

Der Mix macht's



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Effektives Travel Management
in einem dynamischen Umfeld:

Optimierung



VorstellBar



VorstellBar

- in rund 150 Ländern und Regionen
- 22.000 MitarbeiterInnen
- 20,5 Mrd. USD Jahresumsatz im Jahr 2006
- mehr als 40 Millionen Online- und Offline-Transaktionen pro Jahr
- No 1 in Europa, der Region Asien und Pazifik und Lateinamerika
- No 2 in Nordamerika



UnterscheidBar

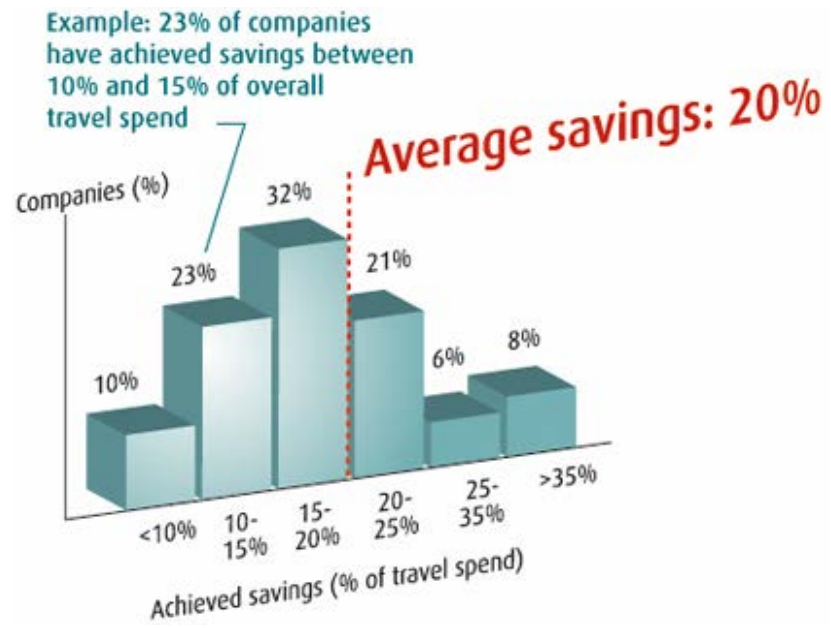


UnterscheidBar





KostBar

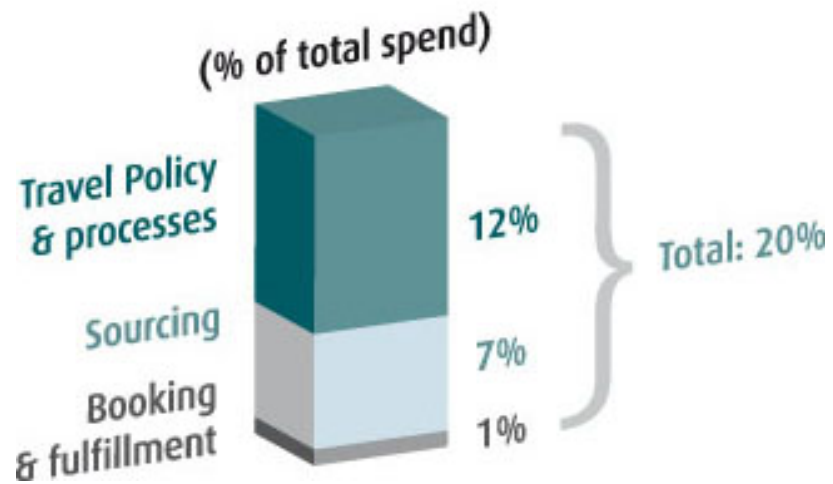


MachBar



MachBar

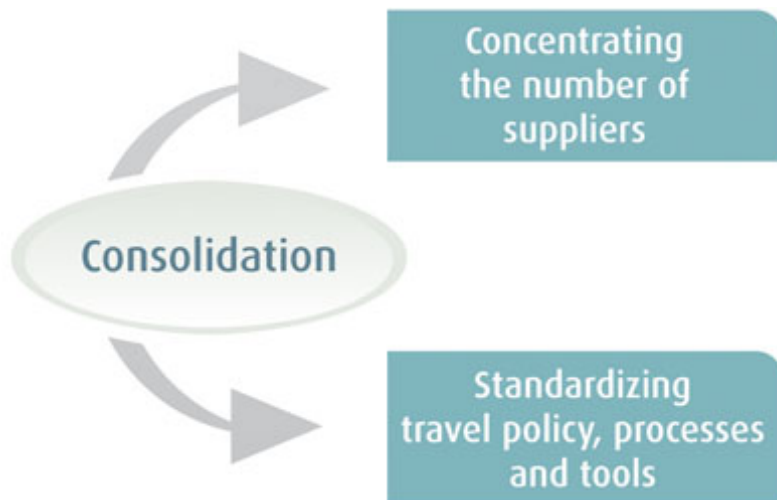
Breakdown of total savings



FokussierBar

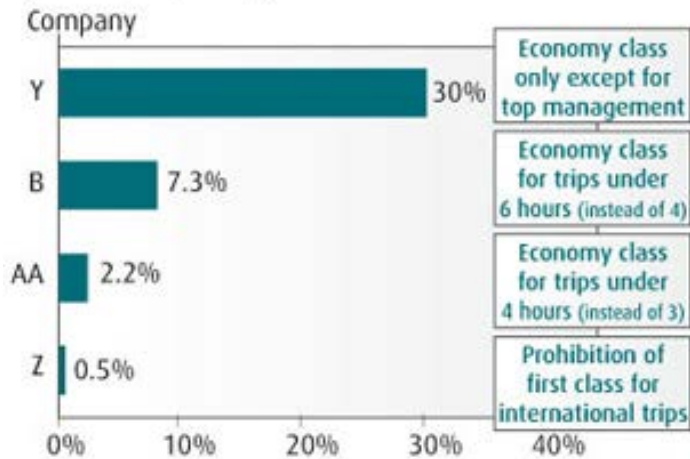


FokussierBar

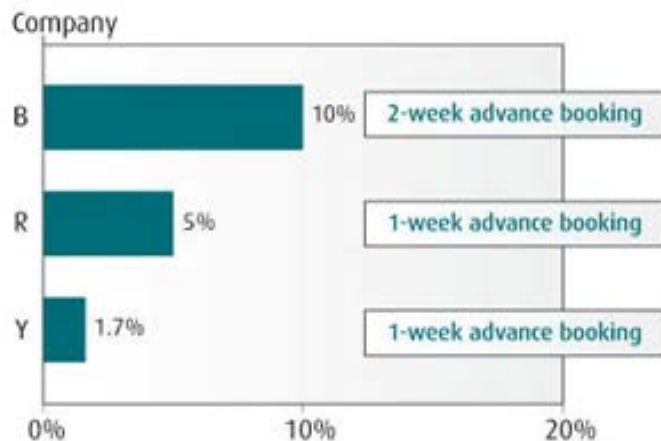




Examples of savings from standardizing class rules (% of air spend)



