

# Financial services company negotiates savings of \$253,000—and provides better coverage for its travelers

**CWT AIR SOLUTIONS**  
UNITED STATES

## THE CHALLENGE

A U.S. processor of financial data had grown through acquisitions and its travel needs were varied and outside concentrated markets. Because it never had consolidated its air travel and was not performing well against contract goals, the client needed a reliable resource for analysis and contract management.

## THE SOLUTION

Following a comprehensive analysis to determine which carriers would best meet the client's travelers' needs, *CWT Air Solutions Group<sup>SM</sup>* recommended moving support to and consolidating preferred airline carriers.

*"CWT Air Solutions Group did an awesome job. The information we received was so beneficial—we wouldn't have this new program without your help. Thanks!"*

## CONTACT

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## THE RESULT

By reducing the number of preferred suppliers, the client negotiated an increased discount of 1.5 percent—a savings of \$235,000.

The traveler experience improved with a simplified and better-fitting vendor program.

Quarterly follow-up reports helped the client better understand and stay on top of its travel strategy and identified savings opportunities. Monthly dashboards provide valuable data to help drive adoption of online booking tools, advanced purchases, and hotel and preferred carrier compliance.

The satisfied client now has a solid travel program, and renewed its contract with CWT monthly.

## FAST FACTS

**Industry:** Financial services

**Scope:** 55,000 transactions; 6,000 travelers

**Volume:** \$18 million in annual U.S. air spend

**Results at a glance:**

- Simplified the vendor program
- Increased use of online booking tool by 15%
- Negotiated savings of \$235,000