

Detailed assessment pinpoints \$1,367,000 in incremental savings for microprocessing leader

CWT AIR SOLUTIONS
NORTH AMERICA

THE CHALLENGE

Initially innovator in high-performance computer, communications, and electronics technology was unsatisfied with its current air program and portfolio of preferred suppliers. It wanted to explore a combination of possibilities to assess both fit and cost-savings opportunities. Later, the client acquired another information technology company and re-engaged Carlson Wagonlit Travel to analyze its newly continued program.

THE SOLUTION

With the goal of maximizing savings and improving its overall travel program, the client engaged Carlson Wagonlit Travel to conduct a detailed assessment.

CWT Air Solutions GroupSM evaluated indicators for a logical selection of air carrier partners, analyzed strength vs. competitive markets, provided meaningful benchmarks based on companies of similar size and on city pairs, calculated and compared net savings rates of carrier contracts and proposals, and appraised other key indices

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THE RESULT

Armed with the information and facts it needed, the client better understood its discount status when compared to peer benchmarking and could pinpoint specific successes and gaps in its existing program.

CWT helped assess the savings potential in various new opportunities as well as by maximizing the current air strategy. The best option offered \$1,367,000 in incremental savings.

FAST FACTS

Industry: Information Technology

Scope: 4,000 travelers; 70% international spend

Volume: \$33 million in annual North America air spend

Results at a glance:

- Factual data and benchmarking enabled keen understanding and negotiating power
- Identified \$1,367,000 in incremental savings