



Understanding Managed Travel



Understanding **MANAGED TRAVEL**

Managed Travel represents a holistic approach to corporate travel, addressing **booking, policy enforcement, expense management, vendor relations, and strategic savings**. This framework integrates technology, expertise, and tailored services to create seamless travel experiences while maximizing value for organizations.

Unlike traditional Travel Management Companies (TMCs) that focus primarily on booking and reservations, Managed Travel extends into program optimization, data insights, and policy compliance, aligning with broader business goals. Managed Travel delivers a cohesive and strategic solution to modern corporate travel needs.



Managed Travel **bridges the gap between cost efficiency and traveler satisfaction**, creating a unified, data-driven approach that empowers businesses to focus on their core goals

Business Class Flight & Five-Star Hotel

\$2045

Unmanaged Travel Rate

\$1695

Managed Travel Rate

Unlock the Potential of YOUR TRAVEL PROGRAM

Managed Travel goes beyond basic booking to create a travel program that works smarter for your business. By focusing on policy optimization, cost efficiency, traveler satisfaction, and actionable insights, Managed Travel delivers a seamless experience that aligns with your organization's goals while driving measurable results.

Policy Optimization

Ensures compliance with company policies and provides centralized control

Enhanced Experience

Provides tools and support to make travel stress-free, such as VIP services, live support, and user-friendly booking platforms

Cost Efficiency

Identifies and leverages savings opportunities through vendor negotiations and aggregated purchasing power

Data-Driven Insights

Offers comprehensive reporting and analytics to uncover trends and inform decision-making



Hotels

30%

Avg. Savings

Air &
Ground

15%

Avg. Savings

Meetings
& Events

25%

Savings on
Locations

Strengthen Your Partnership with TMCs

Managed Travel complements the expertise of TMCs by providing strategic support across vendor management, RFP processes, and program monitoring. This partnership ensures your travel program operates at peak performance, delivering both savings and an exceptional travel experience.

- ✓ **Enhanced Reporting**
- ✓ **Rate Auditing Services**
- ✓ **Ongoing Account Management**
- ✓ **Agent Training**
- ✓ **Travel Policy Review**

Streamline the process by pre-qualifying potential TMCs and simplifying the complexities of the RFP process.



Account Setup and Management

Ensures compliance with company policies and provides centralized control

Vendor Management

Identifies and leverages savings opportunities through vendor negotiations and aggregated purchasing power

Agency, OB, Reporting, and Policy Set Up

Provides tools and support to make travel stress-free, such as VIP services, live support, and user-friendly booking platforms

Training and Communication

Offers comprehensive reporting and analytics to uncover trends and inform decision-making

Optimize Travel Spend Across Your Portfolio Companies

Managed Travel provides access to group purchasing solutions across your portfolio, delivering significant benefits for firms and their portfolio companies striving to reduce overhead and improve efficiency.

Average Travel Rate		Concertiv Rate
\$422	Airfare (Coach JFK to LAX)	\$368
\$408	Hotel (4-star Mondrian LA)	\$269
\$45k	Company Event (20 Rooms, Boardroom, and Expenses)	\$27.9k

Source: Concertiv Proprietary Data

Minimal Upfront Costs

Fees applied only at the time of booking when savings are achieved

Comprehensive Portfolio Insights

Gain a complete view of travel spend across all portfolio companies

Negotiated Rates

Access exclusive rates with low-cost carriers and budget-friendly hotels

Meeting & Event Spend Review

Streamline expenses for off-sites, conferences, and events

Policy and Behavior Benchmarking

Ensure consistency and best practices for each portfolio company

Custom Agreements

Negotiate bespoke agreements tailored to portfolio volumes, driving even greater value

Thank You
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