

SOLVING FOR A BALANCED TRAVEL PROGRAM

Inefficient Accommodation Spend to Total Transparency



“The rollout of our Weichert Corporate Housing furnished apartment program led to an average room rate savings of 16% against hotels, and improved travel policy compliance. We also achieved price consistency, and tax savings.”

Director, Global Travel Procurement

OBJECTIVE

To create a global extended stay accommodations program that reduces costs for stays of five nights or more while offering guests spacious, comfortable apartments.

SUPPORTING GOALS

- » Eliminate management of multiple suppliers.
- » Remove responsibility for owned leases.
- » Fix communication, control and compliance to accommodation policies and procedures.
- » Proactive management and accountability on rates.
- » Correct billing challenges by tracing costs directly back to project codes.
- » Improved Duty of Care

TACTICAL SOLUTIONS

- » Booking technology that is integrated to client intranet allowing for immediate cost center and project code bill back.
- » Accommodations policy development and compliance training.
- » Best rates leveraged through global supplier network.
- » Performance management through service metrics reported out in conjunction with comprehensive account management.

RESULTS

- » Accommodations policy compliance rate greater than 95%.
- » Average savings of 16% when compared to hotels.
- » Additional cost savings gained by eliminating typical hotel expenses such as food & beverage and laundry.
- » Transaction process streamlined through use of online booking via client's intranet.
- » Transparency to project costs gained through tracing accommodation expense direct to project codes.
- » Bookings receive optimal pricing through dedicated account staff.