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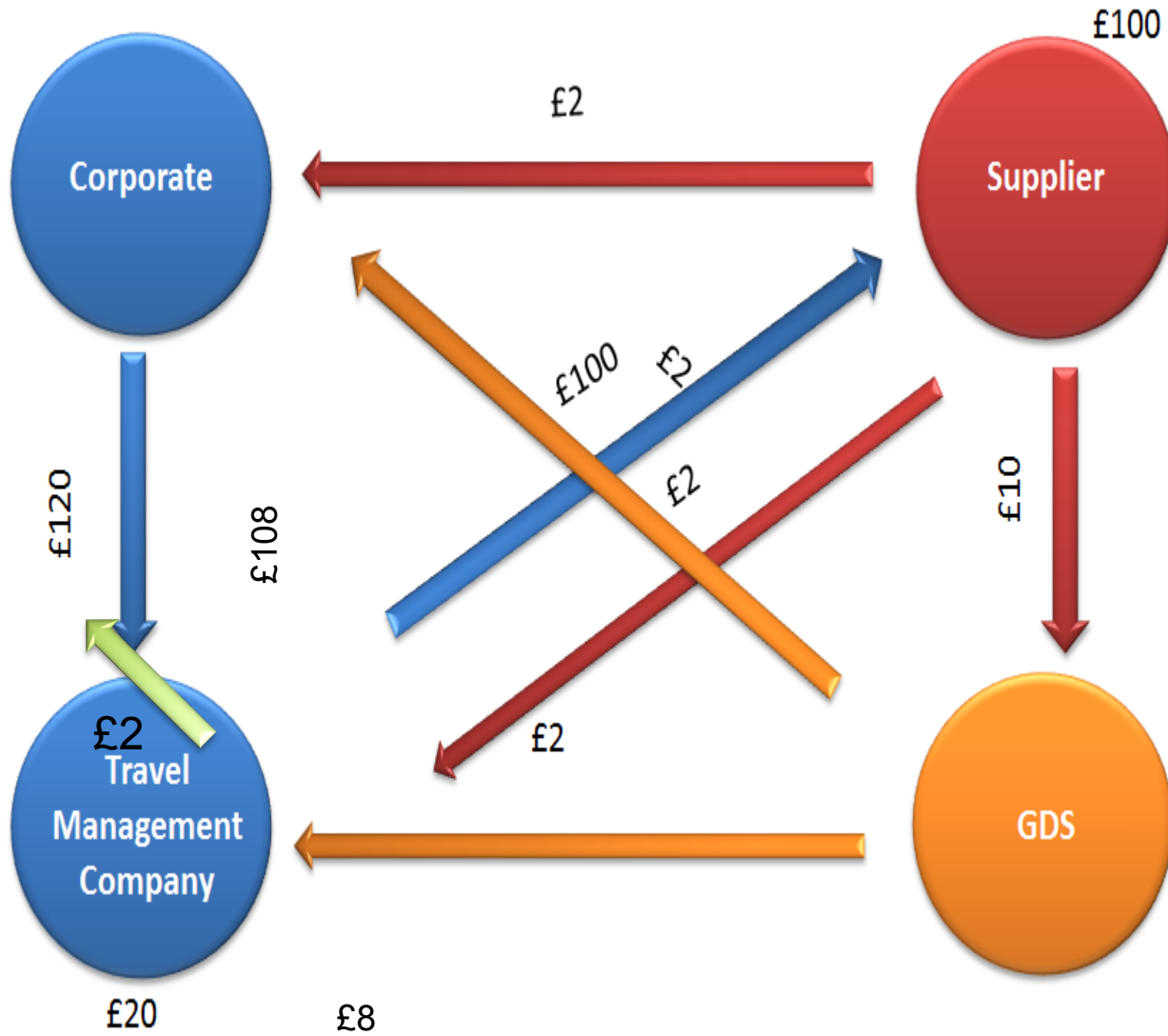
NBTA
Presentation
2nd September 2013

ATPI Introduction



ATPI Group, privately owned global travel management company

- The ATPI Group
 - Employs over 1,400 people worldwide
 - Operates 62 offices in 37 countries
 - Turnover of approximately €900 million in 2012
 - ATPI has three operating brands – ATPInstone, ATP Corporate Travel and ATP Event Experts
 - Proprietary software includes online booking, mobile applications and global airfare database





What is transparency to you ?

Costs

How many agents ?

What does an online “no-touch booking” cost ?

How much office space ?

How do you measure indirect costs ?

Revenues

They exist but can you audit them ?

Are any of them confidential ?

Do they influence the travel management company ?

Profit

This is measurable at an operating level

Why do companies want or need transparency ?

- Get the best price ?
- Compare apples with apples ?
- Satisfy your procurement procedures ?
- Ensure you are paying a fair price ?

Summary



- Do you ask your office cleaner how much they pay for their detergents?
- Do you ask your builder what price he pays for his bricks?
- Be clear on what you require - know your transaction numbers, know your service level requirements, know your average ticket prices and compare operating prices.

Commodity Distribution Strategy



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Thank you