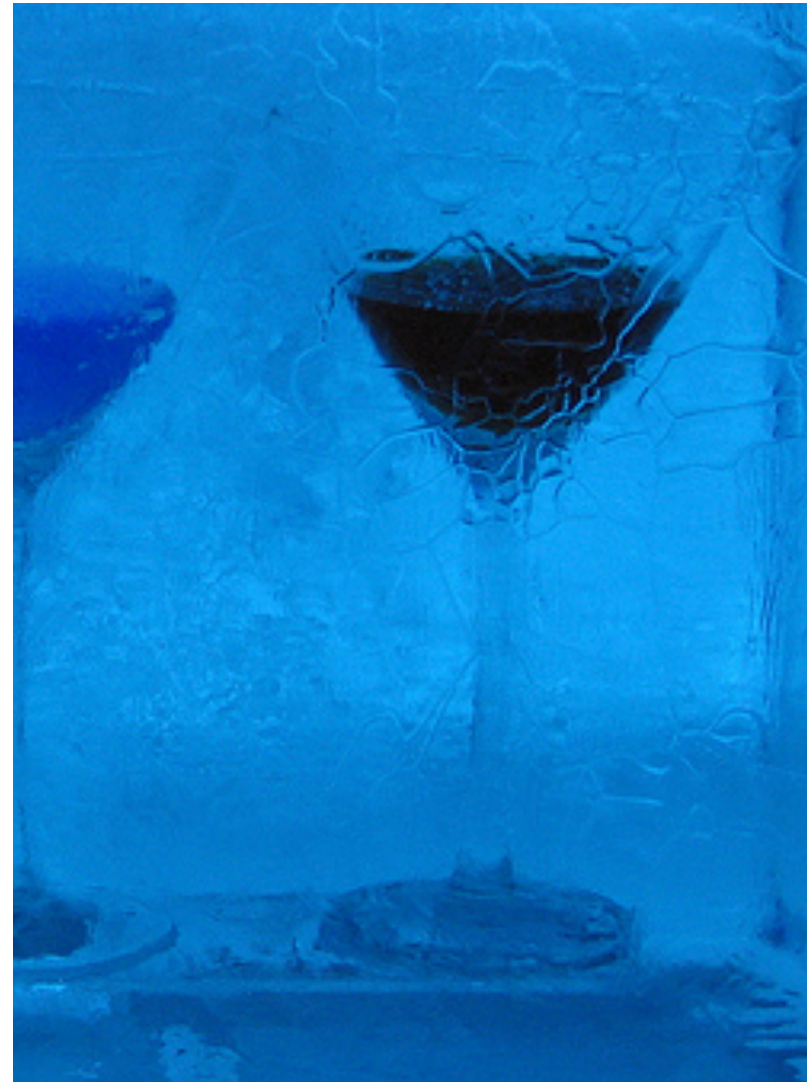
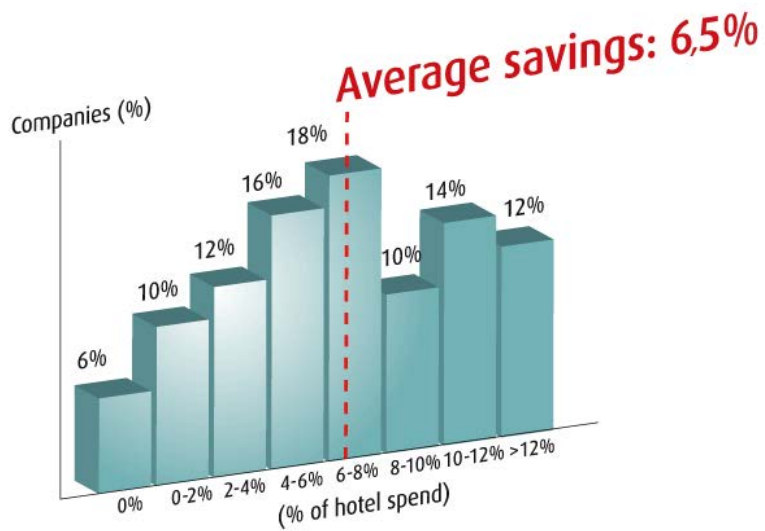
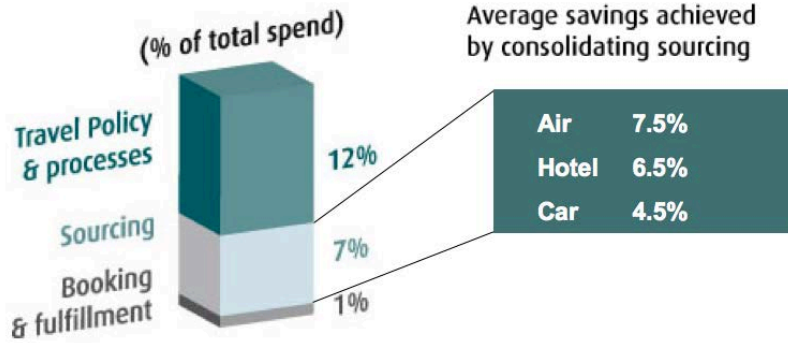
Examples of savings from enforcing advance booking (% of air spend)



VerhandelBar



VerhandelBar



SichtBar



SichtBar



Carlson Wagonlit Travel
Program Management Center

GLOBAL REGIONAL NATIONAL Home Reporting Center Program Documents News & Information Traveler Portal PERSONALIZE | LANGUAGE | HELP

Netherlands, ABC Company

Alerts (UPDATING...)
London terror threat. [X]
Same Plane Alert. [X]
LAX shutdown. [X]
[LOCATE TRAVELERS](#)

My Account Manager
Lisa Jones
ljones@carlsonwagonlit.com
+01-612-333-5353

Industry News (CURRENT) (EDIT PORTLET)
London terror threat. [GO >]
Hilton Hotels providing additional incentives for business travelers between 15-May-2006 through 15-Aug-2006. [GO >]
New deals on Marriott contracts. [GO >]
New regulations for carry-on items now posted on TSA web site. [GO >]
Business Class tickets through Delta Airlines now reduced. [GO >]
Heat advisory issued in Midwest. [GO >]
Partial New York City blackout. Travelers advised of possible security alert. [GO >]

