

Did you choose the right TMC?

Moderator: Gill Upton, Editor-in-Chief, The Business Travel Magazine

Panellists:

Paul Wait, CEO, GTMC

Robert Daykin, Director & Travel Category Specialist, Corporate Travel Partners

Alexander Glavas, Travel Manager, H&M

Nathalie Ansermoz, Global Category Manager Travel & Entertainment, Bacardi



Paul Wait, CEO, GTMC

Business travel essential to company growth

Business travellers are
valuable company assets



Dynamic marketplace

Business travel is affordable



It's a 24/7 connected world



Did you choose the right TMC?

Robert Daykin

Director & Managing Consultant
Corporate Travel Partners Limited

www.thectp.co.uk



What did you compare?



Robert advised buyers to consider which types of TMC they are comparing to each other, as they vary



And get the melon?



“It looks good from the outside, but you won’t know how it really is until you look inside”



Do you follow the seven steps to success?

7. IMPLEMENT AGREEMENT

6. NEGOTIATE AGREEMENT

5. CONDUCT TENDER

4. SELECT SUPPLIERS

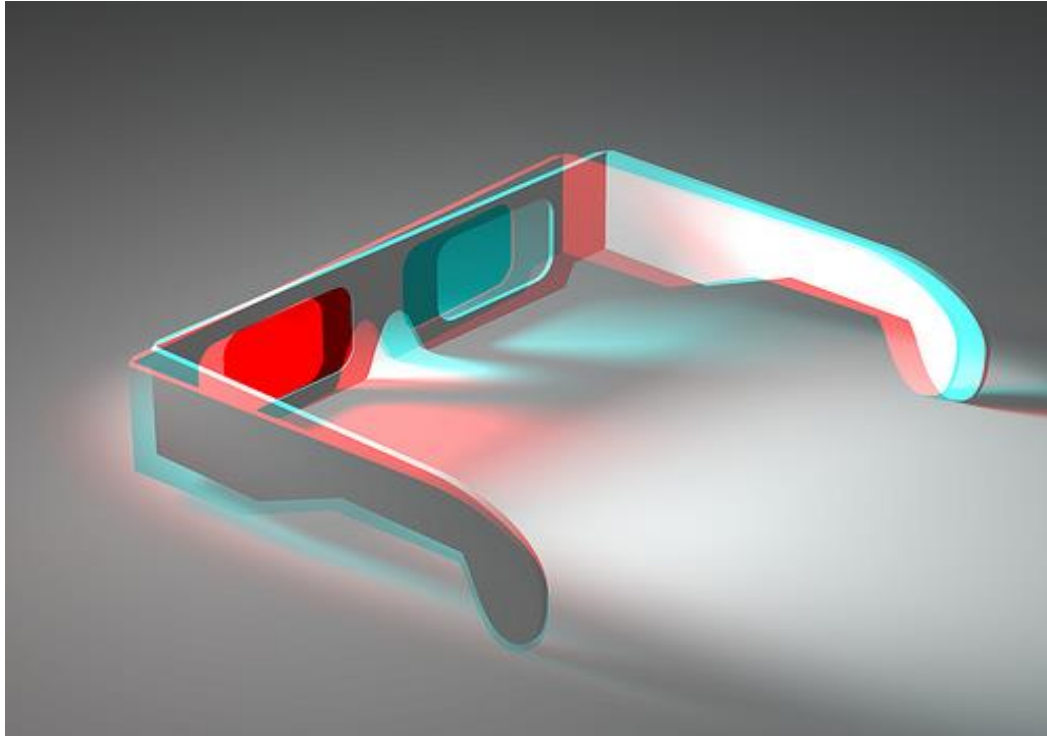
3. DEVELOP STRATEGY

2. DEFINE REQUIREMENTS

1. INITIATE PROGRAMME



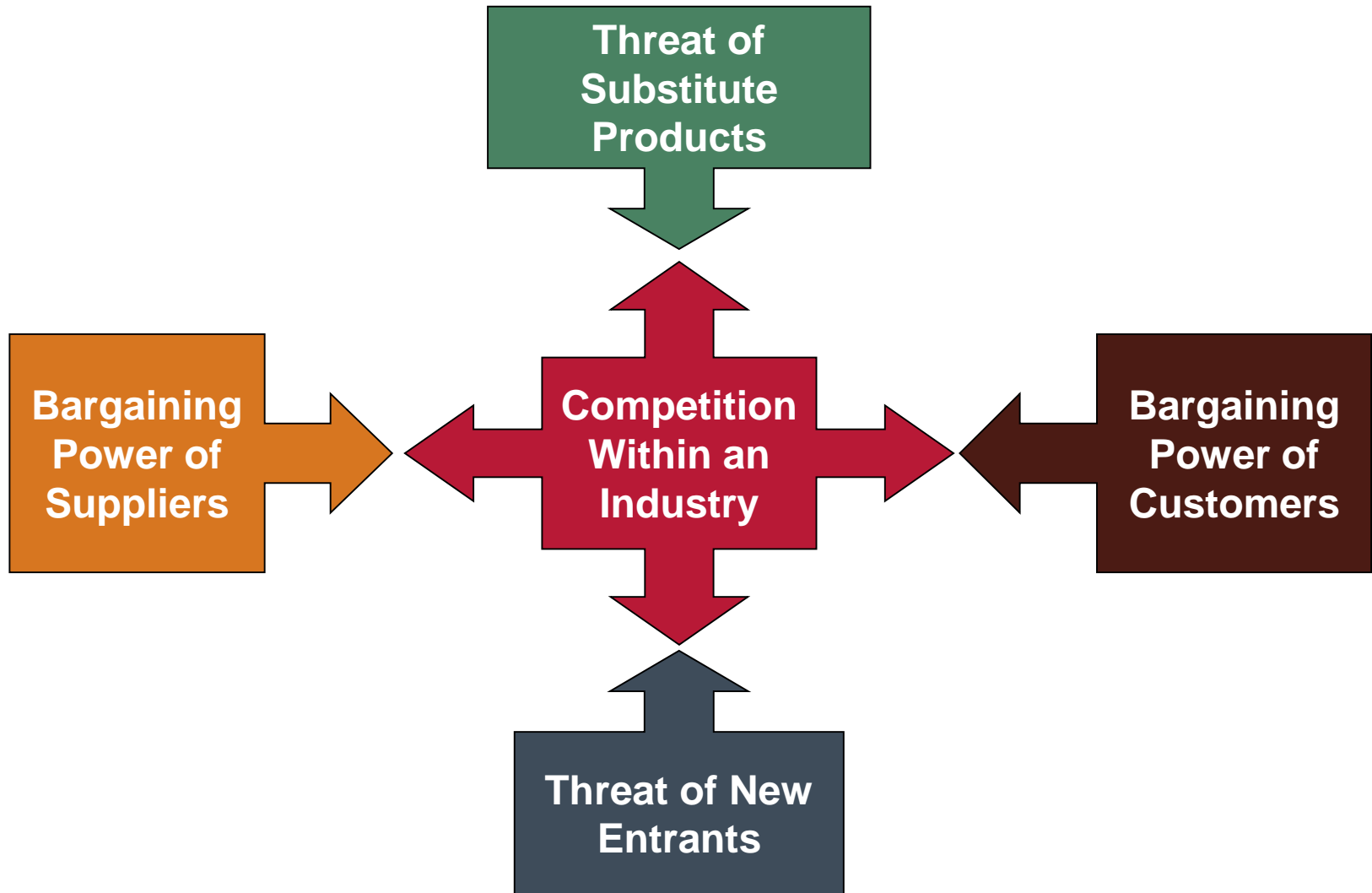
Do it in 3D



Define
Design
Deploy



There are five forces that can impact the travel programme



2 BIG OR 2 SMALL?



Robert advised delegates to consider the size of their business and the size of the TMC they are looking to use



'VALUE' OR 'SAVINGS'?



The critical 3 C's



Capability



Culture



Cost



It's a numbers game!

- 7 steps
- 3D
- 5 forces
- 2 big or 2 small
- 1 value
- 3 C's
- Don't end up with the melon!

