

# Strategic Group Services

## CASE STUDY

"TSI USA's goal is to provide exceptional service and fine-tuned detail to groups and meetings ranging from 20 attendees to 5000. Regardless of size, our customized approach to meetings lends to creativity to exceed all expectations in every culture and dynamic!"

**Dawn Gibson**  
Meetings, Incentives,  
and Groups Manager

### DEE Company Saves \$215,000 on their 2013 Groups & Meeting travel through TSI's Strategic Groups, Meetings & Incentives Services.

Founded in 2005, DEE Company is a leading provider of physician-led, outsourced medical services providing a broad range of coordinated, clinically-based care solutions across the continuum of care, from medical transportation to hospital encounters to comprehensive care alternatives in various settings. Headquartered in Atlanta, Georgia, DEE Company provided care to more than 15,000,000 patients in more than 2,200 communities.



Dee Company holds over 20 large meetings ranging in size from 50-1,000 attendees every year. Working with TSI's Strategic Groups, Meetings & Incentives department to source and manage all aspects of their meetings, DEE Company realized a combined savings of **\$215,000**.

TSI's Groups, Meetings & Incentives department achieved these savings through aggressive negotiations with air, hotel and car rental vendors securing highly competitive rates, numerous value added services and free amenities.

In addition to the savings achieved by TSI's Groups, Meetings & Incentives department, DEE Company also achieved over 20% savings off of their combined air, hotel and car rental spend for their corporate transient travel. This savings provided DEE Company with an average savings per transaction of **\$117.40** and combined annual savings of **\$2.68 Million**.

DEE COMPANY 2013 TRAVELAUDIT™ ROI	AIR	CAR	HOTEL	TOTAL
Total Value	\$1,632,243.33	\$429,292.38	\$379,467.04	<b>\$2,441,002.75</b>
Total Spend	\$6,311,908.42	\$1,127,848.64	\$4,373,246.07	<b>\$11,813,003.13</b>
Percent Savings	25.90%	38.10%	8.70%	<b>20.70%</b>
Savings Per Transaction				<b>\$117.40/Trx</b>