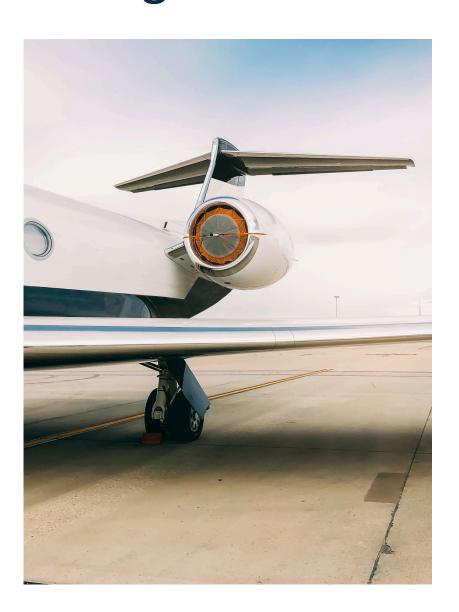# Understanding
Managed Travel
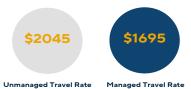
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Understanding
MANAGED TRAVEL

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

$1695

Unmanaged Travel Rate

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, OBT, 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

travel@concertiv.com

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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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