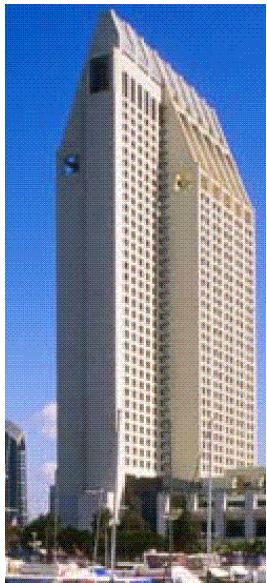


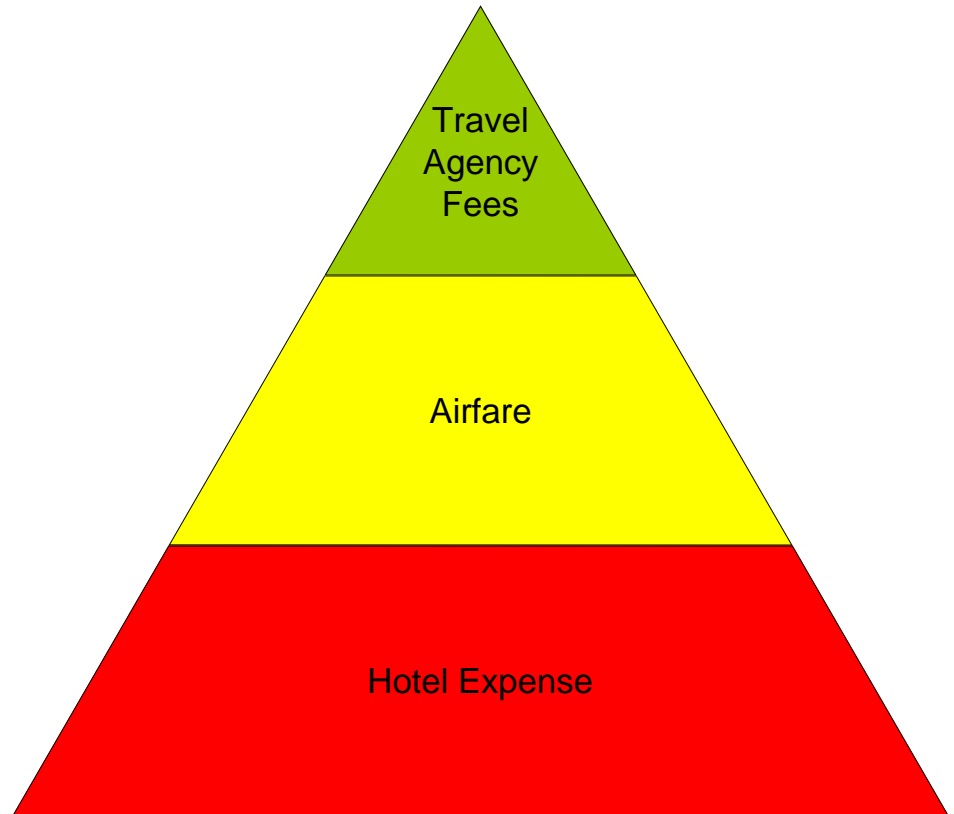
# Corporate Hotel Expense Management

Savings Opportunities Through  
Compliance Technology



# Executive Summary

- **Travel is the 3<sup>rd</sup> highest expense in Corporate America**
- **The cost of the hotel stay is higher than the (domestic) airfare**
- **Hotel compliance is the least managed aspect of a corporate travel program**

