

When is a Saving a Saving ?

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When is a Saving a Saving ?

- What is a Saving ?
 - Cost avoidance (=travel dollars you don't spend)
 - In a mature travel programme, you typically have more cost avoidances than cost reductions;
 - Cost avoidances are important and have to be made visible;
 - Cost reduction (=saving):
 - Getting more for the same price
 - Getting the same (or more!) at a lower price

When is a Saving a Saving ?

- Cost Avoidance through Demand Management
 - Best savings are the dollars you do not spend!
 - Q4 2008: « business critical » trips only; travel to be approved two levels up;
 - Results: in 2009, travel spend was cut by 55%;
 - Other ways of collaboration (audio- and web-conferencing/telepresence) were encouraged;

When is a Saving a Saving ?

- Traditional Savings Measurements:
 - Air Travel KPIs:
 - Cost per Mile
 - Most relevant if measured at the city-pair level, by carrier;
 - Online vs offline savings: « visual guilt »;
 - % Advance Purchase: 0-3 Days, 4-6 days, 7-13 Days;
 - % Restricted/non-refundable tickets;
 - Benchmarking: best measure of success:
 - similar organization, industry, air spend and travel policy;
 - Soft Savings: priority check-in, fast-track security, access to lounges;

Online vs Offline Savings

and "31/12/2009" and Currency In List (EUROPE CONSOLIDATED CURRENCY, EURO) and ((Vendor Type In List (ARC Airlines, Air Transport (Non-ARC)) and Primary Product Code Not In List (R)) Or (Vendor Type Not In List (COMMISSION, TRANSACTION FEES) and Primary Product Code In List (R))) and Preferred Vendor Status In List (Non-Preferred, Preferred))

View Filter:

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| Non-Directional Market Pair | Metrics | Total Net # of O&Ds | Net # of O&Ds - Online | Net # of O&Ds % - Online | Net O&D Amount - Online | Net Average O&D Cost - Online | Net # of O&Ds - Offline | Net # of O&Ds % - Offline | Net O&D Amount - Offline | Net Average O&D Cost - Offline | Net Average O&D Cost Variance | Net Average O&D Cost Variance % | Net O&D Savings |
|--|---------|---------------------|------------------------|--------------------------|-------------------------|-------------------------------|-------------------------|---------------------------|--------------------------|--------------------------------|-------------------------------|---------------------------------|-----------------|
| BAMAKO SENOU<->PARIS CHARLES DE GAULLE | | 28 | 25 | 89,29% | 13 149 | 525,95 | 3 | 10,71% | 3 069 | 1 022,87 | 496,92 | 48,58% | 12 423 |
| BROMMA<->BRUSSELS | | 912 | 573 | 62,83% | 84 223 | 146,99 | 339 | 37,17% | 57 010 | 168,17 | 21,18 | 12,60% | 12 138 |
| BRUSSELS<->PU DONG | | 164 | 30 | 18,29% | 14 952 | 498,39 | 134 | 81,71% | 101 094 | 754,43 | 256,05 | 33,94% | 7 681 |
| STOCKHOLM ARLANDA<->BRUSSELS | | 448 | 157 | 35,04% | 23 750 | 151,27 | 291 | 64,96% | 53 577 | 184,11 | 32,84 | 17,84% | 5 156 |
| BRUSSELS<->CHICAGO OHARE INTERNATIONAL | | 8 | 4 | 50,00% | 300 | 75,00 | 4 | 50,00% | 5 229 | 1 307,33 | 1 232,33 | 94,26% | 4 929 |
| BRUSSELS<->CHARLOTTE DOUGLAS INTERNATIONAL | | 133 | 37 | 27,82% | 24 251 | 655,43 | 96 | 72,18% | 73 096 | 761,41 | 105,98 | 13,92% | 3 921 |
| BRUSSELS<->JOHANNESBURG JAN SMUTS | | 16 | 11 | 68,75% | 11 232 | 1 021,05 | 5 | 31,25% | 6 726 | 1 345,26 | 324,21 | 24,10% | 3 566 |
| BRUSSELS<->PRAGUE RUZYNE | | 270 | 106 | 39,26% | 10 553 | 99,55 | 164 | 60,74% | 21 713 | 132,39 | 32,84 | 24,81% | 3 481 |
| GOTHENBURG LANDVETTER<->SKELLEFTEA | | 25 | 21 | 84,00% | 3 742 | 178,18 | 4 | 16,00% | 1 356 | 338,97 | 160,79 | 47,43% | 3 377 |
| DUESSELDORF<->VIENNA INTERNATIONAL | | 43 | 31 | 72,09% | 1 839 | 59,32 | 12 | 27,91% | 1 956 | 162,96 | 103,64 | 63,60% | 3 213 |
| BRUSSELS<->GEORGE BUSH INTERCONTINENTAL | | 23 | 8 | 34,78% | 3 618 | 452,25 | 15 | 65,22% | 12 395 | 826,35 | 374,10 | 45,27% | 2 993 |
| BRUSSELS<->MANCHESTER INTERNATIONAL | | 12 | 10 | 83,33% | 754 | 75,40 | 2 | 16,67% | 684 | 341,99 | 266,59 | 77,95% | 2 666 |
| STOCKHOLM ARLANDA<->DUESSELDORF | | 400 | 70 | 17,50% | 13 231 | 189,02 | 330 | 82,50% | 73 930 | 224,03 | 35,01 | 15,63% | 2 451 |
| DEFAULT AIR<->DEFAULT AIR | | 234 | 26 | 11,11% | 787 | 30,27 | 208 | 88,89% | 25 781 | 123,95 | 93,68 | 75,58% | 2 436 |
| BRUSSELS<->SAO PAULO GUARULHOS INTERNATIONAL | | 41 | 6 | 14,63% | 2 966 | 494,35 | 35 | 85,37% | 31 431 | 898,02 | 403,67 | 44,95% | 2 422 |
| LONDON HEATHROW<->PU DONG | | 6 | 2 | 33,33% | 313 | 156,43 | 4 | 66,67% | 5 283 | 1 320,84 | 1 164,41 | 88,16% | 2 329 |

