



AMERICAN EXPRESS® **BUSINESS TRAVEL**

Verdien av leverandøravtaler i en tilbudsvrimmel

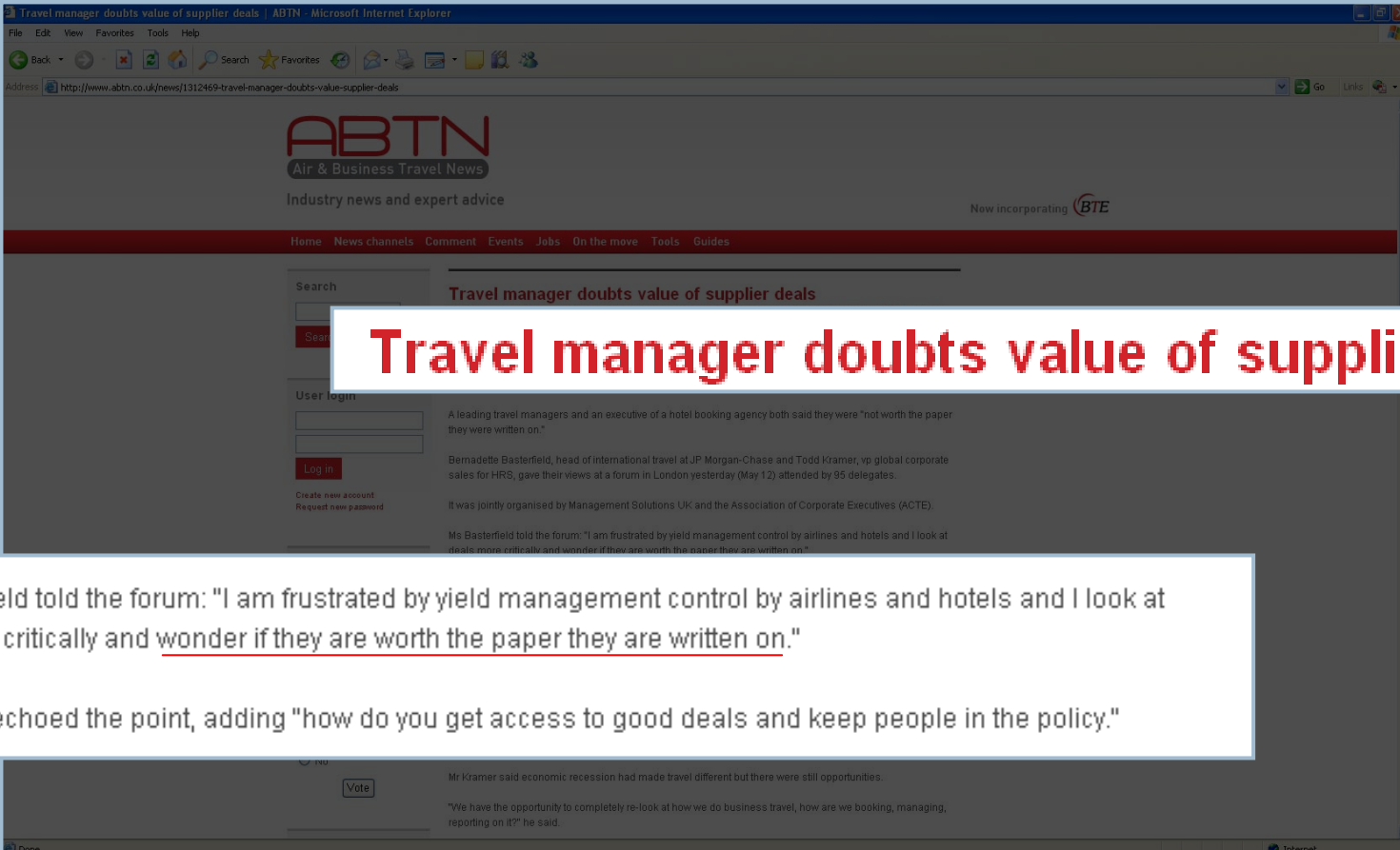
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Breaking News!



The screenshot shows a Microsoft Internet Explorer browser window displaying the ABTN (Air & Business Travel News) website. The address bar shows the URL: http://www.abtn.co.uk/news/1312469-travel-manager-doubts-value-supplier-deals. The page features the ABTN logo and navigation links. A search bar is visible on the left. The main content area displays the article title 'Travel manager doubts value of supplier deals' and a quote from Ms. Basterfield: "I am frustrated by yield management control by airlines and hotels and I look at deals more critically and wonder if they are worth the paper they are written on."

