

# Manufacturer and distributor realizes more than \$75,000 in annual savings

## VALUE OF MANAGED TRAVEL NORTH AMERICA

### THE CHALLENGE

A fast-growing manufacturer and distributor needed to track and manage its travel expenses. Each of the company's 81 sites in more than 30 states had its own travel booking procedure, with some employees making travel arrangements online and others enlisting the help of various travel agencies across the nation. The lack of a standard travel procedure made it difficult for the company to calculate—let alone reduce—expenses.

### THE SOLUTION

Carlson Wagonlit Travel recommended a user-friendly reporting solution to track travel expenses, and advised the client to consolidate its business travel to make the most of its dollars. This facilitated gathering vital data to negotiate contracts for air, car and hotel.

The CWT account manager worked with the client to create a new travel policy which prohibited reimbursements for out-of-policy expenditures, and a CWT travel counselor was placed onsite at the company's headquarters.

### CONTACT

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### THE RESULT

The reporting tool provided complete, accurate and timely travel pattern information that allowed the company to manage travel expenses with accurate and provable data and, ultimately, to reduce costs.

By consolidating air, car and hotel purchases, negotiated contracts resulted in \$38,000 in annual cost savings.

Booking travel through an onsite counselor who followed mandates saved an additional \$38,380 annually—and employees appreciated the convenience of having a knowledgeable travel adviser in-house.

Recognizing its return on investment in managed travel, the client now uses CWT for ongoing and additional services.

### FAST FACTS

**Industry:** Manufacturing and distribution

**Scope:** 81 sites in 30 states

**Volume:** \$2.3 million-plus in annual U.S. travel

**Results at a glance:**

- Travel management saves more than \$75,000 annually
- \$38,000 saved in annual travel contracts
- Reporting tool identifies additional cost saving opportunities

