

Atriis – Autoresponders

1. Welcome to Atriis – Thanks for Joining Newsletter/Overview of Products/Services

Dear Prospect,

Welcome to the Atriis newsletter! We look forward to sharing strategies, tips, recommendations and other value added information with you from the world of corporate travel and travel procurement in the coming months.

As a long time provider of these services to companies all over the world, we feel that we have a quite a bit of knowledge that we can pass along to you as you seek to bring efficiency to the travel program at your company.

One thing we all know: **Travel is expensive!** With the globe trotting long distance flights, the multiple night hotel stays and the costly per diems, its still a huge hit to the bottom line. So the question becomes, how do we get our arms around this and start re-gaining control?

That's where Atriis can help.

The fact is that **travel is one of the largest controllable expenses for most companies**. But even with best-in-class companies, managed travel tool adoption rates are below 60%. Whether due to lack of oversight, an informal process or budget issues, there are clearly opportunities to save money, whether a company realizes it or not. Centralized management of travel policy can bring new efficiencies and universal adoption.

Travel Management Challenges

- Procurement of travel related products and services is complex, self booking is not travel procurement
- Booking tool products are first generation solutions, which have proven not to be effective in cutting down costs
- The market is looking for generation two solutions – consolidation into e-procurement

And what are the **most common problems out there that we have seen?** Well, number one is that many times, travel is approved after the fact. Someone takes a trip and has no intent to save the company money, rather; they do what is most convenient for them. (ie. Taking that more expensive Monday morning flight when they could have easily left Tuesday morning and saved \$200 for the company).

Number two would be travelers not adhering to the corporate travel policy. If you have a lax policy, it will be abused. Third would be not knowing what the travel spend is..having zero visibility into it. The first time Finance see it is when it shows up on the Amex bill. Not good!

Some of the other secondary issues include employees that are spending too much time booking their own travel. Big time killer! Or lack of resources to negotiate contracts. We have seen some of that as well, especially with smaller companies or those that are downsizing.

What is the Atriis Value Proposition?

- Control travel expenses before they are incurred
- Consolidate travel control into procurement processes
- Granular travel policy aligned with supplier agreements
- Business intelligence through designated reporting
- On-demand architecture
- Scales to global corporations

We provide help for corporate travel departments all over the world. No matter what your group, program or service needs may be, we can provide the highest levels of travel policy management for your company.

If you're curious to find out more, feel free to check out our [**live demo**](#).

Questions? [**Contact us**](#) today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman

VP, Business Development, Atriis

2. How Spend Management can Reduce Your Travel Costs

Dear Prospect,

Tell me if this scenario sounds familiar: it's the end of the month. You're reconciling company expenditures or reviewing procurement practices. Most of the bills you see look fine, everything is in line...per diems are right on, rental car expenses seem alright and most of your corporate travelers have been staying at the right hotels.

But just when you think everything is fine, you come across an expense report that throws everything off. It could be a new employee, someone who is simply abusing the policy and doesn't care or even the CEO or other member of the executive team who is clearly not practicing what they preach! All of sudden, **you are showing \$5,000 in red ink and your expenses for the month are way off**. You panic. How will you deal with the situation?

If something like this has happened to you, I'm not surprised. Travel is mismanaged and abused at almost every company out there in one way or another. It's almost like people that travel for corporate reasons, whether they are salespeople trying to close a deal, middle managers going to a trade show or the top execs just going wherever, feel entitled to spend whatever they want because of the fact that they are doing good work for the company.

The first thing that has to change is this attitude, right? Travel spending can get out of control real fast thinking like this. So, how can spend management reduce your travel costs?

- Travel policy should be enforced across the organization: Travel policy should be applied to each trip whether self booked or booked by a travel agent.
- Real time financial control and compliance is critical: You need budget control functionality and close monitoring down to the level of an individual trip.
- You need to establish low cost content from a variety of sources: You need to be able to book directly from the supplier such as aggressively priced hotels, low cost carriers, and more.
- All travel related data needs to be kept in a single repository so you can make an informed decision based on accurate, in-time information.