Travel manager doubts value of supplier deals

Ms Basterfield told the forum: "I am frustrated by yield management control by airlines and hotels and I look at deals more critically and wonder if they are worth the paper they are written on."

Mr Kramer echoed the point, adding "how do you get access to good deals and keep people in the policy."

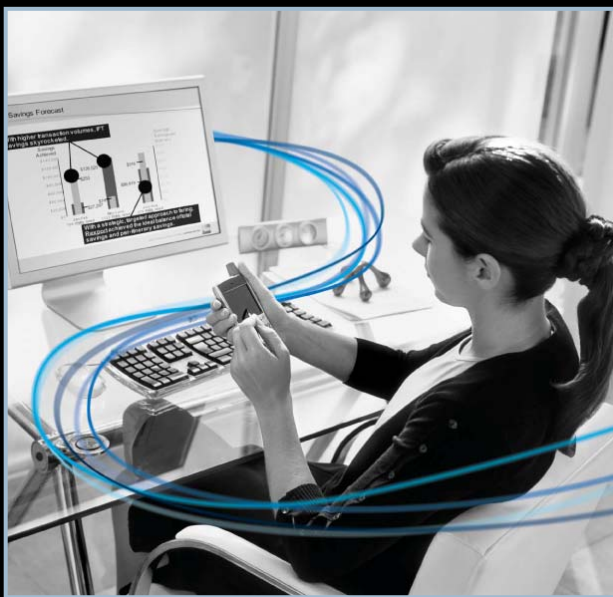
Skråblikket



Har din leverandøravtale verdi?

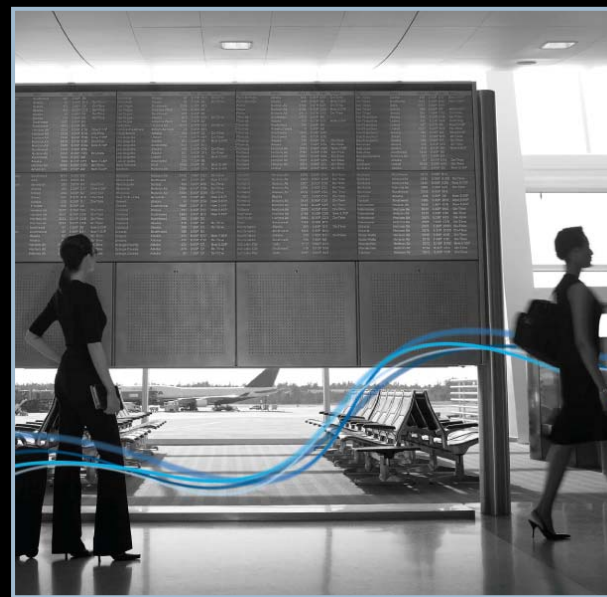
Hvorfor har du leverandøravtaler?

- Pris (besparelser)
- Policyetterlevelse (kontroll)
- For de reisende (service)

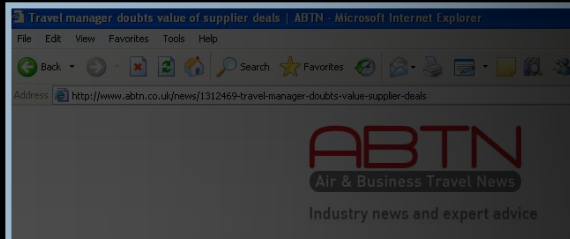


Andre relevante spørsmål

- Hvem har avtalen verdi for?
- Er det verdt å administrere den?
- Kunne vi ha klart oss uten?

