

Proposal analysis and negotiations save energy company \$1.7 million

CWT AIR SOLUTIONS
GLOBAL

THE CHALLENGE

A global energy company with a mature and complete program which required travel to multiple locations wanted to increase preferred market coverage to include its remote markets. The company also needed help analyzing and negotiating new airline proposals to maximize savings.

THE SOLUTION

CWT Air Solutions GroupSM conducted an opportunity analysis to evaluate actual vs. potential market share, identify optimal route coverage and overlap, and summarize opportunities to leverage air spend. *Solutions Group* also analyzed more than 1,200 top markets by point-of-sale to identify and assign a preferred carrier for each market. The CWT Operations team ensured preferred carriers were selected for each market.

Several airline proposals were analyzed in multiple rounds by comparing baseline and proposed net effective savings rates to evaluate savings differences; coverage gaps were isolated in proposals to decrease non-preferred spend; and discounts were benchmarked against similar clients to determine competitiveness.

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THE RESULT

CWT Solutions Group[®] maintained a high level of contact with the energy leader's preferred suppliers while analyzing and successfully negotiating numerous global, regional, and local airline proposals.

Thus far, the negotiating expertise of CWT consultants has saved the client \$1.7 million and increased global market coverage by 4 percent.

FAST FACTS

Industry: Energy and utilities

Scope: 41% global spend with 52 points-of-sale

Volume: \$190 million globally

Results at a glance:

- Supplier negotiations resulted in \$1.7 million in savings
- Increased market coverage by 4%
- Optimized carrier strategy