

Payroll company gains compliance to hotel program and saves thousands

POLICY COMPLIANCE NORTH AMERICA

THE CHALLENGE

Employees at a leading HR, payroll and employee assistance program (EAP) solutions company were not adhering to the company's hotel program, often booking rooms through alternate vendors at rates much higher than the company's negotiated rates. To stop program leakage, the company sought a better way to track its hotel spend and increase savings opportunities through program compliance.

THE SOLUTION

With reports indicating employees were booking rooms with prices above benchmarked rates, CWT representatives recommended making adherence to the hotel program mandatory, and also using CWT's proprietary compliance tracking tool to better track its hotel spend.

THE RESULT

Due to good rapport between employees and the travel agents, employees are confident about using the negotiated hotel program and compliance has remained high. Also, with an improved reporting system, travel managers are able to track employees' hotel spend and identify program leakage.

Adhering to the hotel program has saved the company \$45,735 in cost containment. As industry rates have increased by 15 percent, CWT's hotel rates have only increased by seven percent, providing an eight percent savings year-over-year.

FAST FACTS

Industry: HR, payroll and EAP solutions company

Scope: 350 frequent travellers; 4,462 room nights booked annually

Volume: Hotel: \$648,429

Results at a glance:

- Increased compliance to hotel program
- Savings of \$45,735

CONTACT

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