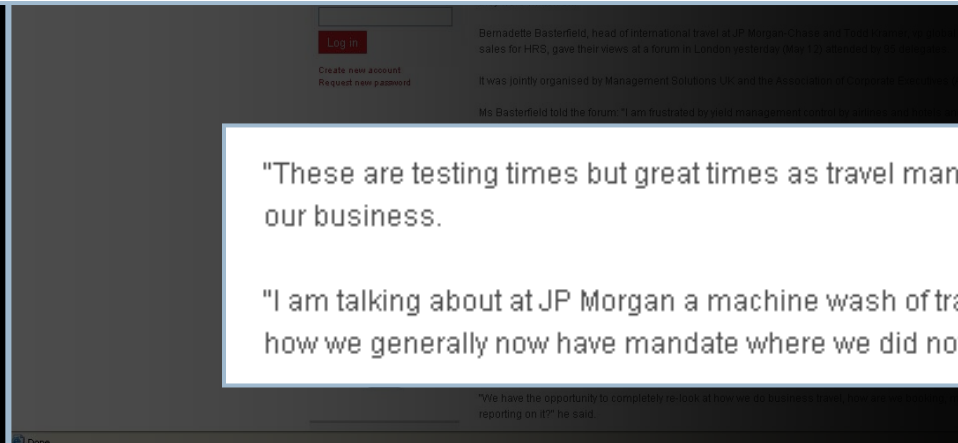


Den nye normalen...



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"These are testing times but great times as travel management is driving its value to senior management and to our business.

"I am talking about at JP Morgan a machine wash of travel policy that we see made around GDSs and SBTs and how we generally now have mandate where we did not have them before."

Den nye normalen...

ROI på reiser og møter

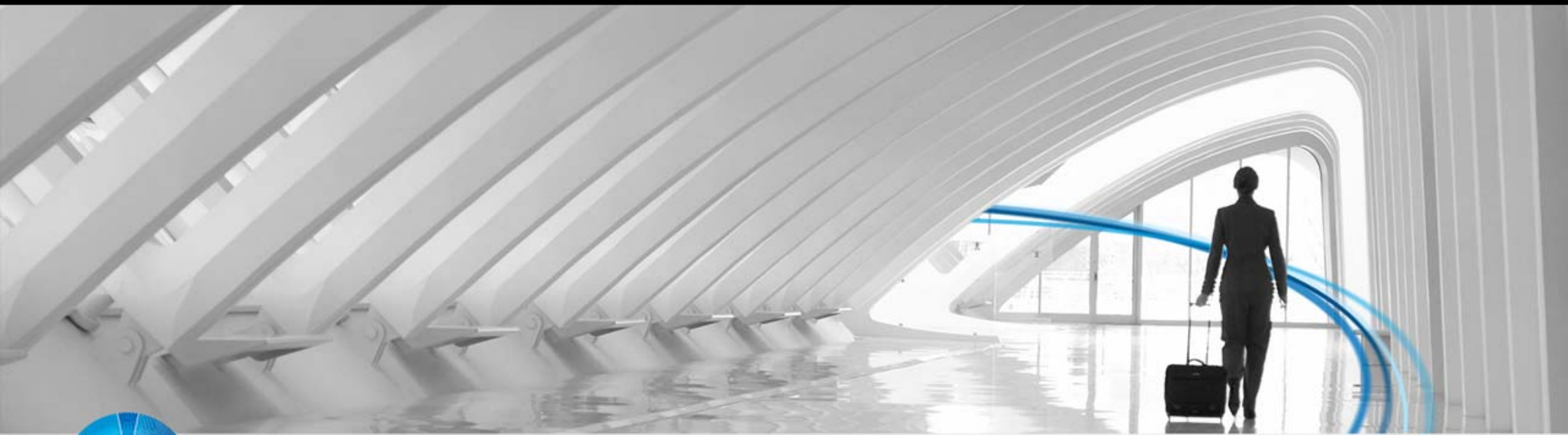
Firmaer har nå større oppmerksomhet på hvert eneste aspekt av reiserelaterte kostnader, kombinert med et sterkt ønske om å måle og sikre at deres reiseprogram driver besparelser på bunnlinjen og leverer en solid Return On Investment – ikke bare monetært men også på reisendes produktivitet, komfort og sikkerhet

Modell sentrert omkring den reisende

Reisende er nå mer kostnadsbevisste og villige til å reise billigere, men har til gjengjeld høyere forventninger til teknologi og bekvemmelighet, og krever løsninger og tjenester som hjelper dem til å være mer produktive, komfortable og tryggere på reisen

Alternativer til reiser og møter

Selskaper vokser gjennom samhandling, og kundene må finne de riktige metodene for samhandling for å møte mål, budsjetter og forretningsmiljø – reiser eller å møtes virtuelt. Teknologiske utviklinger som muliggjør Telepresence og virtuelle møter gir kundene nye muligheter til å samhandle som optimaliserer deres reisekostnader



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Takk for oppmerksomheten!

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