Reports (PREV | NEXT) (EDIT PORTLET)
Average Ticket Price / Cost per Mile Analysis
[Bar chart showing data for 2002, 2003, 2004, 2005, 2006]

Data Availability (EDIT PORTLET)

Country	Date	Status
Netherlands	23-June-2006	Green
Germany	13-June-2006	Red
France	01-July-2006	Green
Canada	03-July-2006	Green
United States	25-June-2006	Green

Program Tracking Metrics (EDIT POR)
Policy Compliance
Preferred Hotel Compliance: 87%
% Wrong Class of Service: 65%
Non-Compliant Travelers: 12%
Spend
Performance Indicators
Market Share
Credit Card
Agency Air Booking Compliance % YTD: 50%
Agency Hotel Booking Compliance % YTD: 66%

Eight Levers Initiatives (EDIT POR)
Online Tools
Hotel
Meetings & Events
Air
Program Compliance
Consolidation & Globalization

SichtBar MessBar



Carlson Wagonlit Travel
 Travel Management Dashboard - Quarterly
 Current Period: 01-Jan-2007 To 31-Dec-2007
 Report To Date: 01-Jan-2008 To 31-Dec-2008
 Page: 1

Carlson Wagonlit Travel
 CWT Discovery web reporting

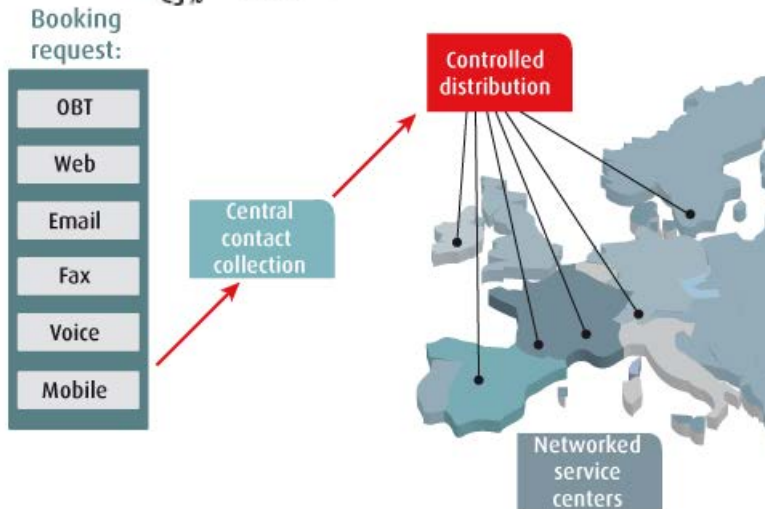
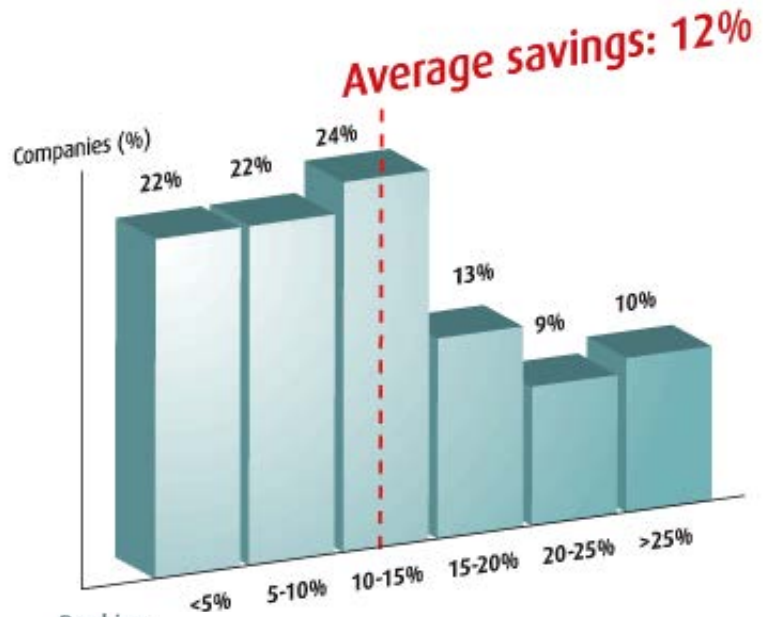
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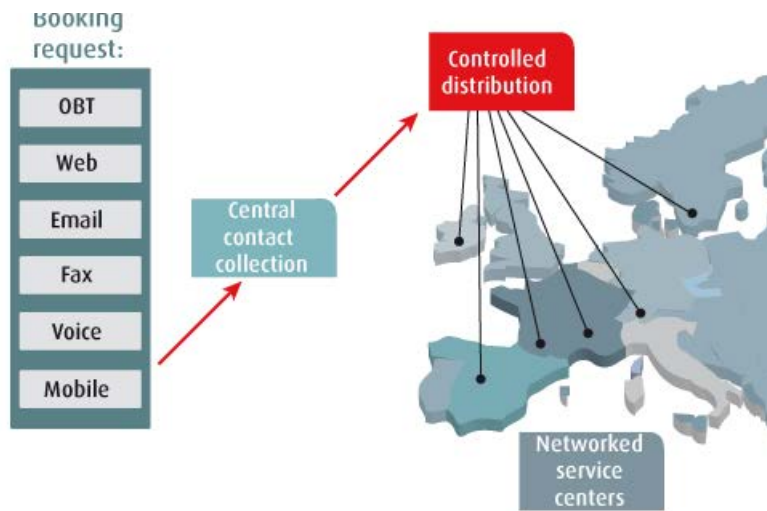
3C COMMUNICATIONS INT.-LU - OIQ
 Traveller Location Air - Rail - Hotel Detail
 Travel Date Range: 09-Jan-2007 To 13-Jan-2007
 Page 1

