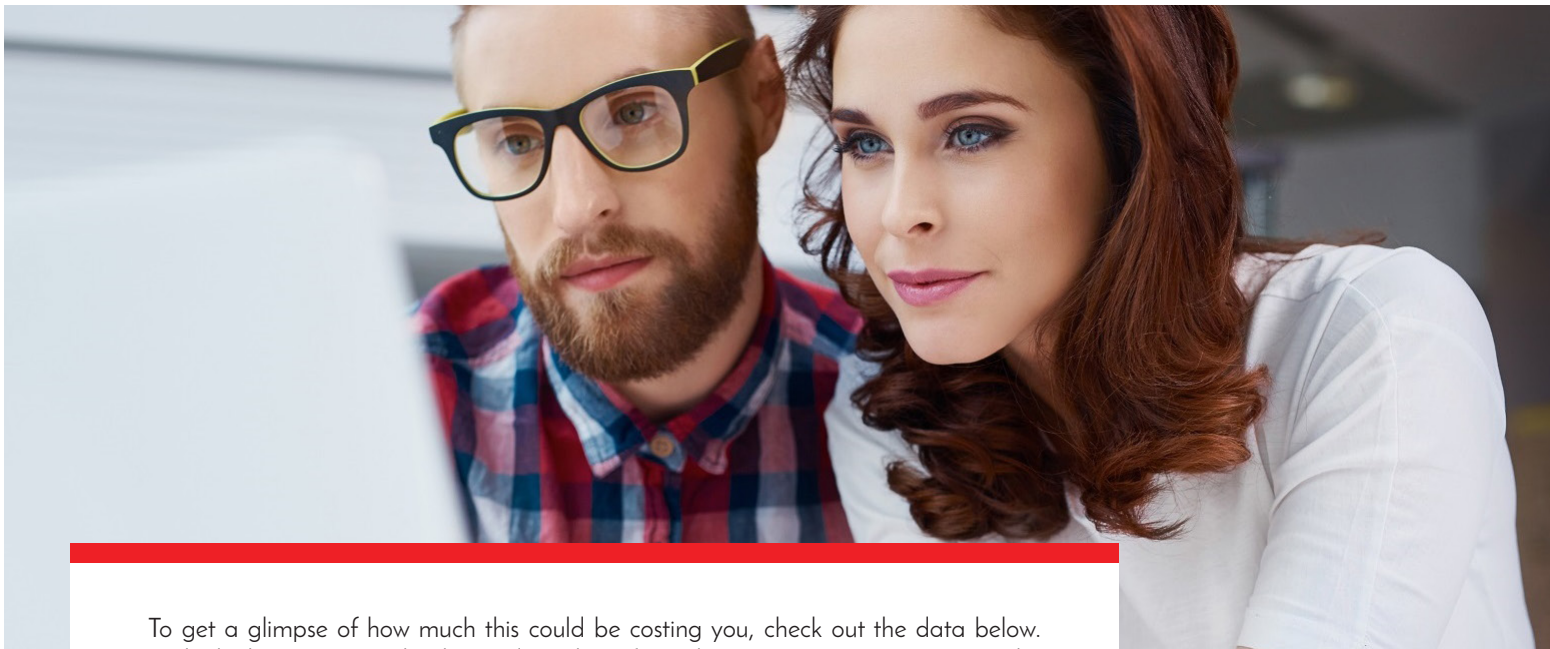


## WHAT UNMANAGED TRAVEL IS ACTUALLY COSTING YOU

JONATHAN HERMANN

**T**hey say ignorance is bliss, but ignorance of your travel spend is more costly than blissful. When your company does not have dedicated personnel or, even better, a travel management company in place to oversee your company's travel planning, then employees are left to their own devices.

As a result, they're booking each trip separately without thinking about the big picture. They're choosing hotels or airfare based on convenience and not price. They're upgrading their seats and rooms because they assume the company won't mind. They don't realize that brand loyalty generates big savings for companies. And their travel data is uncaptured, giving you no power to leverage during negotiations.



To get a glimpse of how much this could be costing you, check out the data below. Multiply these averages by the total number of travelers your company sent out in the last year, then apply the proper discounts at the end.

Average Business Trip	Average Domestic Airfare	Average Hotel Price	Average Car Rental Cost	Average Business Meals
\$1,444 per person	\$487	\$172 a night	\$47 a day	\$98 a day Breakfast - \$16 Lunch - \$25 Dinner - \$57

#### Cities with Highest Average Daily Per Diem

San Francisco	New York City	Boston	Seattle	Washington D.C
\$547	\$523	\$502	\$418	\$411

#### Average Daily Per Diem at Popular International Cities

London	Hong Kong	Tokyo	Dubai	Shanghai
\$553	\$472	\$453	\$376	\$362

#### Savings Opportunities with a Travel Management Company

Air Savings - Up to 20%	Hotel Savings - Up to 15%	Shanghai
+ Negotiated contracts + Savings at time of ticketing + Strategic airline program point redemption	+ Lower, negotiated rates + Discounts through global hotel programs	+ Negotiated rates lower than standard corporate rates + Bonus savings through brand loyalty + Travel policy inclusion discount

Sources:  
Business Travel News' 2016 Corporate Travel Index  
Certify.com - Understanding the Average Cost of Business Travel