

Moderator

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Making the Model Work

Today's Speakers -

- Douglas O'Neill – Inntel
- Judith Huisman – Meetingselect.com
- Trevor Elswood – BSI

Making the model work

Question is – which model?

Scenario 1

Douglas



Tip Tops UK - (High St Clothing store)

£400k volume - SME with 20 UK stores. Variance in level of staff.

**they process their own domestic travel (flight, train & car hire)*

Breakdown	Spend (£400k)	No's	No of Transactions
Accommodation	£160k	1,900 rm nights	920
8hr Meeting	90K	2,140 delegates	320
24hr Conference & Events	£150k	425 delegates	5

Scenario 2

Judith

Super Duper Europe – (European based Beauty Products)

£5million volume – variance level of staff.



**Group travel is part of events (spend not included above) – all other travel is managed by a TMC*

Breakdown	Spend (£5m)	No's	No of Transactions
Accommodation	£1.7m	13,100 rm nights	7,880
8hr Meeting	£800k	14,550 delegates	2,900
24hr Conference & Event	£2.2m	6,450 delegates	(1 annual showcase = £700k) + 120 transactions
Incentive	£300k	Top 100 staff	1 event

Scenario 3

Trevor

Trust Me (Global Investment Bank - £18m. Variance of staff levels.

**Seamless integrated travel solution with TMC (spend volume not included above)*



Breakdown	Spend (£16m)	No's	No of Transactions
Accommodation	£9.2m	86,790 rm nights	32,600
8hr Meeting	£4.4m	64,700 delegates	5,890
24hr Conference & Event	£1.5m	8,100 delegates	147
Incentive	£3m	Hosted trips with top clients & staff average 16 per booking	12