

INTRODUCTION

Douglas O'Neill

Managing Director

Inntel

Meetings and Travel Management Company

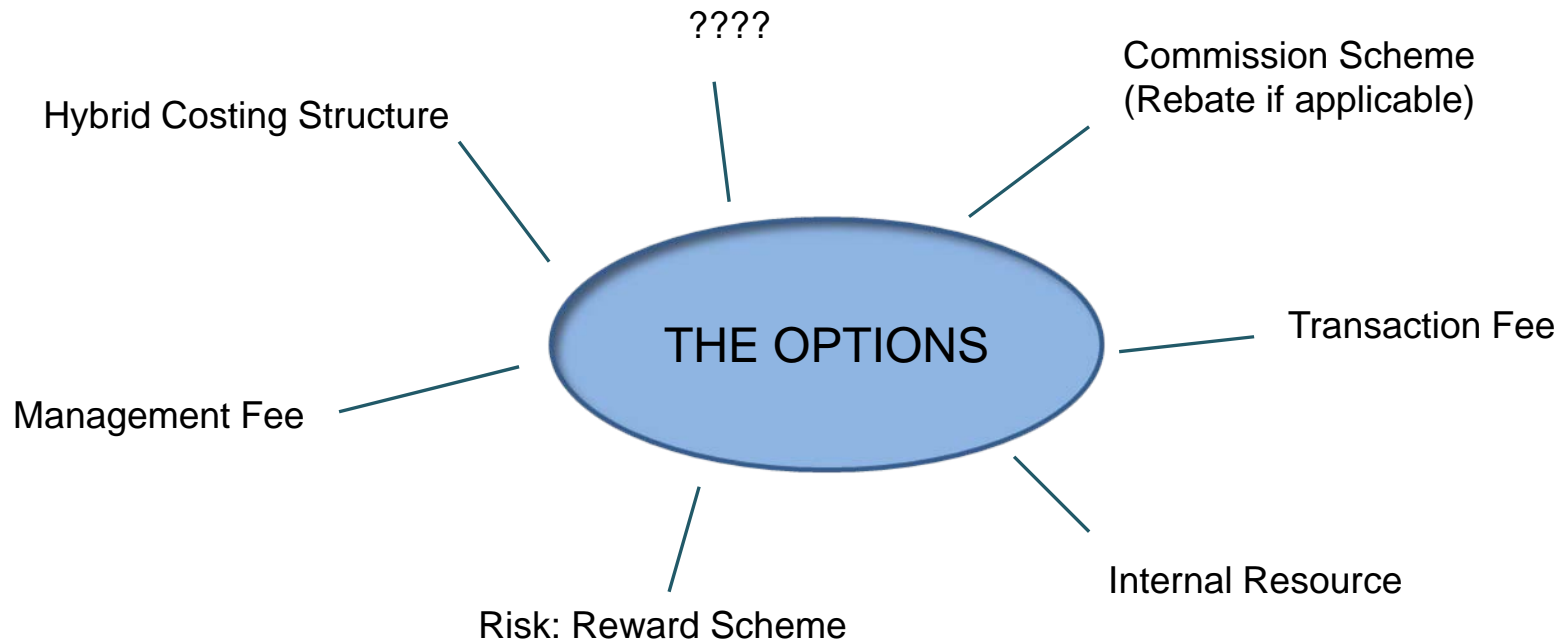
SCENARIO

Tip Tops UK

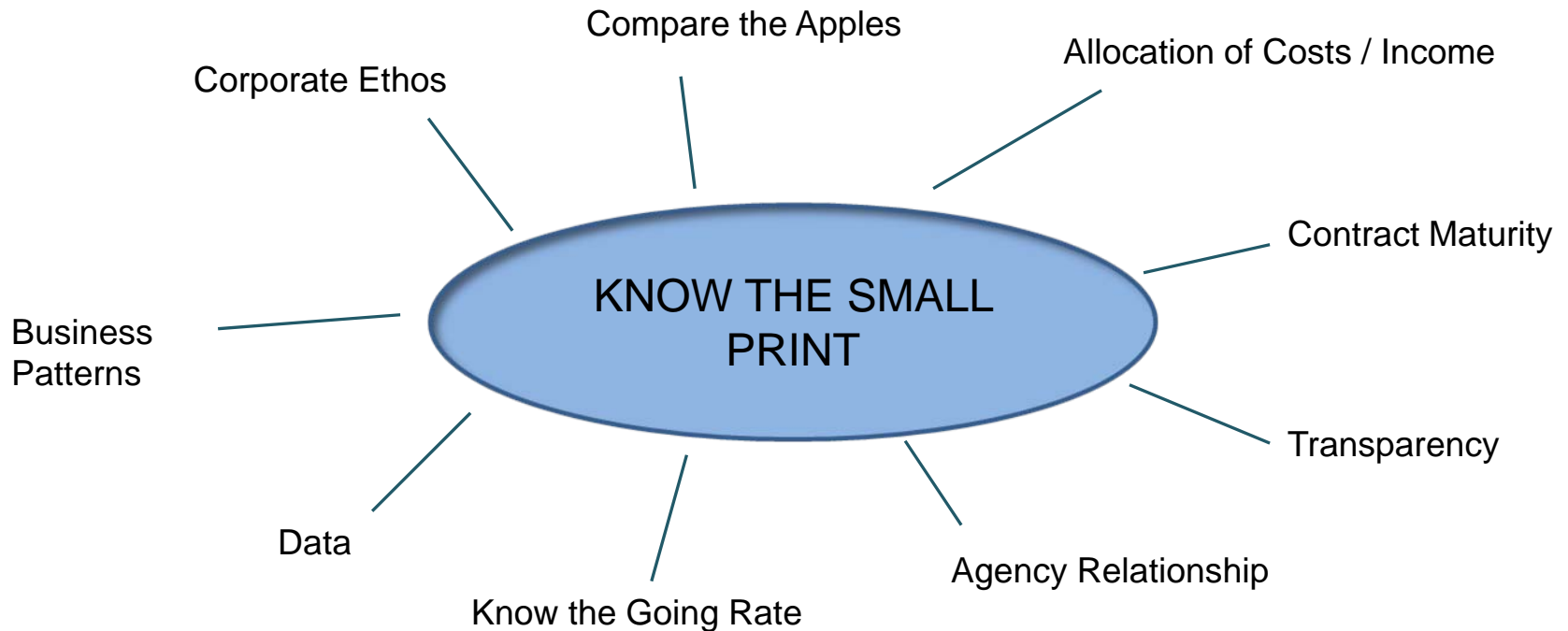
Breakdown	Spend (£400k)	No's	No of transactions
Accommodation	£160k	1,900 room nights	920
8hr Meeting	£ 90k	2,140 delegates	320
24hr Conference & Event	£150k	425 delegates	5