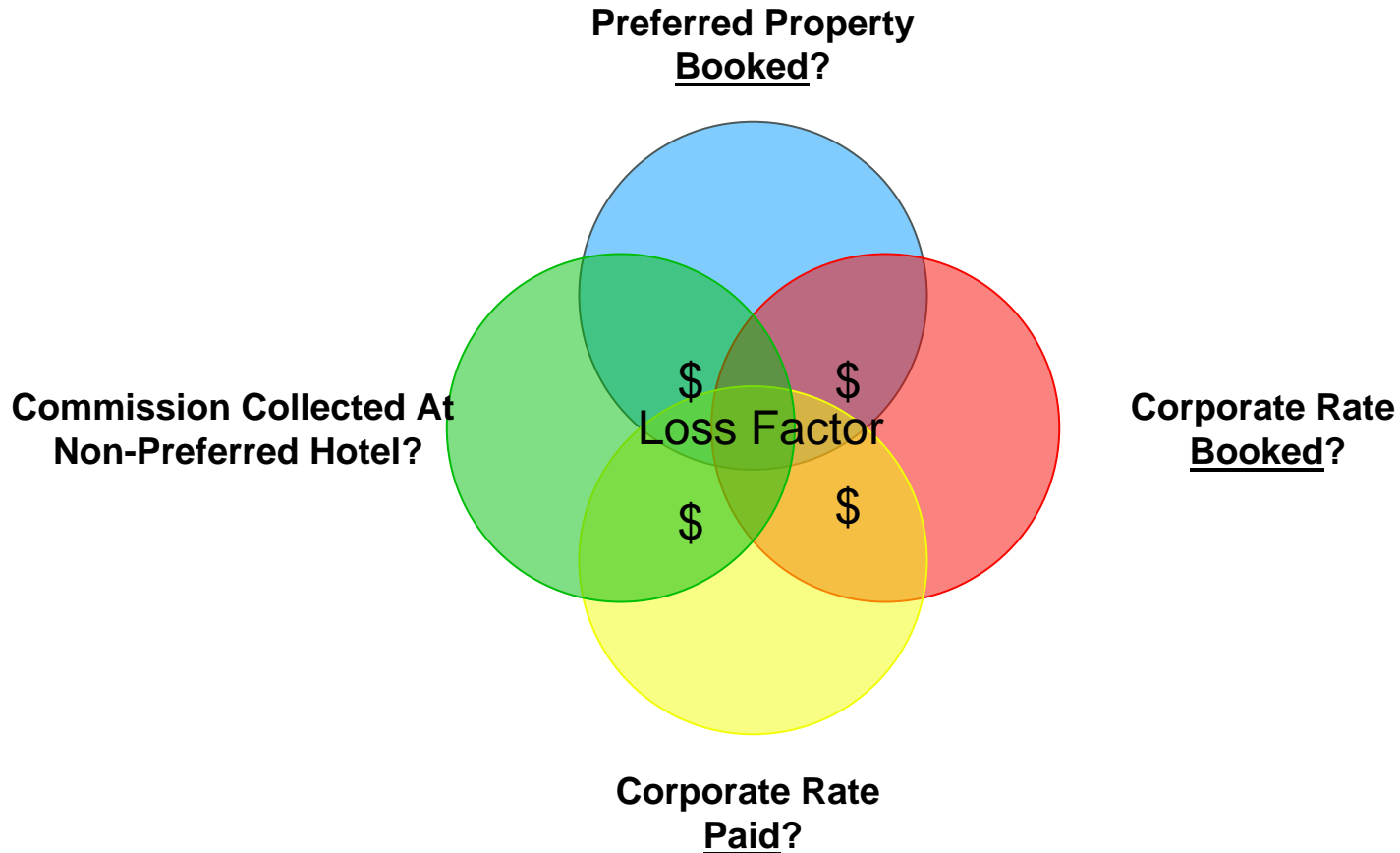


# Leaving Money on the Table

- Employees are not mandated to book preferred properties
- Travel Agents do not always book the corporate rate at the preferred hotel
- When a non-preferred hotel is booked, there is 10% commission available to the corporation (via the travel agency)
- Approving Managers have no way to audit/validate that the appropriate hotel and rate was actually used

