



Corporate travel management

The value of a global view

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“Bringing together your corporate travel profiles, systems and partners can have significant benefits for your travelers – and for your organization.”

Steve Elliott, Product Director, Corporate Solutions.

The world, we're often told, is getting smaller. Ever-expanding travel routes, more cost-effective travel options and the worldwide adoption of digital technologies are all erasing geographical boundaries, making it easier than ever for people to meet and collaborate.

For many businesses, the result is an increasingly globalized and complex corporate travel environment: more people traveling to more places in more ways and with more needs. And as this complexity grows, maintaining a global view – both of your traveler activity and of your corporate travel systems, suppliers and partners – becomes an increasing challenge.

If this view is lost, it becomes more difficult for corporate travel teams to make informed, strategic choices that balance travelers' needs with business objectives. It also makes it tough to keep tight control of corporate travel budgets. And yet many travel managers admit that they struggle to truly understand and utilize their corporate travel data, especially when that data is accessed via numerous, disparate systems and managed in conjunction with various travel partners.

The good news, however, is that this challenge can be solved. And if you do take steps to develop a truly global view of your corporate travel program, the world rapidly starts to look very different – for you and your travelers.

Achieving a global view

One solution is to introduce a single travel management technology that integrates with existing systems and brings together your travel management company (TMC) partners. Follow this route, and you can gain greater ownership and control of your corporate travel profiles – and take a valuable step towards managing your travel program, your way.

At this stage, corporate travel managers might start hearing alarm bells, reasoning that existing systems and partners already get people from A to B.

But, using a solution such as Travelport Universal Profile – which can work alongside multiple global distribution systems (GDSs), corporate booking tools and TMCs – ensures that the move to a single system can be straightforward. And once achieved, the benefits swiftly mount up. Using this technology you can achieve a global view of:

Your travel systems

Managing profile information in multiple systems is a common corporate travel headache, but introducing a single profile system can put you back in control, and generate significant cost savings. For instance, Travelport Universal Profile can incorporate a feed from your human resources department, enabling you to focus on providing the best service and support for travelers, eliminating the need for data to be entered into separate systems.

Your travel reporting

By consolidating transactions from multiple travel systems, you can develop a truly global view of your corporate travel program. This enables you to manage, report and analyze all relevant data more effectively, from expense management to duty of care, safety and security information. It also gives you more opportunity to develop business intelligence that reflects exactly what your travelers are doing.

Your travelers

Alongside the confidence that comes from having a holistic view of all corporate travelers, you can also develop the ability to offer enhanced levels of personalization. That personalization can be driven both by traveler preferences and by organizational policies; with travelers, agents and travel managers all able to access and update information online.

The result is a seamless travel experience that helps travelers feel informed, in control and more able to use self-service facilities, which can reduce the administrative burden on corporate travel teams. It also means travelers can get content and information how, when and where they want it – whether they need to change flights, find out which taxi provider to use or check expense policy.

Your travel management companies

Using a solution that enables you to centrally manage your travel profiles and link with multiple GDS solutions also gives you greater flexibility when working with TMCs.

This ensures you can access the best rates and choose the most effective travel suppliers, products, services and tools for your business from flights and hotels through to mobile itinerary solutions and meeting room booking apps.

It can also help to bring down barriers to change, as your choices are now placed firmly in your hands. In short, by accessing the widest range of relevant content, you can get much closer to achieving your ideal global travel program.





It's a small world

Embracing this kind of solution can also make life easier for corporate travel teams and for TMCs - who can respond to your needs with greater speed and efficiency than ever before.

Corporate travelers will love you for it too; as they increasingly demand more from their travel arrangements, you can respond by providing more effective support.

And if you count yourself among the many corporate travel managers who have spent recent years searching for a greater level of control, cost containment, choice and flexibility, a solution such as Travelport Universal Profile might help you feel that the world really is getting smaller - and more manageable - after all.

Travelport Universal Profile

Travelport Universal Profile is a comprehensive profile management solution that offers synchronization with major global distribution systems. Customizable via flexible profile hierarchies, custom profile fields and field groups, it enables you to centrally configure profiles and manage multiple TMCs - ending the need to rely on multiple systems.

Travelport Universal Profile offers a rich, intuitive experience for corporate travel managers and for travelers, while also enabling TMC staff to meet corporate customers' needs quickly and effectively. It's part of Travelport's suite of solutions designed for corporate customers.

For more information about Travelport Universal Profile contact a Travelport representative today at travelportmarketing@travelport.com or visit www.travelportcorporatesolutions.com

