

Early Savings Breakdown

CASE STUDY

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

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NGT Saves \$28,443 within the first 2 months with TSI.

Data Range: 6/1/2014 Through 7/31/2014

Booked Through TSI USA: NGT average ticket price through TSI was \$638.

Booked Outside of TSI USA: NGT average ticket price was \$644.

Summary: The difference isn't large, but you take in the additional hard savings of \$4,967, it brings the TSI average ticket down to \$618 (SEE #1).

Prior to working with TSI USA: NGT had no way to track unused tickets

Tracking was Impossible: No documentation of employees who no-showed a meeting & did not take the trip; therefore, the unused ticket remained in the traveler's airline account to use on their personal trips.

TSI's Unused Ticket Tracker: TSI exchanged, banked, voided and refunded \$23,476 in tickets (SEE #2). This brings the average ticket price booked with TSI down to \$523.

Summary: The drop in the initial average ticket price reflects the strategic cost saving service TSI provides after the tickets are issued, which does not take place if booked directly with the carrier. This equates to a savings of \$115 per ticket from the average ticket price.

Tickets Booked Outside TSI USA: 47 tickets were purchased in 2 months NOT using TSI USA (of those who turned their expense reports).

Summary: Tickets purchased outside TSI potentially equates to an additional \$32,430 in lost dollars for NGT annually.

Duty of Care: With TSI, NGT has piece of mind knowing where travelers are in real-time (for example, the case of the Malaysia Airlines crash over the Ukraine).

Additional Services: Data for future negotiations (United, Delta and American Contracts + Hotel and Cars), and Policy Compliance.

#1 HARD SAVINGS FOR 6/1 - 7/31	
Negotiated Discounts	\$299.00
Agency Discounts	\$3,915.00
Found TA Savings	\$20.00
Lost Tickets Savings	\$733.00
Total Additional Savings	\$4,967.00

#2 ADDITIONAL SAVINGS FOR 6/1 - 7/31	
Exchanges	\$7,281.00
Refunds	\$1,875.00
Voids	\$10,452.00
Banked	\$3,868.00
Additional Savings	\$23,476.00