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6 REASONS WHY YOU NEED A TRAVEL MANAGEMENT COMPANY FROM HELLOWORLD BUSINESS TRAVEL

IT IS CHEAPER

Using a Travel Management Company (TMC) incurs a fee, which is dependent on the type of booking/ service required. What most people don't realise is that booking directly with a supplier/ content aggregator already incurs a fee. Examples of these booking fees include:

- **Webjet.com fee:** \$19.95
- **Lastminute.com fee:** \$14.95
- **Wotif.com:** \$16.95

Booking fees also provides access to additional TMC services (not provided by online companies). This includes reporting, strategic account management, supplier negotiation, training, travel policy consultation and ticket credit management.

Having your booked and billed travel in one place makes life so much easier. It reduces time spent on the end to end expense claim process and allows you to consolidate travel expenses and in turn achieve cost efficiencies with better control over travel spend, transparency through improved spend visibility and policy compliance.

CENTRAL INVOICE ACCOUNT

HELP INCREASE POLICY COMPLIANCE

A TMC can assist you in developing a corporate travel policy that will maximise savings for your organisation. In the absence of a managed travel program travellers generally book their own travel allowing them to book business class flights or five star hotels, unnecessarily costing your company money.

The simple implementation of a managed travel program can reduce this spend by guiding employees to travel in a way that aligns with the company's expenditure and employee goals. Travellers can be restricted to preferred suppliers and asked for justifications of any bookings that don't comply with your travel policy, effectively reducing travel spend.

Using a TMC will allow you to take advantage of their expertise in negotiating with suppliers. This will allow you to implement deals with different supplier to save you money. They can also help you to review/ renegotiate your existing deals to return more savings.

HELP NEGOTIATE WITH SUPPLIERS

TRACK YOUR TRAVELLERS & REDUCE THEIR RISK

Booking travel through multiple different websites and providers means that it is difficult to locate travellers in the event of an emergency. Booking via a TMC means that all data on the location of your travellers is centralised, making it easier to access.

In addition to this in the event of an emergency (where there is a danger of loss of life) TMC's will run reports and notify you of anyone who may be affected allowing you to take appropriate action. You also have access to their specialised emergency consultants available 24/7/365 to assist with any travel requirements resulting from a crises.

We recently timed how long it would take to complete a booking online and how long it would take through a TMC online booking tool. It turned out that it was between 73% and 81% faster to book through the TMC. This was based on an air, hotel and car booking completed via one website, with a second quote through another website. The calculations for this have been shown in the table below:

	Content Aggregator/Online Direct	TMC Online Tools	TMC Direct
At Best:	9 minutes	under 2 minutes	Instant via Email
At Worst:	20+ minutes	10 minutes	Slower by Phone

IT IS FASTER