

Oh, My Stars!

# Bloomberg Businessweek

## Schedule a Healthier Travel Physical

Let Travelocity Business Consulting Solutions Chart Your Way to Savings



travelocity business®

THIS TRAVELOCITY BUSINESS PROMOTIONAL COVER WRAP HAS BEEN PLACED ON A LIMITED NUMBER OF BLOOMBERG BUSINESSWEEK COPIES THROUGH SPECIAL ARRANGEMENTS WITH THE PUBLISHER. NO ENDORSEMENT IS IMPLIED.

© 2010 Travelocity.com L.P. All rights reserved. Travelocity Business, the Roaming Gnome and the Stars Design are trademarks of Travelocity.com L.P. CST#056372-50.

*A deeper look into your corporate travel needs can be very revealing.*

On the surface all your corporate travelers may look the same, but a deeper look often reveals individual preferences. When you take a close look at **Travelocity Business**, not only will you find industry-leading service and technology, but also a proven approach to maximizing policy compliance and cost-savings. Call us today for a free benchmark evaluation of your travel program and expose yourself to a better brand of travel management.

Call **1.866.GET.TBIZ** (438.8249) or visit [www.travelocitybusiness.com/consulting](http://www.travelocitybusiness.com/consulting)



# THE CURE FOR THE COMMON TRAVEL PROGRAM

A new year is approaching, and that can only mean one thing: it's time to eat better and make yoga a part of your daily routine again. In short, it's about making healthier decisions – and Travelocity Business wants to help you take that approach when it comes to your travel program.

Travelocity Business Consulting Solutions provides end-to-end airline, hotel and car procurement and sourcing services. With a stable of exclusive tools at its disposal and more than 100 years of combined industry knowledge to glean from, the consulting team helps corporate customers optimize their travel program performance.

Travelocity Business Consulting Solutions offers a number of sourcing packages – customers can elect a specific package or simply elements of that package – and the team will make recommendations and offer guidance based on what it finds. The goals are simple:

- MAXIMIZE SAVINGS
- MINIMIZE SPEND
- INCREASE EFFICIENCY

Each package includes contract optimization tools created by Travelocity Business and parent company Sabre. These analytical tools help drive a 6.5 to 1 return on investment for consulting customers.

Industry projections show that in 2011, North America airfare will climb by three to five percent and corporate negotiated hotel rates by three to eight percent domestically and eight to 13 percent internationally. Travelocity Business consulting customers will not see the level of those raises, however, and on average enjoy:

- Up to 20% increase in strategic contracted carrier bookings
- Up to 30% decrease in non-contracted carrier bookings
- Up to 20% maximized discount and minimized spend on air travel
- 8% decrease in year-over-year corporate negotiated hotel rates

## Contract Optimization Tools

### Contract Management

Enter, view and edit contract data

### Optimization

Definite priorities and optimization parameters

### Content Customization

Review, edit and restrict point-of-sale customization rules

### Reporting

View KPI targets and performance

Go to

[www.travelocitybusiness.com/consulting](http://www.travelocitybusiness.com/consulting) to learn more



## Airline and Hotel Consulting Services

Airline and hotel procurement are both littered with challenges. In the airline industry, mergers and joint ventures have made it more difficult for travel managers to determine which suppliers are the right partners. Your hotel program demands just as much attention, especially as hoteliers look to recover profits more aggressively.

## Find Savings in the Air

Get access to an industry-leading optimization tool that can help determine which airline partners are right for you and improve your program performance. Our optimization tool uses corporate historical segment and spend data, FMS and contract terms to ensure your term targets are attainable and your total spend is minimized.

- Contract goal assessments and strategy development
- Carrier, trend and what-if analysis
- Program performance optimization through assessment, trending and point-of-sale strategy
- Ongoing performance and savings reviews

## Prepare for Tough Hotel Negotiations

Take advantage of our hotel online RFP tool and a spend analysis and decision model that can help you make better use of your dollars and enhance compliance with your preferred hotels. You'll have valuable data at your fingertips that you can leverage to your benefit at the negotiating table. Our consultants will also deliver recommendations for each market and help you establish new benchmark-based goals for your hotel program.

- Spend analysis and solicitation recommendations
- Decision analysis and recommendations
- Online hotel directory
- Quarterly compliance reporting

## Educate and Influence Travelers

Preferred supplier and hotel programs are only effective if supported by your travelers. Travelocity Business Consulting Solutions helps corporations secure preferred supplier agreements, and create awareness about the benefits of choosing company-preferred vendors and the impact that compliance has on overall company performance.

## Travelocity Business Consulting Solutions

- Sourcing, procurement and optimization strategies
- End-to-end airline, hotel and car program solutions
- RFP process management
- Rate auditing
- Industry benchmarking
- Supplier negotiation support
- Program assessment
- Program implementation
- Point-of-sale strategies
- Innovative compliance strategies
- Airline contract comparison analysis
- Compliance reporting



Go to

[www.travelocitybusiness.com/consulting](http://www.travelocitybusiness.com/consulting) to learn more



I Feel Tip-top

