

Automobile manufacturer maximizes airline offerings and identifies \$664,000 in incremental savings

CWT AIR SOLUTIONS
U.S.A.

THE CHALLENGE

To optimize benefits and reduce costs, a North American automobile manufacturer needed a detailed assessment of, and projected needs for, its current air program. It also wanted to determine the feasibility and financial impact of changing its primary air supplier. In addition, the company needed help crafting RFPs to ten suppliers and evaluating responses.

THE SOLUTION

To construct the most advantageous strategy, *CWT Air Solutions GroupSM* reviewed the client's entire air program, including a detailed assessment of overall travel patterns, opportunity analysis, net effective savings rate, and benchmarking. It used optimization models to effectively gauge the value of its air carrier offers, including coverage and overlap, and consolidated the data in a concise, easy-to-read format.

CWT Air Solutions Group supported the client through a minimum of three rounds of negotiations with most suppliers, plus additional fine-tuning of negotiations with primary preferred suppliers.

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THE RESULT

The client recognized specific successes and gaps in its current program and identified savings opportunities by using new—and maximizing existing—air strategies. Benchmarking against other CWT clients helped the auto manufacturer clearly understand the status of its airline discounts.

With CWT's strong supplier relationships, deep understanding of the travel industry, and proficiency in direct negotiations, \$664,000 in incremental savings opportunities were identified.

FAST FACTS

Industry: Automotive

Scope: 3,000 travelers; 53% international spend

Volume: \$21 million annual North American air

Results at a glance:

- Detailed assessment of overall travel patterns maximized airline offerings and spend
- Leveraged vendor relationships and strategic negotiations