



MasterCard



Dear Travel Professional,

MasterCard is pleased to sponsor the 2016 Business Travel Buyer's Handbook. This annual guide serves as a valuable resource for helping Corporate Travel Managers stay current with the latest trends and best practices in the rapidly evolving world of business travel.

At MasterCard, we recognize that managing business travel has become increasingly complex. With briskly changing technology, tightening of travel budgets, heightened security concerns, and growing diversity of business traveler profiles, the approach to managing travel programs must be more dynamic than ever.

The need for data—and more importantly, global insights—is the catalyst for the much of the work we do to support our corporate customers. With MasterCard's proprietary Smart Data suite of solutions used by over 60% of Fortune 500 companies, travel buyers can easily gain visibility of their entire program at a regional, national, or global level.

And at the most fundamental level, one of the first steps in program optimization is to maximize the capture of spend on your corporate card program. According to RPMG Research, best-in-class corporate card programs capture 94% of spend—which not only maximizes rebate but also generates the enhanced data that provides the spend insights needed to fully optimize your program.

MasterCard strives to use our technology every day and everywhere to make payments safe, simple and smart. We provide innovative solutions that help drive operational efficiencies and employee satisfaction. And all our products and services are built on unsurpassed merchant acceptance at over 40 million merchant locations worldwide, ensuring that employees can rely on MasterCard wherever their travels may take them.

We are proud to support this Handbook and hope you find the content useful for optimizing your corporate travel program.

Best regards,

A handwritten signature in black ink, appearing to read 'David Peraino'.

David Peraino
Senior Vice President and Group Head
Global Commercial Product Management