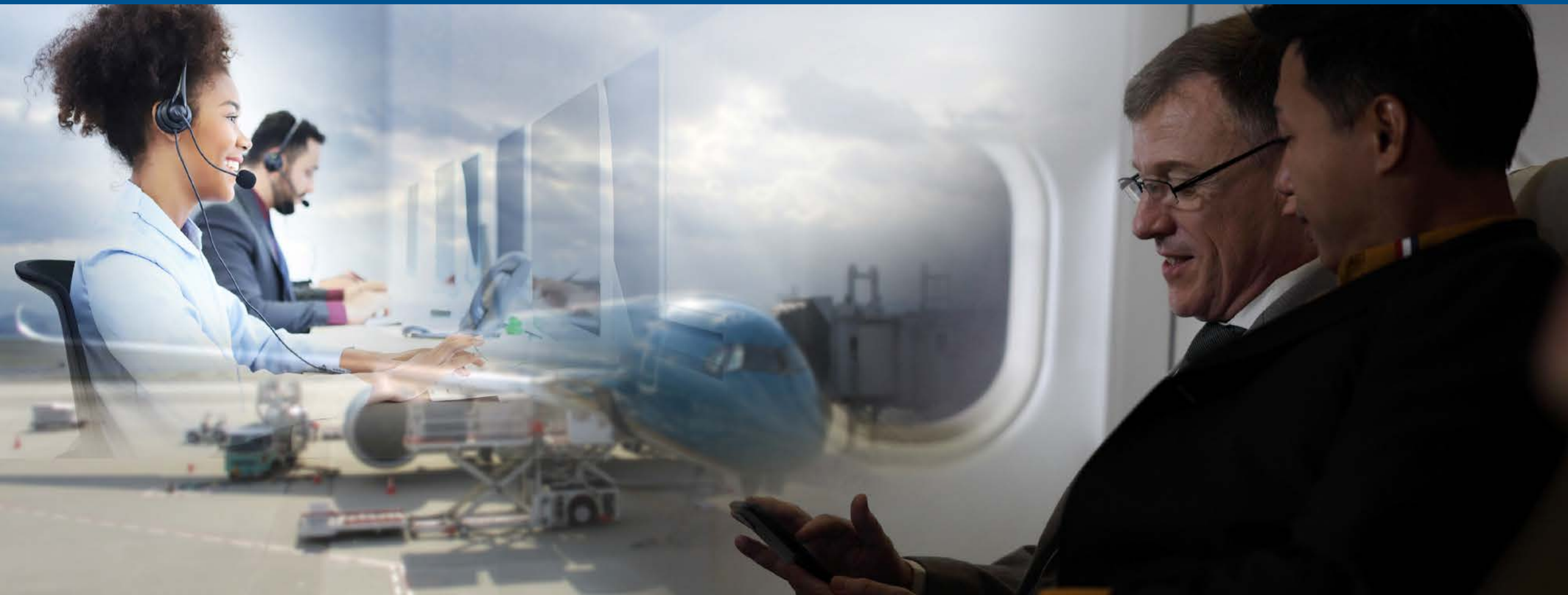




Partnership Travel Consulting

Strategic Global Travel Programs

Outsourced Travel Management 2Q 24



Executive Summary



The Corporate Travel Manager (CTM) position has decreased in population, but for those that remain, expanded in terms of scope and responsibility. Many companies have added travel management to the Sourcing Manager's roles and responsibilities.

Very few companies are hiring Travel Managers to manage a corporate travel program; recently that position has been more closely aligned with procurement and finance.

In many instances, companies have decided to outsource the CTM role to their Travel Agency -(TMC); the problem with that model is the perceived (and real) conflict of interest: TMC's earn commissions from airlines, hotels and travel technology companies.

Partnership Travel Consulting (PTC) can provide outsourced travel management, without outside influence or bias to any travel services provider.

We can offer a range from full-time recruitment to "as needed" contingent labor on a part-time or month-to-month basis