Benchmarking

| Class of Service Benchmark by Market Pair | | | | | | | | | | | |
|---|------------------|----------------------|------------|------------|-----------|------------|------------|----------|-----------|-----------|-------------|
| Currency (Optional) : 2 | | | | | | | | | | | |
| Country (Point of Sale) : SWEDEN | | | | | | | | | | | |
| Industry Peer for Comparison : Manufacturing (<\$5M) | | | | | | | | | | | |
| Volume Peer for Comparison : \$3-\$10Million | | | | | | | | | | | |
| Top 100: By Segments or By Spend : By Segments | | | | | | | | | | | |
| Report Filter: | | | | | | | | | | | |
| Country (Point of Sale) In List (SWEDEN) and Set of Non-Directional Market Pair where (For Top 100 Period 1 # of Segments Highest 100) and Selected Client | | | | | | | | | | | |
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| Non-Directional Market Pair | Class of Service | Benchmark | Period1Avg | Period2Avg | AverageSe | Period1#of | Period2#of | SegmentU | Period1Co | Period2Co | CostperMilF |
| BROMMA-GOTHENBURG LANDVETTER | Business | Client Benchmark | 149,61 | 157,54 | -5,04% | 81 | 103 | -8,68% | 0,55 | 0,59 | -6,19% |
| BROMMA-GOTHENBURG LANDVETTER | Business | AMEX Aggregate | 157,85 | 164,69 | -4,15% | 31250 | 35260 | -3,77% | 0,57 | 0,61 | -6,30% |
| BROMMA-GOTHENBURG LANDVETTER | Business | Air Volume Benchmark | 150,47 | 175,48 | -14,25% | 2473 | 3595 | -6,25% | 0,54 | 0,65 | -16,80% |
| BROMMA-GOTHENBURG LANDVETTER | Business | Industry Benchmark | 154,89 | 164,13 | -5,63% | 1089 | 1093 | -5,56% | 0,56 | 0,61 | -8,38% |
| BROMMA-GOTHENBURG LANDVETTER | Coach | Client Benchmark | 109,13 | 108,77 | 0,33% | 147 | 130 | 8,68% | 0,37 | 0,4 | -8,26% |
| BROMMA-GOTHENBURG LANDVETTER | Coach | AMEX Aggregate | 99,36 | 106,53 | -6,73% | 26291 | 25446 | 3,77% | 0,36 | 0,4 | -9,59% |
| BROMMA-GOTHENBURG LANDVETTER | Coach | Air Volume Benchmark | 98,43 | 109,82 | -10,36% | 2445 | 2764 | 6,25% | 0,35 | 0,41 | -13,71% |
| BROMMA-GOTHENBURG LANDVETTER | Coach | Industry Benchmark | 99,36 | 107,07 | -7,20% | 1426 | 1144 | 5,56% | 0,36 | 0,4 | -10,19% |
| BROMMA-KALMAR | Business | AMEX Aggregate | 122,68 | 130,56 | -6,04% | 49 | 58 | -0,48% | 0,63 | 0,67 | -6,04% |
| BROMMA-KALMAR | Business | Air Volume Benchmark | 139,25 | 131,95 | 5,54% | 11 | 5 | 2,52% | 0,72 | 0,68 | 5,54% |
| BROMMA-KALMAR | Business | Industry Benchmark | 99,39 | 181,19 | -45,15% | 3 | 3 | 0,38% | 0,51 | 0,93 | -45,15% |
| BROMMA-KALMAR | Coach | Client Benchmark | 95,97 | 118,46 | -18,99% | 83 | 182 | 0,00% | 0,49 | 0,61 | -18,99% |
| BROMMA-KALMAR | Coach | AMEX Aggregate | 95,58 | 109,37 | -12,61% | 2271 | 2180 | 0,48% | 0,49 | 0,56 | -12,69% |
| BROMMA-KALMAR | Coach | Air Volume Benchmark | 99,26 | 117,28 | -15,37% | 223 | 224 | -2,52% | 0,51 | 0,6 | -15,37% |
| BROMMA-KALMAR | Coach | Industry Benchmark | 88,39 | 110,74 | -20,19% | 63 | 69 | -0,38% | 0,46 | 0,57 | -20,19% |
| BROMMA-MALMO STURUP | Business | Client Benchmark | 161,85 | 168,81 | -4,12% | 100 | 175 | -2,09% | 0,51 | 0,52 | -1,93% |
| BROMMA-MALMO STURUP | Business | AMEX Aggregate | 161,85 | 171,02 | -5,36% | 24112 | 34377 | -7,40% | 0,49 | 0,53 | -7,67% |
| BROMMA-MALMO STURUP | Business | Air Volume Benchmark | 167,66 | 181,35 | -7,55% | 3631 | 5544 | -7,34% | 0,51 | 0,56 | -10,42% |
| BROMMA-MALMO STURUP | Business | Industry Benchmark | 184,28 | 197,08 | -6,50% | 1250 | 1645 | -6,26% | 0,57 | 0,62 | -8,08% |

When is a Saving a Saving ?

- New Savings Measurements: ROI
 - Who is travelling, why are they going and what's the actual return on investment (“value”) of that trip ?
 - Requires the ability to capture the business purpose of each trip -> requires a robust data infrastructure all the way from travel authorisation process through to expense reporting system and invoice payment;
 - Once implemented, companies can fund trips that generate value and trim those that do not;