# Guide to reducing corporate travel costs

As business travel returns in 2022, costs and complexity have increased. Budgets are being stretched as companies struggle to bring remote teams together and connect sales teams with prospective clients around the world. You may be paying too much for corporate travel and need to do more with less.

Increased demand for flights has led to higher fares and poor service, with 10,000+ cancellations happening each month. Increased labor costs and product costs are being passed onto travelers by hotels. Fewer cars and more expensive fuel prices are making car rentals more expensive. Travel management companies are charging onerous fees that aren't matched to the goals of your travel program.

Get more bang for your buck and an unparalleled traveler experience with Spotnana.

Save more with Spotnana
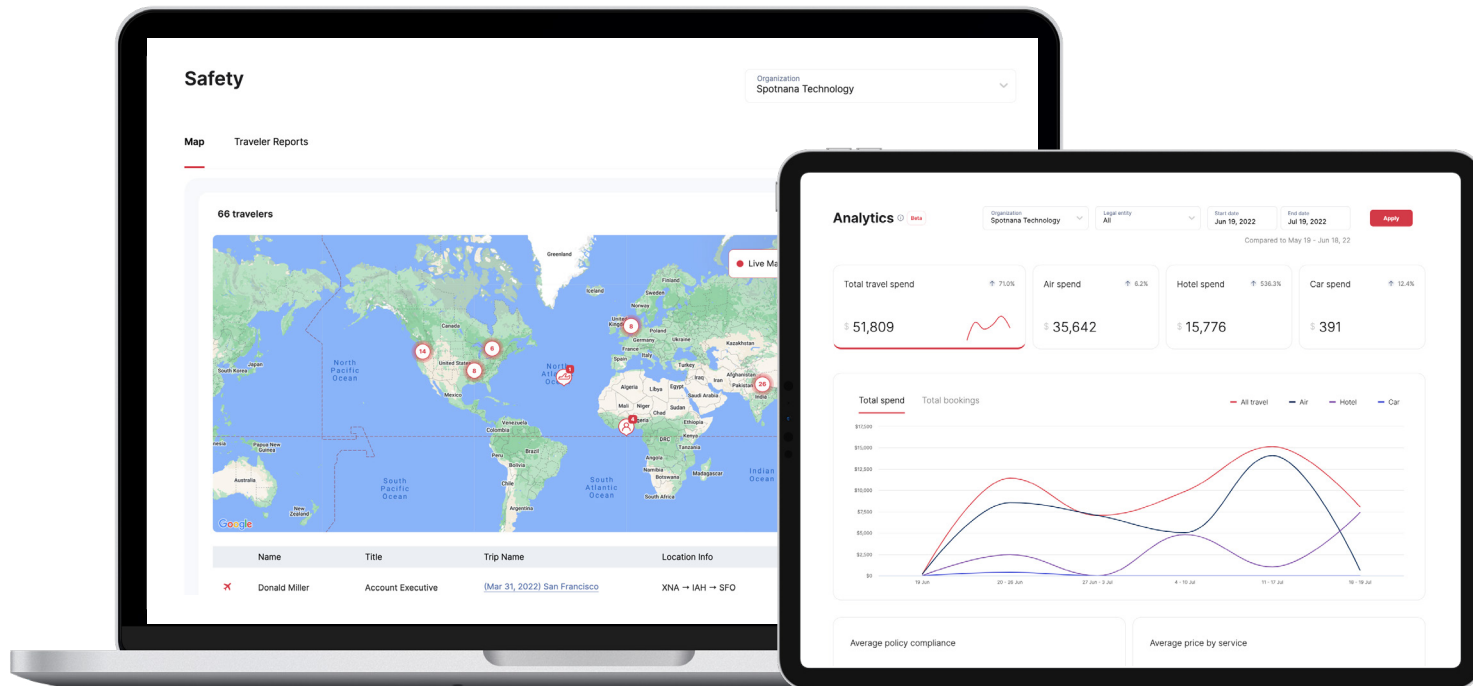
Savings

Pay-per-trip so your travel spending is in sync with your real-world usage. No extra fees for service, technology, or implementation.

Tools

Flexible travel policies, real-time analytics, and sustainability reporting are built-in to the Spotnana platform. Connect with any third-party providers you need.

Tip 1

Drive in-policy bookings with all the best, and most affordable, content

When your travelers book online, there's no guarantee they are seeing all available options at the best price.