PTC Unique Advantages: Integrated Global Team



Unbiased
Independent
Research &
Recommendations

Agile Project
Planning

Use of Scorecards To
Ensure All Needs Are
Met

Use of 7 Step
Procurement Process

Relevant Experience

20 Years Experience
With TMC, Airlines, &
Other RFP's

20+ Years Average
Experience On The
TMC Side Of The Table

Corporate Travel
Buyer Experience
With Fortune 50
Companies

Proprietary Database

Proprietary Online
RFP Portal

Extensive Database
For Benchmarking
Supplier Agreements

Global and Regional
Project Metrics

Finance And Contracting

Global TMC & Other
Supplier's Pricing
Database

Subject Matter
Expertise In Supplier
Contract Nuances

"Behind The Curtain"
Insight

Areas Within Scope for PTC Outsourced Travel Management



CATEGORY	PTC RESPONSIBILITIES	DELIVERABLES	BENEFIT/ROI
AIRLINE	Contracts, Reports, Discounts	Review existing program and negotiate improvements	Lower costs as a result of improved discounts
COMPLIANCE	Reporting, Demand Management, Behavior Modification, Auditing and Digital Marketing	Develop compliance monitoring and reporting system. Recommend changes to improve compliance	Lower trip costs gained as a result of increased compliance
CORPORATE PAYMENT SYSTEMS	Negotiation of bonus' & rebates	Reporting, trending, presentations, supplier management	Bonus' & rebates paid through the contract term. Data / Dashboards
EXECUTIVE TRAVEL	Commercial Airlines & Private Jet Agreements, Hotel, Loyalty Program Benefits. TMC Services.	Provide CEO, CFO, COO with Executive Perks from preferred vendors	Priceless
GROUND TRANSPORTATION	Rental car, Rideshare & Executive Limo negotiated	Reporting, discounts, extended airport waiting time	Lower costs, KPIs established & tracked
HOTEL	Individual and chain hotel Rates. Preferred Hotel Support	Review and benchmark hotel rates and negotiate lower rates and amenities (e.g. free breakfast & Parking) in key cities	Lower costs as a result of improved discounts. Compliance increases with utilization of quality properties
MEETINGS	Standardize Registration Process	Establish protocols for signing meetings contract with preferred vendors	Lowered meeting costs. Reduced attrition clauses and risk
PAYMENT SYSTEMS	Data Reporting, Compliance	Ensure employees are using the corporate card for all travel expenses	Maximizes rebates from card provider. Improves vendor negotiations
REPORTING	Development, Analysis, Distribution	Design customized reporting system for weekly, monthly quarterly distribution	Ensures that actionable data is provided to key stakeholders. Increases compliance
SAFETY & SECURITY	Coordination With Corporate Security	Develop system to ensure that corporate security has access to all travelers around the world	Ability to prevent travel to high-risk destinations and locate travelers in an emergency
SERVICE (TMC)	TMC Service Monitoring	Ensure TMC is meeting all SLA requirements. Manage internal customer issues	Prevents ongoing issues i.e. understaffing or poor response time
TECHNOLOGY	Review existing and new technologies	Identify cutting edge and competitive technology to assist the traveler	Increases traveler and travel arrange productivity and travel experience

Travel Manager Salaries (Business Travel News)



Travel Manager Salaries: Through the Decade

BTN has tracked travel manager salaries since 1984. Here are average salaries for the past 10.



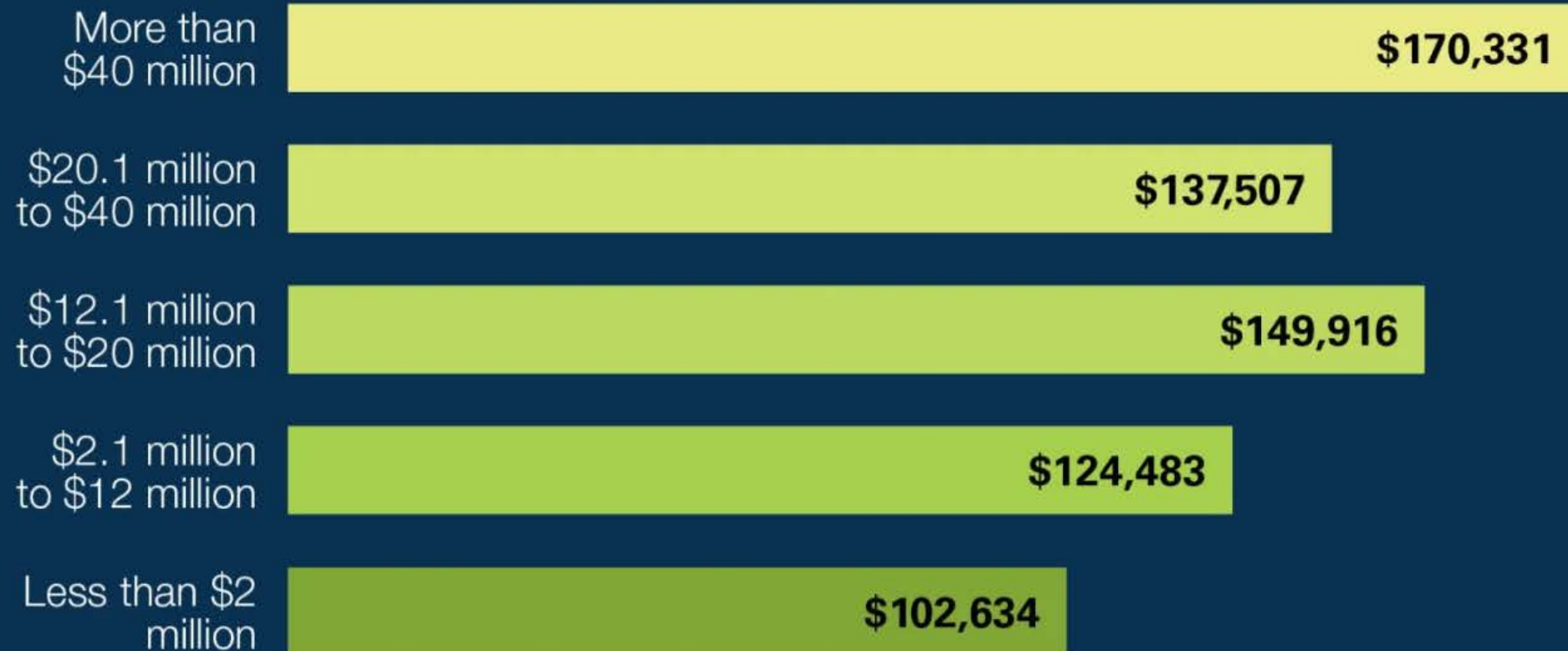
Source: BTN's annual Salary & Attitudes Surveys; varying numbers of travel buyer respondents