One of the problems of course is that some in your organization spend money without involving the procurement team. However, studies have shown that savings of between 3% and 20% are possible when spend is put through a spend management process led by the procurement team.

So, one way to help solve the problem is to identify what is not being managed in this way. How do you do it?

- Identify all of the sources of data on spend – this may be in many places including some outside your formal information systems (like spreadsheets or even manual sources such purchase order books).
- As a double-check get a report from your accounts payable systems that identifies how much has been spent with suppliers in the time period you are looking at (all suppliers need to be paid so this source should give you all of the spend even if it doesn't tell you what it was spent on). When you compare this to the data collected in the previous step it will tell you just how much spend data you are missing.
- Extract spend data from these data sources and classify it according to what it was spent on – you may have to ask the people who spent the money to get this information.
- Collect data on the contracts you have in place.
- Look at the spend data now that you have classified it and see if you can identify opportunities to combine amounts spent on similar items to increase the volume that you buy from particular suppliers and so get a volume discount.

- Compare your spend analysis with the contracts you have in place to see if there are things that are not bought under contract – by using the contract in future you may make savings.
- Look at your contracts to see if you have multiple contracts for the same item but with different suppliers – putting all of the spend under fewer contracts could increase your leverage to negotiate better prices.

Going about it in this manner will really help the overall spending situation and eventually, reduce your costs and bring some much needed efficiencies.

If you'd like help with this process or are curious to find out more, feel free to check out our **live demo**.

Questions? **Contact us** today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman
VP, Business Development, Atriis

3. The Problem with Current Corporate Travel Programs

Dear Prospect,

Did you know that companies, on average **save 11% annually by applying procurement practices to travel**? If you're spending \$1 million on travel or more every year, like many large companies still do, this represents a significant savings.

You could take that \$110,000 and use it to generate new sales, build a new web presence, or go to a few trade shows. Or dozens of other corporate projects.

What's so interesting is that **so few companies even realize there is a problem**. 95% of the time, there is. Case in point: how many corporate travelers book a trip within two weeks of the travel date? Many do. And every time, they are spending more than they should. How many only call one hotel when they need to book an extended stay? Almost everyone. And every time, they are spending more than they should.

In order to make the most of your corporate travel budget, **it is critical to have a plan**. Telling travelers to select the lowest airfare is a good start, but not enough. Here are the important "to do's" that should be considered when setting up your travel program.

1. Travel policy

This is where it all starts. And its where most companies fall down. A well written and understood travel policy is the foundation of any good travel program. Be sure that it

reflects corporate culture, and is distributed within the company so that everyone adheres to it. A travel policy doesn't need be long or overly complex. Some of the best travel policies are only a few pages long. But be sure to get everyone to sign it. And then make sure you enforce it too. The Atriiis system can support any travel policy, even the most complicated ones.

2. Centralized travel internally and externally

If you don't centralize your travel program, you'll miss expense reduction opportunities and gaining from internal efficiencies. Are you worried about requiring travelers to do something they may not want to do or having to hire a Travel Manager? Don't be. Neither are serious issues. You can centralize travel while still allowing travelers to book on their own, either with a travel agency of your choice, or online through a qualified provider. Besides all the obvious benefits, centralizing your travel helps because you will have a single point of contact for problems while travelers are on the road. And that's important.

3. Don't miss the little things!

We all know that the air budget is the biggest part of any travel program. And there's not as much room for negotiation with this one. But there are several other areas you can look into for savings opportunities. How about negotiated hotel rates at your favorite hotels, or car rental discounts with a favored supplier? Also, look into direct billing arrangements with hotels and car rental agencies. This is always a good idea and will save time.