In fact, online travel agencies and metasearch sites bias their results to make more money at your expense. They also don't have access to your negotiated rates and lead travelers to book outside of your policy, driving up costs. Research from the Global Business Travel Association (GBTA[1]) shows that two-thirds of business travelers who book out of policy always hunt for the best deal and more than half of them believe they find the best deal by shopping around.

Spotnana brings you all available content and unique options available directly from the supplier you can't get anywhere else, personalized to your travelers' preferences within your travel policy. This reduces leakage and makes sure your travelers stay in policy, increasing savings and getting them the best deals.

When all your travelers stay in policy with Spotnana, they get the best prices and you get access to analytics on travel spending that ensure your policy is working as intended.

1. GBTA: Out-of-Policy Business Travelers and Their Impact on the Bottom Line

Flights

Share link   NYC › LON   LON › NYC

Show out of policy offers   More sorting options

					BASIC	ECONOMY	PREMIUM	BUSINESS	FIRST
08:15 AM JFK John F. Kennedy Internationa... Virgin Atlantic Airways		06h 45m Non-Stop		08:00 PM LHR Heathrow Airport Details	$1,252	$1,402	$2,452	$8,262	– Sabre
08:15 AM JFK John F. Kennedy Internationa... Delta Air Lines • Operated by Virgin Atlantic Airways		06h 45m Non-Stop		08:00 PM LHR Heathrow Airport Details	$1,252	$1,689	$2,452	$7,227	– Sabre
08:15 AM JFK John F. Kennedy Internationa... KLM • Operated by Virgin Atlantic Airways		06h 45m Non-Stop		08:00 PM LHR Heathrow Airport Details	$1,269	$1,419	$2,486	$7,261	– Sabre
08:15 AM JFK John F. Kennedy Internationa... Air France • Operated by Virgin Atlantic Airways		06h 45m Non-Stop		08:00 PM LHR Heathrow Airport Details	$1,269	$1,419	$2,486	$8,236	– Sabre
07:55 AM JFK John F. Kennedy Internationa... American Airlines • Operated by British Airways		06h 50m Non-Stop		07:45 PM LHR Heathrow Airport Details	$1,366	$1,516	$3,586	$6,512	$5,586 FL|Sabre
07:55 AM JFK John F. Kennedy Internationa...		06h 50m Non-Stop		07:45 PM LHR Heathrow Airport	$1,380	$1,530	$2,871	$7,814	$9,166

Tip 2

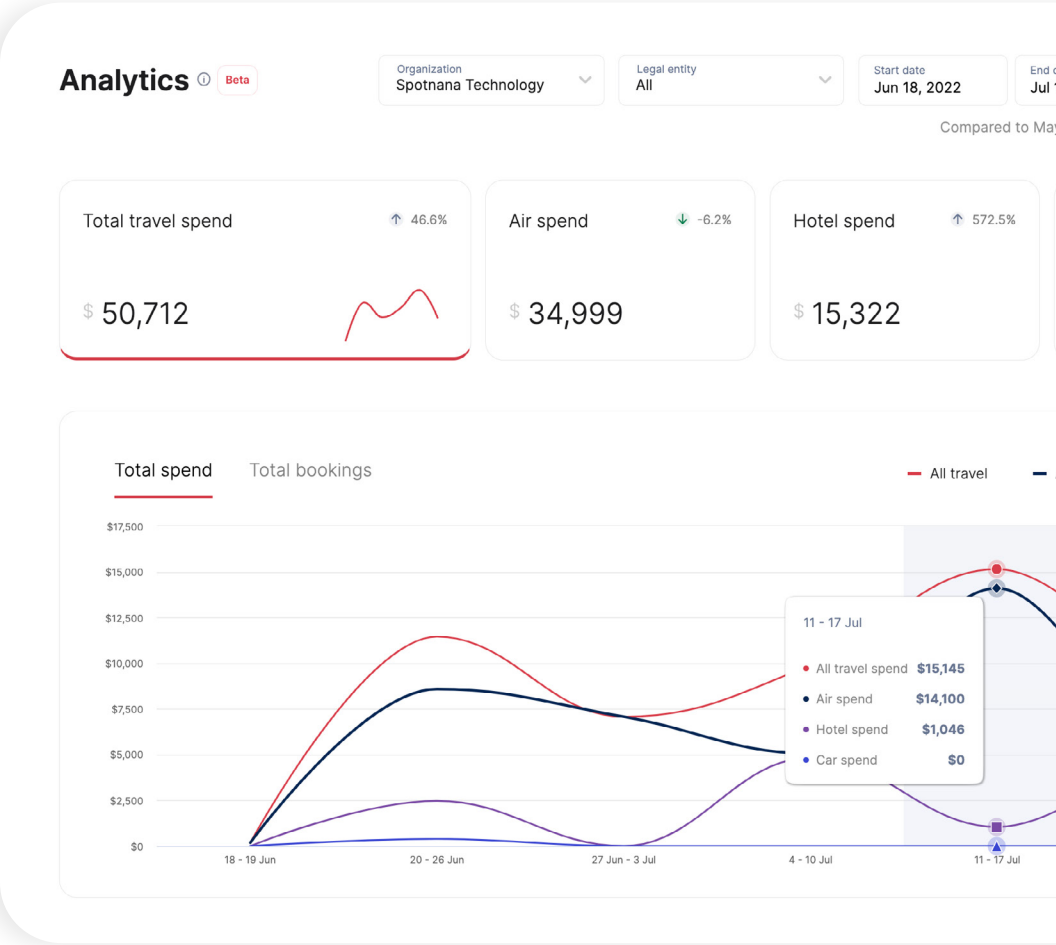# Make policy decisions based on real-time insights