City Pairs	2005 KM	NOx	CO2	CO	2006 KM
AMSTERDAM/NAIROBI	860 366	576 445	165 190 289	197 884	580 234
CAPE TOWN/LONDON	773 736	518 403	148 557 297	177 959	406 211
JOHANNESBURG/LONDON	988 113	662 035	189 717 628	227 266	688 950
SYDNEY/VIENNA	606 101	406 087	116 371 324	139 403	893 204
LONDON/SYDNEY	1 003 150	672 111	192 604 869	230 725	782 112
BRUSSELS.COPENHAGEN	937 553	628 161	180 010 183	215 637	1 084 361
BARCELONA.COPENHAGEN	1 041 642	697 900	199 995 353	239 578	1 087 507
COPENHAGEN.ZURICH	1 087 097	728 355	208 722 569	250 032	934 494
COPENHAGEN.LONDON	1 924 480	1 289 401	369 500 131	442 630	1 978 885
FRANKFURT.LOS ANGELES	1 881 228	1 260 423	361 195 837	432 683	1 983 672
FRANKFURT/MIAMI	806 429	540 308	154 834 405	185 479	527 292
FRANKFURT.SAN FRANCISCO	1 837 287	1 230 982	352 759 014	422 576	1 919 553
FRANKFURT.WASHINGTON	523 404	350 681	100 493 661	120 383	353 287
LOS ANGELES.MUNICH	422 723	283 224	81 162 800	97 226	518 803
MUNICH.SAN FRANCISCO	603 441	404 305	115 860 666	138 791	763 731
AMSTERDAM.DETROIT	467 479	313 211	89 755 941	107 520	435 886
AMSTERDAM.HOUSTON	490 554	328 671	94 186 278	112 827	386 010



