

Consolidation program saves FMCG company 20% of their total travel cost

PROGRAM CONSOLIDATION
Australia

FAST FACTS

Industry: Multinational FMCG

Scope: Consolidating over 50 sites to one TMC

Results at a glance:

- One travel policy across all business units
- Achieved supplier leverage by consolidating there business
- The Client reduced their total travel costs by over 20%

THE CHALLENGE

A CWT Client's travel expenditure, prior to our introduction, consisted of numerous arrangements across and within the beer, wine & hotel operations of their organisation. Consequently, the commercial leverage that could be applied to the considerable travel expenditure was diminished, and travel policies were ad hoc across the business.

Following an extensive review of the capabilities of several travel management companies, the Client appointed CWT as its travel manager. The capability to implement in over 50 major sites for 1500 regular travellers was regarded as one of the major issues in selecting a travel manager. The Client expected a national implementation within a six-week timeframe.

THE SOLUTION

CWT developed a project plan that addressed all issues to ensure a smooth transition within CWT and Client. This was supported by a multi-tiered relationship structure to ensure the processes, systems, and people were aligned with the contracted expectations. The project plan covered areas such as travel policies, airline, hotel and rental car contracts, booking procedures, reporting requirements, recruitment, infrastructure, and a major communication road show nationally. CWT worked tirelessly and diligently to this plan to ensure these new policies and arrangements were achieved within the timeframes and without issue for the Client's travellers.

THE RESULT

Throughout the implementation CWT proactively managed any issues that did arise to ensure corrective actions were implemented and that issues did not escalate. This planning and responsive approach combined with the professional approach of the travel consultants resulted in immediate compliance, no leakage and an immediate dependency on CWT in supporting traveller's needs.

Under the consolidated program, total travel costs were reduced by 20% due to better negotiation leverage with key suppliers.

One travel policy was created for all business units, improving compliance and further reduced travel costs.

CONTACT

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