

# Organizing Travel Spend Management

## THE CLIENT

As a European-based manufacturer, this client produces an array of chemicals, including: soda ash, hydrogen peroxide, specialty polymers, polyamide intermediate products, polyvinyl chloride, and consumer chemicals. The client has a global presence with 30K employees employed throughout 100 locations within over 50 countries.

## BUSINESS CHALLENGE

As the client endeavored to consolidate their global offices, they realized their need to establish standardized travel policies, processes, and procedures.

The client lacked a comprehensive travel program to appropriately manage their travel processes. In addition, separate business units had differing travel requirements and policies. Policy compliance was not a focus for the different business units. Therefore, the authorization process was cumbersome and protracted.

## THE RESULTS



Achieved savings from aggregated supply contracts of 5% to 10%



Increased "standard room" usage by 15%



Minimized additional loss of spend through implementing better controls and understanding the client's travel behaviors



Reduced internal costs by establishing more efficient booking processes

## HOW CORBUS HELPED

- » **Developed** a detailed analysis of travel spend profiles and contractual agreements
- » **Utilized** a unique sourcing strategy
- » **Implemented** a spend strategy which included a transition to Corbus vendors for all contracts/negotiations on hotels, airlines, and travel management centers
- » **Generated** a travel booking policy to ensure compliance with the new system
- » **Formalized** a transition and employee communication plan to increase the adoption rate of the new travel policies
- » **Instituted** demand management to incorporate supplier performance management, spend analysis, and benefit tracking
- » **Established** processes to match booking costs to total (final) costs
- » **Deployed** on-going supplier benchmarking techniques to ensure travel deals were relevant and appropriate

