online booking tool and policy mandates
- Resulted in overall online adoption rate of 80.5% with a total savings potential of \$61,002 annually

Challenge

This leading manufacturing company, with several locations nationwide, realized that by consolidating their travel program, it would allow them to reach several company goals, including but not limited to:

- Increased savings by capturing all travel spend creating negotiation power with airlines, car rental companies and hotels
- Consistency and savings within each branch location and company overall by mandating a travel policy
- Savings and critical reporting by utilizing one robust online booking tool

Solution

Travel Leaders implemented a consolidated travel program nationwide, provided a travel portal for all employees, which houses all pertinent company travel information, assisted the client with their travel policy based on their culture, and introduced a policy within the online booking tool and travel business center to ensure compliance.

Results

The strategy resulted in an overall online adoption rate 80.5% and company savings potential of \$17,328 annually, based on this adoption rate. Consolidation of travel has allowed the Travel Leaders Account Manager to negotiate valuable car and hotel contracts from data captured in first six months of the program, resulting in an annualized saving potential of \$43,674. In total, the savings potential based on this program is \$61,002 annually.