4. Have at least one car rental contract

This is an easy miss for many companies, but it's so easy to do. Rental car contracts are really simple; all you need to keep in mind is choosing a partner that has airport locations and quality customer service. You could see a 10% savings right off the bat and can also negotiate frequent renter membership for all your employees. Over a year period, this 10% savings over dozens or even hundreds of traveling employees can really add up.

5. Use reporting to consistently improve metrics

This one is another no brainer, but it needs to be mentioned. Well managed travel programs require frequent monitoring and financial controls. Insist on timely and customized reports that provide you with the information you need most. Regular reporting on traveler behavior and provider contract performance will help you achieve cost reduction goals and identify future savings opportunities.

Following these guidelines is a great start for any company seeking improved travel spend and reflect best practices for every top company out on the road.

If you're curious to find out more, feel free to check out our [live demo](#).

Questions? **Contact us** today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman

VP, Business Development, Atriis

4. Improving Your Travel Program: Find the Issues, Put in Controls and Bring Efficiency to the Process...but Make it Easy on Your Travelers!

Dear Prospect,

When we engage a company, things are typically a mess. Either there is no travel program set up or a mismanaged one is currently in place. You can't tell where things begin and where they end, how much certain trips cost and who is abusing policy versus those who are in line with it.

And if you think you can manage your travel program by using excel spreadsheets or by simply using your travel agent down the street that has no corporate travel experience, you are definitely mistaken.

Finding the issues, putting in controls and bringing efficiency to the process are the name of the game, but how do you do it? Where do you start?

With the ATRIIS Travel Procurement program, we help you navigate the way:

- You'll have a flexible and granular rule-based travel policy that applies to both self-booked trips and travel agent bookings.
- You'll gain system-wide visibility and control over travel spend BEFORE expenditures are incurred resulting in 15-20% saving in travel spend.
- All travel procurement activities are carried out via email, messaging and mobile phones.
- In addition, Atriis was built for multi-national corporate environments. The system can handle your entire global travel planning as well as fit into any local market just as easy.

Some of this you can do on your own, but many parts of it are too complex or require an outside provider to manage. And lets face it, many companies don't have the staff, the time or the desire to set up and manage a travel program. And the out of control spending continues!

Plus, there is another issue that is clearly an important one: **Ensuring that your travel program meets your traveler needs**. After all, it's not easy to travel, especially in this day and age. With heightened security and frequent travel delays, it can be a real headache for your travelers. And being away from family is another biggie. **And there is of course the reason why they are traveling in the first place: to grow the company, bring in more sales and improve market share**. Lets not lose focus on that one!

We all know from the world of social media ala Facebook that personalization and recommendations from friends and business associates is all the rage. Your travel

program should incorporate this approach, so if Bob from Business Development recently had an amazing experience at the downtown Hilton in Omaha (and got a great rate), others in the organization should know about it when they book their next trip.

Managed travel programs have a big advantage in this arena because they keep a significant amount of information about their travelers: Itineraries, demographics, profile, transaction history, and potentially even more information if integrated with HR systems.

This is powerful stuff and can be used to make it a better traveler experience for all.

So keep these things in mind when you are in the trenches, trying to find the issues, putting in controls and bringing efficiency to the travel management process. If you need help with it, be sure to contact us. At Atriis, it's all we do, all day, every day.

If you're curious to find out more, feel free to check out our [**live demo**](#).

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Yaron Perlman

VP, Business Development, Atriis

5. Travel Spend Management for Government Contractors/Agencies

Dear Prospect,

Are you involved with government contracting or are an agency in a county, state or federal level of government? If so, you know how important the amount you spend on travel as well as the logistics of travel is to your organization.

Everywhere we turn, there are reduced budgets, increased compliance requirements and new pressures to perform more with less. And the way we manage travel programs is no exception.

Many public agencies and entities have had success by applying successful private sector practices to ensure better value for the tax dollars used. At Atriis, we have found that the way private companies manage travel programs can many times be far more efficient than those of a public organization, or even those that have the government as their major client.

