

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

AIR SOLUTIONS
GLOBAL

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*® 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*™ 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.

CONTACT

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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

