



Total Trip Cost

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Who are KDS?

- **Global Software as a Service (SaaS) company**
- **Focused on our customers ROI and driving down T&E costs**
- **Market leadership built upon experience:**
 - >16 years in the Travel and Expense Industry
 - >16 years innovating with Cloud Technology
- **Delivering Total Trip Cost to KDS customers today!**
 - Consolidating bookings with expensed and invoiced costs
 - Providing full expected costs to decision makers before booking trips

What should be included in Total Trip Cost?



- **Booked costs**
 - Flights, Hotels, Cars, etc
- **Expenses incurred by travellers**
 - Cards & Cash, (general and unbundled)
- **What tends to get forgotten?**
 - TMC fees
 - Direct vendor invoices
 - Lodge card spend

What will we do with it?

- **Avoid unnecessary travel**
 - Include the likely total cost of trip in the approval process
 - Does the benefit of this trip outweigh the cost?
- **Drive more cost effective travel planning**
 - Index locations to drive cost effective behaviour
 - Analyse trends and forecast impact on budgets
 - Negotiate with airlines based on full cost
- **Eliminate errors and potential for fraud**
 - Remove the possibility that you pay more than you should or even pay twice!