So what are the issues faced by those companies that serve the government or by government organizations themselves?

Problem # 1

Successful private businesses **never allow multiple departments or divisions to purchase an identical product at varying prices from the same vendor**. Yet,

government organizations often operate in violation of this principle, largely because agencies and institutions purchase as independent entities.

Problem # 2

Many of the companies that serve government as well as government agencies themselves have the market power of a Fortune 100 company but **do not take full advantage of the discounts that vendors offer to clients** with large demand for the vendors' goods and services.

The good news is that you can achieve best-in-class pricing and service quality by utilizing advanced travel contracting technologies and processes. How?

- The first step is to perform a spend assessment and analysis, followed by implementation of strategic sourcing for some of the key categories of spending.
- Next is a compliance and monitoring system. Absolutely essential.
- Focus on knowledge transfer as well to ensure that your procurement team gains important process expertise and knowledge to apply these techniques to existing workstreams.

In the end, you'll see savings achieved by improved pricing and by transforming procurement practices to seek best value – a combination of price, quality and service levels. You'll also be able to synchronize user profile information and leverage families of booking sites. But you may need help.

If you'd like assistance with any of the above or are curious to find out more, feel free to check out our [live demo](#).

Questions? [Contact us](#) today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman

VP, Business Development, Atriiis

6. Travel Spend Management for the Education Industry

Dear Prospect,

If there is one thing we know about schools its that budgets are always a major concern.

Because many of then are tied to state or local government budgets, there is always **pressure to reduce costs, streamline processes, review curriculum and underperforming classes** and generally live from year to year wondering if your programs will be slashed or not.

The procurement of products and services then also becomes a major issue. One of these is travel procurement. Whether you are paying to have teachers traveling to learning conferences, administration going to the state capital to meet with unions and lawmakers or are paying for prospective students to come and visit campus, the costs can add up quickly. It's absolutely essential to have a good hold on your travel processes and overall program.

Methodical, well-managed and effective planning enables schools to make well-informed decisions about the travel services it needs to procure, and to obtain good value for their investment. Schools should follow procurement policies developed by other government agencies. Doing so can help reduce costs through bulk purchasing arrangements and other strategies.

What travel procurement areas should be focused on?

- Expenditure authority and requirements for approvals
- Use of common contracts and supplier panels
- Tendering processes
- Probity
- Technical standards
- Financial management
- Contract terms and conditions

What principles can help schools to make solid travel vendor decisions?

- Identify the requirements for your travel services
- Consider areas of potential overlap in the responsibilities of different suppliers.
- Consider the policies, advice, services and contracts provided by the education sector to which the school belongs.
- Consider the expected length of the relationship with the supplier.
- Establish a clear selection process based on defined criteria and requirements.
- Establish clear roles, responsibilities and accountabilities for the supplier selection process.

Of course, there are others important considerations that need to be accounted for when determining the best course of action as it related to setting up a comprehensive, campus wide travel program. One would be the policies and advice of the school system or sector to which you belong. There may be policies already in place. Also consider the availability of capital funds this year compared to the availability of recurrent funds in future years. Again, the budget issue. Finally, what is the total cost of ownership? Be sure you are seeing a cost savings.

Atrii has helped many schools, colleges and other educational institutions set up a well performing travel program. We'd love to do the same for you.

If you're curious to find out more, feel free to check out our **live demo**.

Questions? **Contact us** today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman

VP, Business Development, Atriis

7. Improve Travel Spend Management by Applying Procurement Best Practices

Dear Prospect,

It's common knowledge that following *best practices* – no matter what we are talking about in business – is just good advice. But, of course, like anything else, it's easier said than done. What looks easy on paper may be a bear to implement. And a robust, functional travel program is no exception.

But it's still a great place to start, especially if you have never had a program in place. After all, knowing what others are doing, what others are doing *that works*, especially in your industry...is everything.

