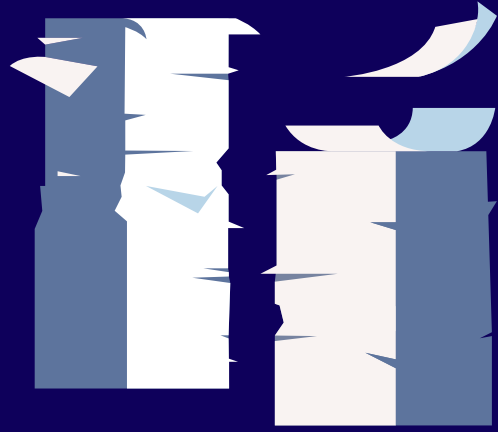


THE QUANTIFIABLE TRUTH BEHIND THE CORPORATE TRAVEL RFP PROCESS

There are...

700+ FIELDS

included in a Gold Standard GBTA RFP Template



6-8 MONTHS

The time sellers spend on the RFP process vs. high-value activities.

3-5 STAKEHOLDER GROUPS

such as sales, revenue management and leadership involved in RFP Season activities



5-10 TOUCHPOINTS required for a single complex RFP



Meanwhile...

70-80% OF RATES ARE LOADED INCORRECTLY

and it takes three rate audits to achieve only 90% accuracy

Ultimately resulting in...

INFINITE

opportunity cost due to sellers spending high-value time on low-value activities



There's a better way...

- ✓ REDUCE HIDDEN SALES COSTS
- ✓ RECOVER PRECIOUS SELLING TIME
- ✓ REALIZE MEASURABLE EFFICIENCIES