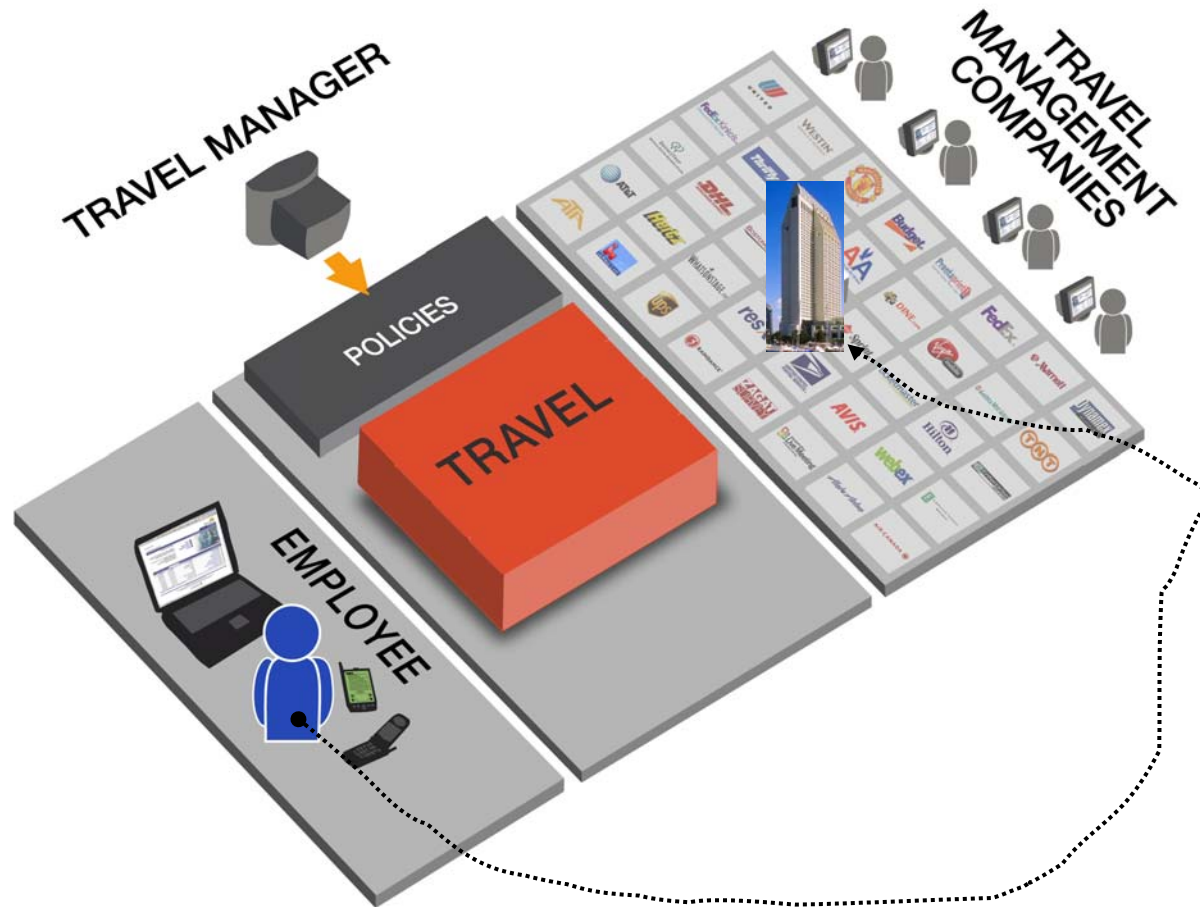


# Hotel Compliance Cost Factors



Employees might book the right property, but not the corporate rate. If a non-preferred hotel is booked, the company should earn 10% commission, payable via the travel agency.

# Employees are able to bypass current travel management systems



# Hotel Compliance Solutions

- **Pre-Trip Audit:**

- Verify use of preferred property (hotel)
- Validate application of corporate rate
- Identify other preferred hotels in same city with a lower corporate rate
- Flag non-preferred hotels for accrued hotel commission income

- **Post-Trip Audit:**

- Review hotel commission receivables
- Report on % compliance by property and by rate
- Identify opportunities for incremental savings

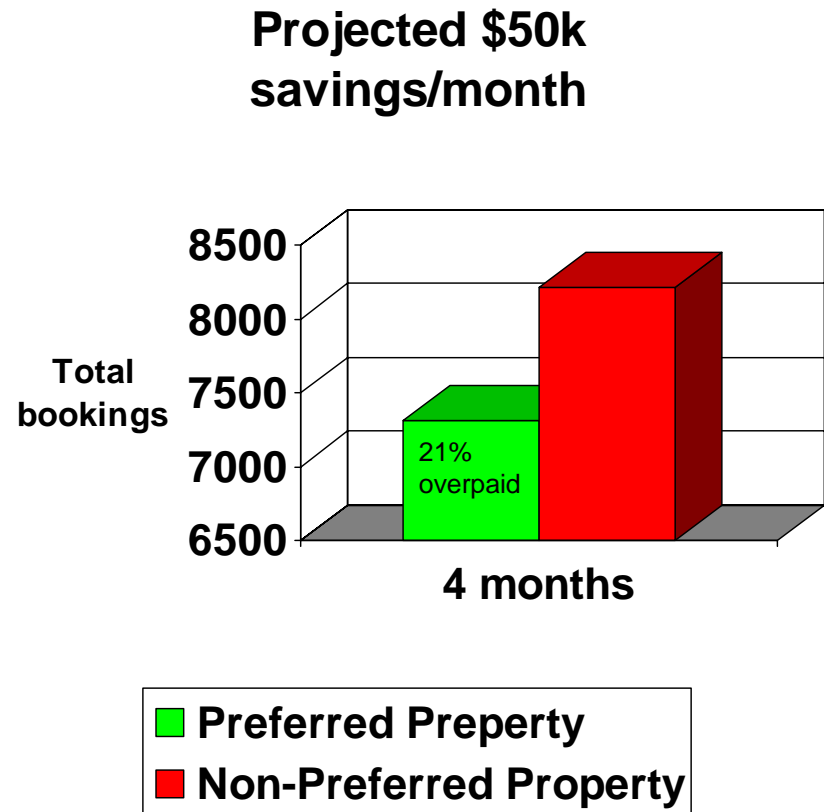
# HOTEL SOLUTIONS™

## OVERVIEW

- Founded by Robert Langsfeld, former CPA and Principal of The Corporate Solutions Group
- In collaboration with The Eastman Group and Pegasus has developed an end-to-end forensic audit of corporate hotel rate booking and payment systems
- Acts as clearing house for all hotel commission payments on behalf of corporate clients
- Compensation is based on commissions collected

# Case Study- 4 Month Analysis

- 15,336 Hotel bookings created
- \$6.4mm total room expenditure
- Only 48% of bookings were at preferred properties
- 1,507 of preferred bookings were booked above the negotiated rates



# Additional Information

- The [Corporate Solutions Group](#) and [Partnership Travel Consulting, LLC](#) are the only authorized companies to offer HOTEL SOLUTIONS™ products and technologies.
- For further information, contact [Bob Langsfeld](#) or [Andy Menkes](#) directly or click on our logo below:

