

### At a Glance

- Manufacturing Company
- Scope: Travel spend of \$40,372 annually, 879 annual car rentals
- Blended sourcing car rental agreement and implemented car rental policy mandates on online booking tool
- Realized annualized savings of \$8,932 and 74.6% compliance with preferred vendors

### Challenge

Through consultative discussions with a Travel Leaders Account Manager, this leading manufacturer company understood that by mandating usage of their blended sourcing car rental agreement, it would allow them to:

- Reach maximum car rental savings
- Meet agreement spend level
- Earn maximum negotiating power for agreement renewal discussions

### Solution

A Travel Leaders Account Manager negotiated a blended sourcing agreement on the client's behalf, mandated appropriate car rental companies, per agreement, on the online booking tool and in the Travel Leader's business center.

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### Results

The optimized blended sourcing agreement resulted in 74.6% compliance with preferred car rental companies and annualized savings \$8,932.

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