

## Corporate Travel Management Consolidation

### Convenience Food Systems (CFS)

#### CFS OVERVIEW

CFS is a leading supplier of food processing equipment for the food and medical industry with headquarters in the U.S. and locations worldwide.

#### SUMMARY

By consolidating CFS's travel program, the company realized significant benefits, both in their travel program as well as other areas of their business. CFS's CFO attests that with TravelAudit, the back-office systems and comprehensive reporting, TravelFocus eliminated 80-90 percent of CFS's travel program work, reducing their overall travel expenditure. Working closely with the TravelFocus account manager was and continues to be integral to maintaining overall success.

#### IMPLEMENTATION

TravelFocus and CFS faced the following challenges:

- 1) Travel was not consolidated (travelers could book travel as they chose)
- 2) While the plan was to implement an online booking tool, this had been tried before with little success
- 3) Obtaining CFS management buy-in was the top challenge

Together, TravelFocus and CFS outlined these solutions:

- 1) Gain senior management support for consolidation
- 2) Demonstrate program commitment – internal resistance will decrease as employees learn benefits
- 3) Secure a senior CFS manager to champion and lead the project
- 4) Develop a marketing plan for the new program for travelers / travel arrangers
- 5) Incorporate hands-on training and orientation for travelers / travel arrangers
- 6) Develop an implementation plan and agree on timelines, roles and responsibilities

#### KEY SUCCESS INDICATORS

- Travel is 99 percent consolidated without having to implement extreme measures for non-compliance
- Air travel spend reduced from \$2 million to \$1.2 million annually
- Savings found by Travel Audit – CFS's CFO states, "TravelAudit works well and I love it."

"TravelAuditor is truly unique. The pre-trip data is valuable and the interface is intuitive and easy to use."

CFO,  
Convenience Food Services

"I've had great results with TravelFocus. So far, so good."

Dave Hendryx,  
CFS Traveler