



Case study - Business Travel Procurement

Professional Services Company takes Business Travel Management to a new level with new TMC, self-booking tool and more than 10% saving

Client

- Fast-growing international Professional Services Company with rapidly increasing travel expenditure
- £700k pa spend, 60% international (Air and Hotels) and 40% UK domestic (Hotel and Rail)

Approach

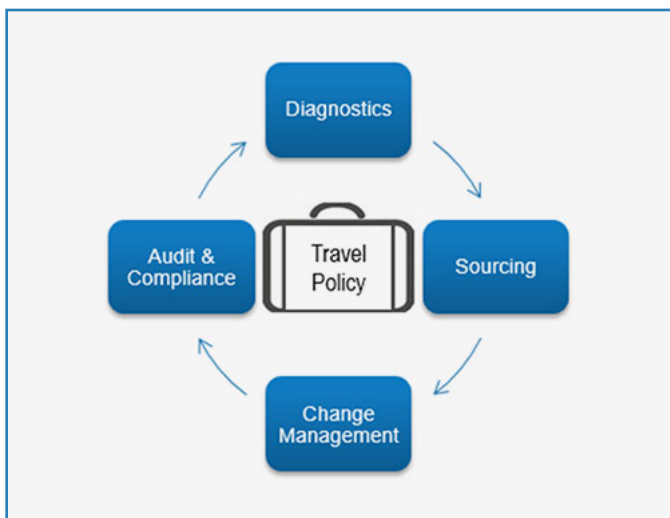
- Initial review of Travel Policy
- Detailed analysis of current process and travel spend
- Review and re-assessment of “must-have/need to have” specifications
- Creation of Request for Proposal
- Managed market tender/negotiation/contracting
- On-boarding of new Travel Management Company (TMC)

Identifying savings | Delivering savings | Maintaining savings

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Results

- Selected and on-boarded new TMC,
- Introduced relevant KPI measures, including agreed saving targets,
- First year review delivered >10% savings,
- Successful introduction of self-booking tools,
- On-line adoption rates ahead of target with improved policy compliance and supplier satisfaction ratings.



We are specialists in procurement cost reduction. Our consultants work closely with all kinds of organisations to improve their profitability through identifying, delivering and maintaining savings in procurement expenditure. A relentless focus on bottom-line results combined with our deep supply-market knowledge ensures that spend is optimised – and stays optimised.

- Our team has achieved over £20m in savings
- Projects are self-funding with no risk for clients
- We work closely with your people to embed best practice
- Our unique spend intelligence service ensures ongoing savings