If you are reacting to expensive trips after they happen, it's already too late. With increased demand for travel in 2022, it's vital to stay on top of emerging pricing trends and ensure your travel policy keeps pace.

It's estimated the travelers who book inside policy lead to 8 percent savings per trip, according to research, which adds up across your workforce. With 89% of business travelers now willing to travel[1], up from 22% in April 2022, building the right travel policy is essential to controlling costs while providing the best experience.

Spotnana's real-time travel insights dashboard gives you instant updates on traveler spend and behavior, allowing you to prevent expensive trips from happening. Our policy engine is also dynamic, allowing you to set rules for specific types of trips or limit spending with specific suppliers.

This allows you to prioritize the most economical routes based on timely data while understanding which teams and types of travelers may need more robust policy rules.

1. Business Travel News: GBTA Survey: Travelers Willing, Suppliers Optimistic

Analytics (i) Beta

Organization: Spotnana Technology
Legal entity: All
Start date: Jun 18, 2022
End: Jul

Compared to May

Total travel spend ↑ 46.6%
$ 50,712

Air spend ↓ -6.2%
$ 34,999

Hotel spend ↑ 572.5%
$ 15,322

Total spend | Total bookings

All travel

$17,500
$15,000
$12,500
$10,000
$7,500
$5,000
$2,500
$0

11 - 17 Jul
● All travel spend $15,145
● Air spend $14,100
● Hotel spend $1,046
● Car spend $0

18 - 19 Jun | 20 - 26 Jun | 27 Jun - 3 Jul | 4 - 10 Jul | 11 - 17 Jul

Tip 3

Drive savings through negotiated fares and rates

You've built relationships with suppliers to save money and give your travelers the amenities they need but your travelers book whatever they want instead, missing out on savings and included amenities.

Research shows that travelers who book inside policy with negotiated rates can save between 14% to 25% on travel costs[1].

Spotnana is compatible with all your negotiated agreements and can present them to your travelers seamlessly. By minimizing leakage with all your travelers booking on one global platform, you're able to improve your ability to negotiate your rates. You can also use Spotnana's negotiated rates, increasing savings on routes and rates you haven't negotiated.

This is where Spotnana's intelligent policy engine can help the travel program owner design a policy that makes sense in the real world.

