

#### At a Glance

- Mid-market Company
- Scope: Travel spend of \$5,500,000 (\$800,000 on hotels)
- Realized average savings of \$18 per night, totaling \$72,000 in the first year

#### Challenge

A mid-sized Midwest company new to Travel Leaders that booked approximately 4,000 room nights per year outside their headquarter location was looking to reduce its hotel expenditures. The Travel Leader's Account Management Team analyzed and identified opportunities to capture additional savings by consolidation.

#### Solution

Travel Leaders identified that while the client was doing a good job in their headquarters location with additional consolidation efforts in the top 20 cities further savings could be obtained.

The top 20 markets were benchmarked against industry averages to determine range and saving opportunity. The client wanted to continue to utilize mid-to-upscale properties. Each location was mapped to client and customer sites and hotels were identified for negotiations.

Travel Leaders handled all negotiations and correct booking procedures to make sure individual travelers would be directed to the newly negotiated properties.

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#### Results

By identifying the right mix of hotel properties and location, Travel Leaders was able to lower the average room cost by \$18 per night resulting in 12% savings. In the first year the client saved \$72,000. On top of that savings, the client realized additional savings as every hotel included free internet access and many included free breakfast.

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