Travel Manager Salaries (Business Travel News)



Travel Manager Salary by Program Air Spend Volume

The size of a travel program clearly has an effect on salaries achieved, but other factors come into play as well. Our survey roughly showed that the higher the air volume, the more the travel manager is paid.



Source: BTN's 2022 Salary & Attitudes Survey of 251 corporate travel managers

Travel Manager Salaries (Business Travel News)

Travel Manager Salary by Years in Practice

Generally, surveyed travel buyers' average compensation increased in line with their industry experience.



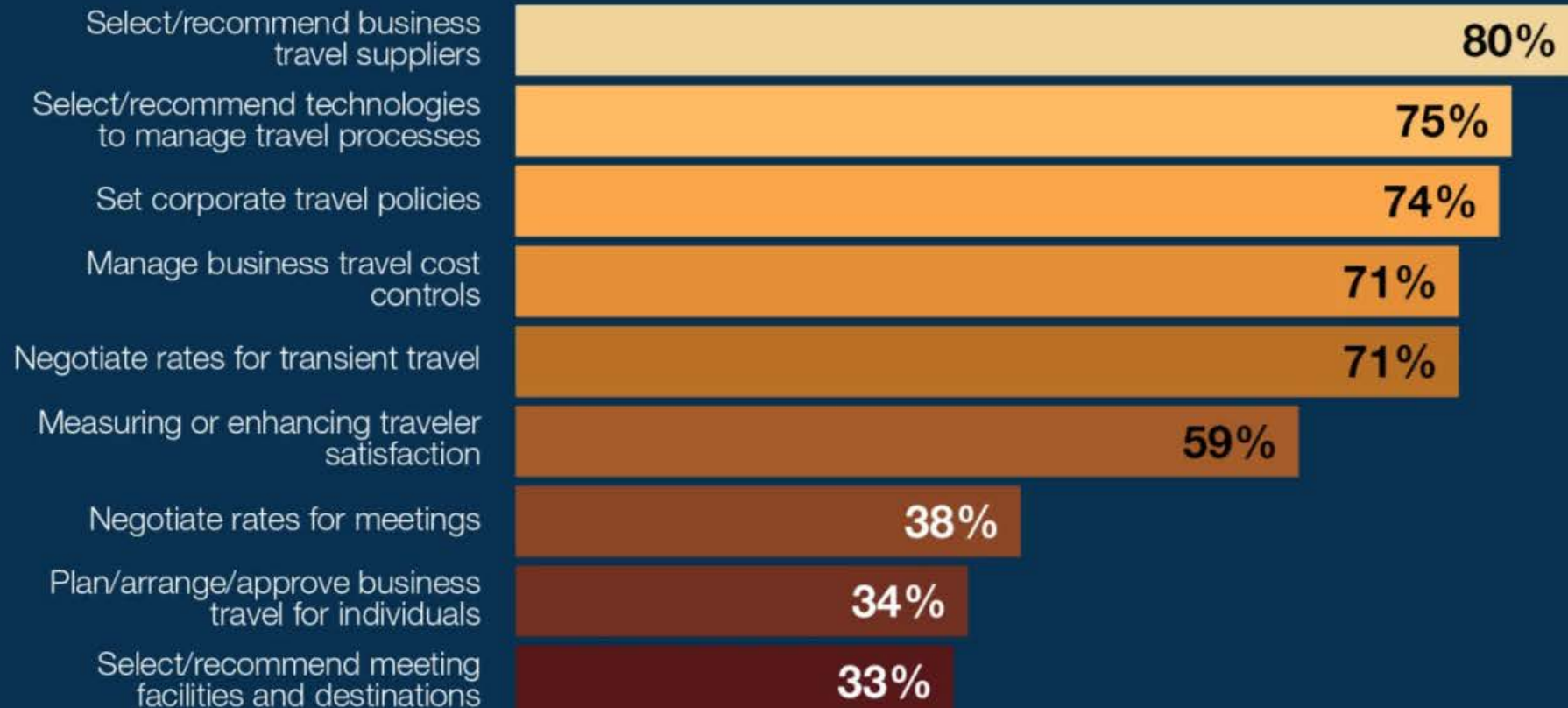
Source: BTN's 2022 Salary & Attitudes Survey of 251 corporate travel managers

Travel Roles & Responsibilities (Business Travel News)



Travel Managers' Current Responsibilities

The traditional functions of travel management fall under the purview of a large majority of respondents, and a notable minority have meetings responsibilities.



Source: BTN's 2022 Salary & Attitudes Survey of 255 corporate travel managers