

Acquisition doubles client's air spend; CWT discovers \$650,000 in incremental savings

CWT AIR SOLUTIONS
U.S.A.

THE CHALLENGE

A Carlson Wagonlit Travel client in the consumer product manufacturing industry had acquired another company, doubling its corporate travel volume. Seeking maximum air travel discount coverage and manageable overlap, the company asked *CWT Air Solutions GroupSM* to review its newly combined program and provide insights based on benchmarking analysis.

THE SOLUTION

CWT conducted detailed assessments for the legacy and acquired companies, both separately and combined, to identify savings opportunities. The assessment included: evaluation of the overall effectiveness and goal performance of current contracts, benchmarking against discounts of companies with comparable size, and analysis of strength vs. competitive markets.

CWT recommended reducing the number of suppliers and optimizing the client's air carrier selection. Assisting in the negotiation process, CWT evaluated contracts to maximize discounts.

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THE RESULT

CWT Air Solutions GroupSM empowered the client to identify and understand the travel patterns, needs and spend of the newly merged company. By renegotiating contracts with greater volume and by maximizing discount coverage, the client achieved a four percent savings increase, totaling an incremental \$650,000.

FAST FACTS

Industry: Consumer product manufacturing
Scope: 4,500 travelers; 50% international spend
Volume: \$20 million
Results at a glance:

- Identified \$650,000 in incremental savings
- Increased overall net effective savings by 4%
- Renegotiated discounts with greater volume and leverage