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

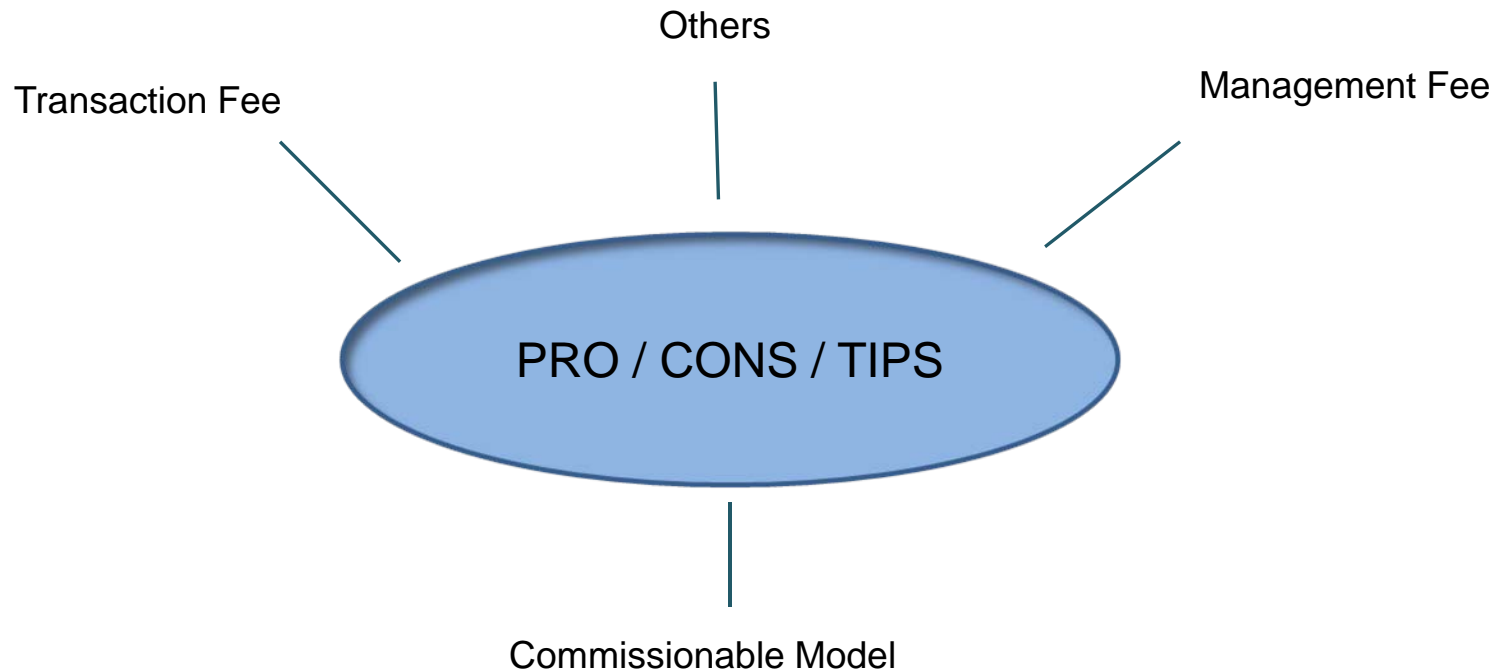
THE OPTIONS



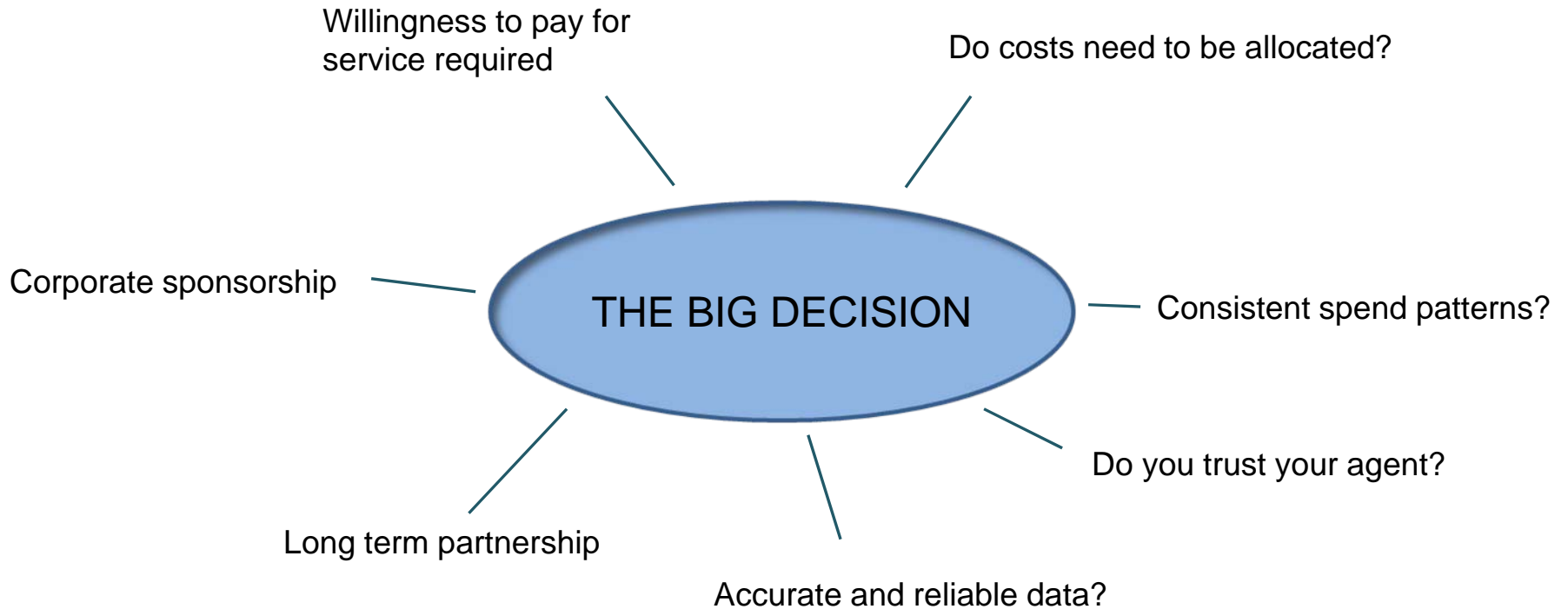
KNOW THE SMALL PRINT



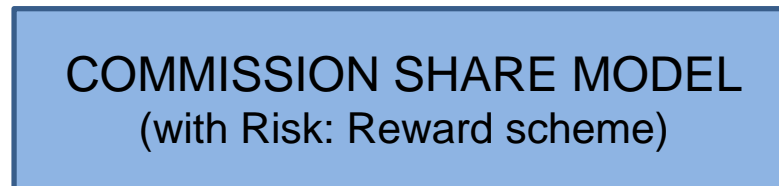
PRO / CONS / TIPS



THE BIG DECISION



THE BIG ANSWER



WHY

WHY?

- Variable demand over contract period
- Difficult to allocate and settle transaction fees
- Visibility of unit charge
- High value transaction fees
- Sporadic geographical demand
- No financial outlay

THANK YOU

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