1. GBTA: Out-of-Policy Business Travelers and Their Impact on the Bottom Line
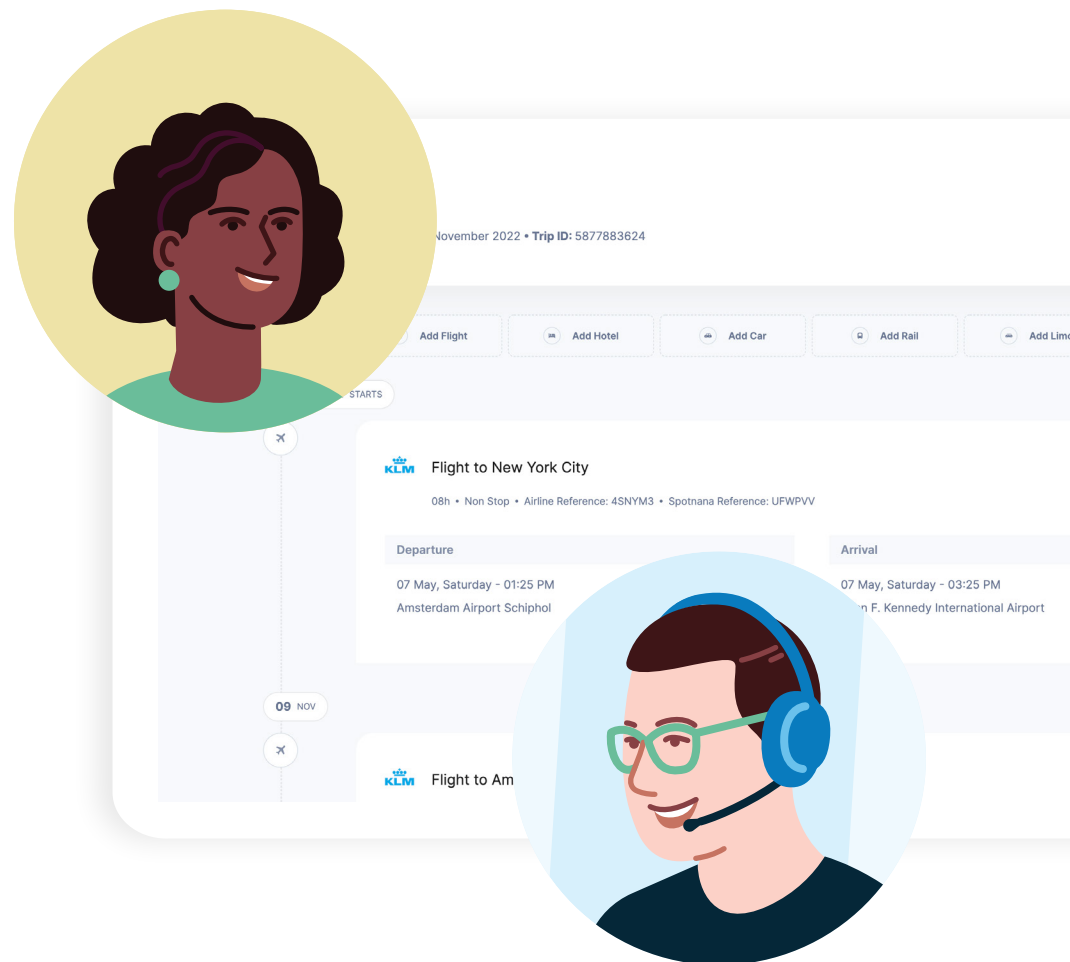
Tip 4

Pay for service based on usage

Travel disruptions are out of control in 2022. Receiving service from your travel management company incurs additional charges, you're being charged for what should already be included.

With a traditional travel management company, you pay for both booking and any service a traveler needs. You must navigate a complex menu of fees that depend on how a trip is booked, without any transparency for the traveler on added costs. Calling an agent to service a trip often costs more than $50 per call, which adds up quickly in an age of widespread airline delays and cancellations.

If travel volume is reduced, as well, companies still have to pay technology and threshold-based spending fees based on their travel management agreements.

Spotnana only charges a per trip fee, period. All service over any channel is included, along with no implementation fees, technology fees, or volume-based guarantees. No matter how complex a trip is, or how a trip is booked, you are only charged once. This ties your spending on fees to the amount you save overall and how often your employees take a trip.

