

# INTELLIGENT TRAVEL REPORTING INFORMS STRATEGY FOR COST SAVING



- ▶ Overall travel spend reduced
- ▶ Improved turnaround, cost and availability of international air travel - optimised through Fare Star
- ▶ Accurate, relevant data and MIS reporting
- ▶ Excellent service delivery through key account management system

## CHALLENGE

Club Travel Corporate has partnered with a leading global risk management, insurance and reinsurance brokerage, and HR solutions and outsourcing service provider. The company, which employs more than 70 000 people in over 120 countries, is a truly global operator and regards effectively managed business travel as key to the company's overall productivity and profitability.

When the company first engaged with Club Travel Corporate, their needs were specifically focused on overcoming a number of challenges they were experiencing with their current service provider, namely:

- Poor turnaround time on offline international air travel bookings
- Ever-increasing costs associated with their corporate travel programme
- Sub-standard data and MIS reporting

“ Outstanding sales and customer service... I can confidently recommend Club Travel Corporate as reliable experts in their field ”

Procurement Officer, Global Insurance Company

## SOLUTION

Club Travel Corporate developed a hybrid corporate travel management model. A dedicated key account manager works closely with the company to holistically and proactively manage their corporate travel needs in order to streamline efficiencies, ensure cost effectiveness and intelligently report, benchmark and respond to identified travel trends based on accurate data intelligence.

The Club Travel Corporate solution includes giving the company access to an online booking tool for domestic travel bookings, as well as the hands-on, always-available service of an offline consultant to book all their international travel. The latter enables Club Travel Corporate to offer the client best prices and availability through their exclusive South African access to Fare Star and other technologies.

Club Travel Corporate's key account manager meets the client representative at least once a month to present the company's and industry's travel trends based on up-to-date, accurate and intelligent data. This information is then used to hone their corporate travel strategy. It also informs Club Travel Corporate's customised and dynamic service offering.

## RETURNS

Club Travel Corporate has reduced our client's overall travel spend through the development of a streamlined and consolidated corporate travel programme which enables them to access Club Travel Corporate's world class travel technology, and preferred supplier deals and rates.

Most importantly however is the intelligent and effective analysis, interpretation, reporting and presentation of travel data that the client, in partnership with Club Travel Corporate, utilises to strategically manage their corporate travel programme.