

# Strategy analysis results in \$250,000 incremental savings for energy leader

**CWT AIR SOLUTIONS**  
NORTH AMERICA

## THE CHALLENGE

A world leader in natural gas production and distribution was operating in six continents with 50 points-of-sale, but key European locations either were not covered by a preferred carrier or current coverage did not meet the demand. The client planned to add a new European carrier to its program to cover these markets but needed to know whether this would be the best carrier strategy and potential impact on its current travel program.

## THE SOLUTION

Having conducted a schedule and pricing analysis to compare various carrier alternatives, *CWT Solutions Group*<sup>®</sup> discovered that European flag carriers did not possess the optimal fit for the client. However, Carlson Wagonlit Travel was able to identify a strategy that would expand an existing preferred carrier agreement and bring significant savings opportunity—even as it provided significant incremental revenue for the carrier.

## THE RESULT

By carefully examining the service product, schedule, inventory availability, and proposed share commitments, *CWT Air Solutions Group*<sup>SM</sup> was able to propose a strategy that “fit” the client’s portfolio and balanced proposed goals with other commitments.

The identified strategy will yield the client an additional \$250,000 in incremental contract savings annually.

## FAST FACTS

**Industry:** Energy and Utilities

**Scope:** 50-plus points-of-sale

**Volume:** \$350 million global

**Results at a glance:**

- Expanded coverage to key markets
- \$250,000 in incremental savings

## CONTACT

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