November 2022 • **Trip ID:** 5877883624

Add Flight · Add Hotel · Add Car · Add Rail · Add Lim

STARTS

KLM Flight to New York City

08h • Non Stop • Airline Reference: 4SNYM3 • Spotnana Reference: UFWPVV

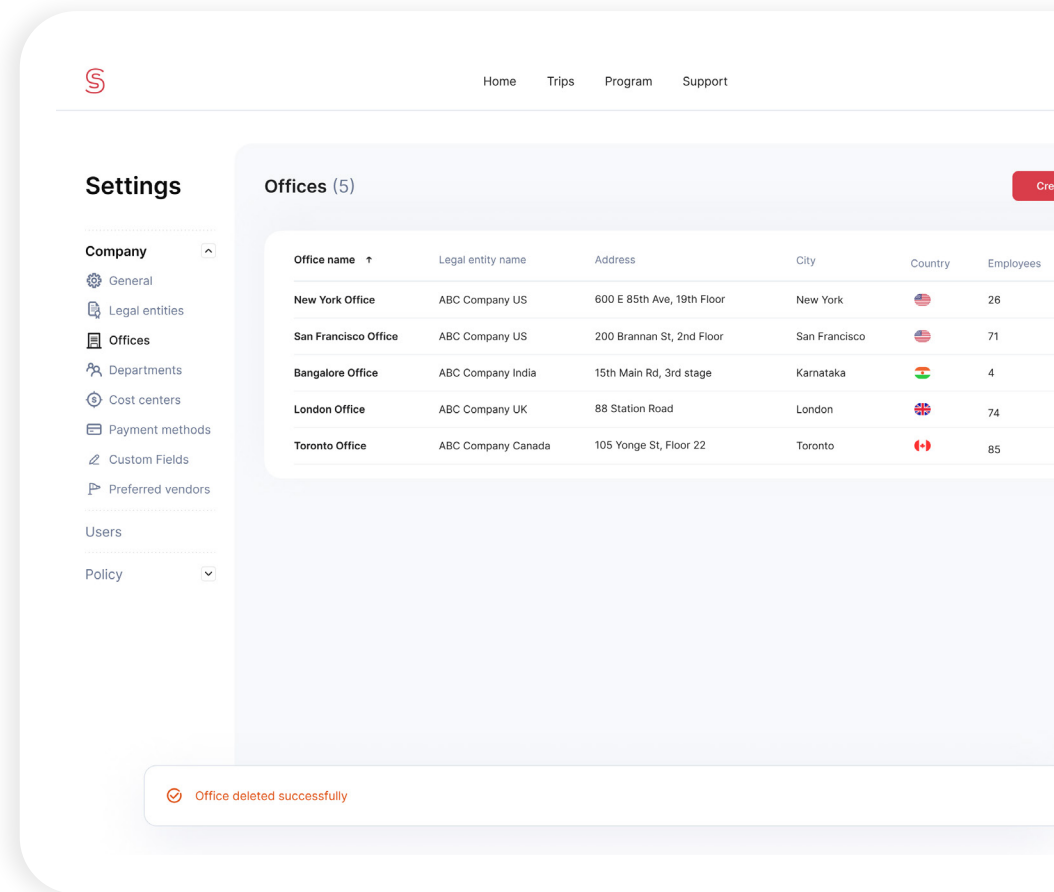| Departure	Arrival
07 May, Saturday - 01:25 PM	07 May, Saturday - 03:25 PM
Amsterdam Airport Schiphol	n F. Kennedy International Airport

09 NOV

KLM Flight to Am

Tip 5

Serve all your offices on one platform

If all your offices are on different travel management platforms, you don't have a unified holistic view of your company's travel spending and behavior. You're also being charged differently in each market for booking and service, leading to a cascade of costs with little visibility before the end of each month.

With a complete view of your company's corporate travel, you'll be able to negotiate savings with your top suppliers of up to 25 percent for hotels and ensure all travelers are purchasing the right trip options.

Spotnana allows all your travelers to use the same platform, giving you the ability to receive instant global insights and set guardrails on spending worldwide. We connect to your HR feed to make deployment possible in days or weeks, not months.

You can also set global policy rules for different employee types, teams, and offices. This gives travel managers the ability to not just simply manage their global travel policy from one central dashboard but make intelligent, instant tweaks to maximize your program.

| | Home | Trips | Program | Support |

Settings — Offices (5)

Company
- General
- Legal entities
- Offices
- Departments
- Cost centers
- Payment methods
- Custom Fields
- Preferred vendors

Users

Policy

Office name ↑	Legal entity name	Address	City	Country	Employees
New York Office	ABC Company US	600 E 85th Ave, 19th Floor	New York	🇺🇸	26
San Francisco Office	ABC Company US	200 Brannan St, 2nd Floor	San Francisco	🇺🇸	71
Bangalore Office	ABC Company India	15th Main Rd, 3rd stage	Karnataka	🇮🇳	4
London Office	ABC Company UK	88 Station Road	London	🇬🇧	74
Toronto Office	ABC Company Canada	105 Yonge St, Floor 22	Toronto	🇨🇦	85

⊘ Office deleted successfully

It's time to switch to a travel management platform that puts travelers first.

Spotnana is the future of travel. We are rebuilding the infrastructure of the travel industry in order to bring freedom, simplicity, and trust to travelers everywhere.

Our Travel-as-a-Service platform enables corporations, agencies, suppliers, and technology providers to deliver unparalleled travel experiences, lower operating costs, and build deeper customer relationships.

To find out more about how Spotnana can help revolutionize your travel program, visit our website or sign up for a demo by clicking below.

SPOTNANA