

TravelAudit Savings

Situation

Companies increasingly are looking for opportunities to contain travel costs while maintaining traveler satisfaction.

Solution

TravelAudit, the proprietary software developed by TravelFocus, automates the search for air, car and hotel savings. Working in the background, TravelAudit looks for lower fares and rates on the same flights, at the same hotels and with the same car company you originally booked with, from the time of booking until the time of travel.

Additionally, your travel manager can program TravelAudit to search for lower fares on other flights within the company policy. This customizable feature allows you to model TravelAudit after your travel policy and corporate culture – such that you are not trading savings for traveler satisfaction and productivity.

Findings

Air Savings

Over a three-month period, TravelAudit searched 41,000 trips to identify airline savings. The results include:

- TravelAudit found a lower fare on the same itinerary resulting in **savings more than nine percent** of the time (airline-imposed exchange fees were factored into the analysis)
- For alternate itineraries within policy, the **success rate climbed to 14 percent** of the time
- Combining the two options – lower fares on the same itinerary with lower fares on alternate itineraries within policy – **savings was 22 percent** of travel spend
- Lower fares resulted in an average **savings of \$203.46 per trip**

Hotel Savings

- TravelAudit found savings at the same hotel when the hotel introduces lower rates after the initial booking – this occurs **17 percent** of the time, representing **4.55 percent in savings**

Car Savings

- TravelAudit found **savings on nearly 20 percent** of car rental reservations searched

TravelFocus Recommendations

- Rather than just asking your travel management company about their savings software, **request a demonstration** of how it works
- View a **demo of TravelAudit** to compare the functionality
- Require your travel management company – or TravelFocus – to provide a **bi-annual savings summary** that details the savings

Summary

Reducing costs can be achieved without a drastic change to policy or increased inconvenience to your travelers. Sometimes savings are simply waiting for an audit to find them.

"TravelAudit demonstrates the ability to contain costs without changing your company's travel policy or how travelers book travel."

Rick Kumpf
CEO