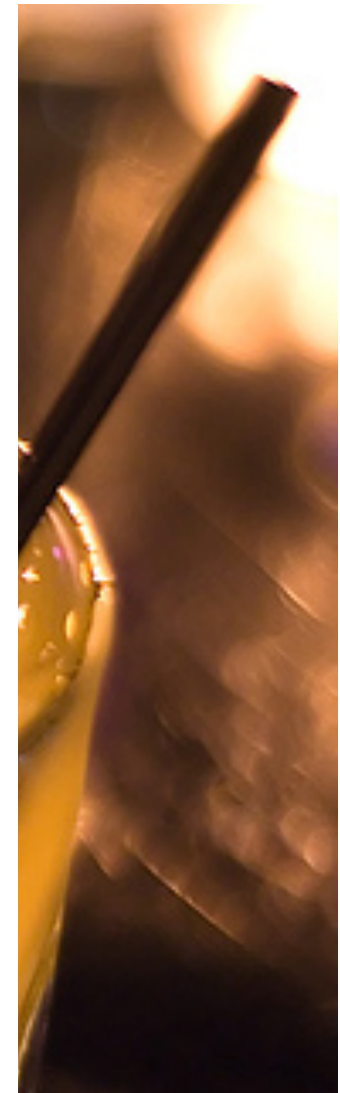
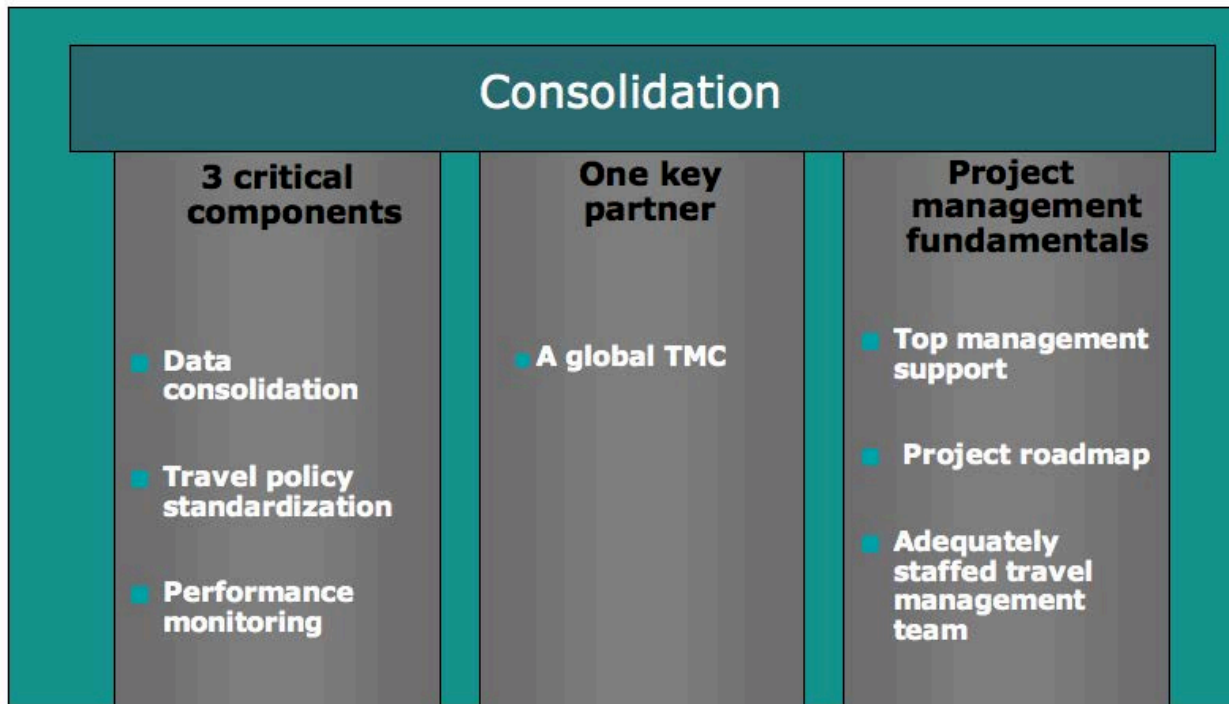


SteuerBar



WunderBar





AchtBar



AchtBar

1.  bestmöglichen **Service** für **Geschäftsreisende** und **Transaktionsprozesse** bieten
2.  **Hotelausgaben** erfassen
3.  **Flug- und Bahnausgaben** weiter optimieren
4.  **Einhaltung des Firmenreiseprogramms** verbessern
5.  **Konsolidierung des Travel Managements** vorantreiben
6.  **Sicherheit** auf höchstem Niveau bieten und **als Unternehmen soziale Verantwortung** übernehmen
7.  **Meetings und Events** als Ziel für Einsparung in Angriff nehmen
- Acht.  **Messbare Leistungsindikatoren** entwickeln



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Effektives Travelmanagement
in einem dynamischen Umfeld:

Optimierung



DankBar



DankBar



VersichererBar

AbsichererBar

WunderBar

BemerkBar

MachBar

DenkBar

Vorzeig**Bar**

DankBar

Demonstrier Bar

RealisierBar

FinanzierBar

LokalisierBar

BerichtBar

ErzählBar

AchtBar

PlanBar

BezahlBar

VorstellBar

Internatio- nalisierBar

SpürBar

HörBar

Konsolidier

Bar

Standardartisiere

Bar

SichtBar

KostBar

SparBar

AnalysierBar

Verstell**Bar**

Einstell**Bar**

FokussierBar

Konfigurier Bar

ÜberprüfBar

MessBar

BuchBar

AdaptierBar

KombinierBar

KalkulierBar

GarantierBar

TerminierBar

IntegrierBar

ErfassBar

ErfassBar

LesBar

Visualisier Bar

SteuerBar

CocktailBar

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