And we all know that **business travel costs are increasing and compliance and control issues continue to be a factor**. So, what are the common tactics that best-in-class organizations use to transform their travel policy?

The good news is that effective travel cost management is not impossible. When you do, you'll gain significant insight into expense reconciliation, cost reduction, risk mitigation, and inefficiencies across employee-initiated expenditures.

Travel Procurement Best Practices

- Understand current travel expenditures through online data analysis
- Centralize travel management and supplier negotiations
- Establish a single travel policy, including booking and reconciliation procedures
- Communicate the policy clearly to all employees
- Facilitate employee adherence through easy-to-use and access tools
- Enforce your policies
- Give your suppliers the business you promised them
- Use your own data as the de facto standard
- Act on the data you collect
- Be open to changing policy and supplier mix based on performance, business needs, and employee feedback

Before evaluating any best practices, however, companies need to understand one other key area: **the cost drivers**. Cost drivers are those elements that determine the total cost of a business process. Once these are identified, you can then take action and try to lower those costs whenever possible. Unfortunately, this information is not something companies already are aware of. The key is to clean house from the top down and uncover every bit of information you can in the discovery phase. For travel, it would help

to interview a few of your higher profile travelers to get an idea of what has been going on. You can then back into the cost drivers and start implementing best practices.

Another best practice is the **smart use of technology**. Many businesses make the mistake of implementing complicated new systems, then count on employees to learn how to use it. The implementation of new technology is not a procurement strategy; it is simply a tool that enables a strategy to be successful.

Be sure to that there is strong support from the your top management. Adequate funding for the program is, of course, essential. Also, they have to convince all other employees that they are truly committed to the project. People in your organization look up to the executive team, so they need to practice what they preach.

The bottom line? If your corporation is spending \$3 Million or more in travel each year, you **could save as much as 15% to 30% or more on your current travel program** expenses all by following the best practices mentioned in this newsletter. If you are spending less, you can still see a **10% savings or more**. And that adds up quickly.

If you'd like us to help you with your travel procurement process management or simply want to find out more, feel free to check out our [live demo](#).

Atriis helps companies everywhere establish best practices in travel procurement.

Questions? **Contact us** today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman
VP, Business Development, Atriis

8. Is Your Corporate Travel Spending out of Control? Gain Insight, Control & Visibility Now!

Dear Prospect,

When it comes to visibility into travel expenses for your company, is your head buried in the sand?

Don't stress about it, it's rarely due to your lack of ability or "operator error". ;) Rather, it's a function of the system itself. The modern corporation is a maze of intricate processes, thorny politics and a web of confusing departmental relationships.

So if you are one of thousands of companies out there with challenges in the travel spending area, never fear. You can gain insight, control and visibility. It's just a matter of time – and partnering with the right outside vendor.

Atrii uses technology and travel procurement technology and consulting services to provide financial control and accountability for our clients travel spend, significantly reducing costs, achieving compliance with travel policy across the organization and streamlining travel procurement processes.

Common problems related with corporate travel include:

- Travels approved after the fact
- Travelers not adhering to corporate travel policy
- Unknown travel spend
- Employees spending too much time booking their own travel
- Lack of resources to negotiate contracts
- Travel approvals not related to current budget

You should have the ability to address these issues directly, having oversight and total efficiency with your travel management program. Through intelligent Process and Planning, Atrii is able to drive unprecedented Performance for our clients.

Even with best-in-class enterprises, managed travel tool adoption rates are below 60%. Consequently, at least 40% of travels are unmanaged in most enterprises. Introducing procurement practices to travel management increases savings of total annual travel spend by 11% on average.

How do we specifically help with **travel spend management and planning?**

- We handle the life cycle of a business trip end-to-end.
- The process starts with booking the trip flights, hotels and rental cars as well as optional peripherals (for example conference registration fees, etc.)
- When itinerary planning is complete, the employee goes to the checkout page, where trip description and additional business information required for approving the trip is submitted.
- After completing the approvals required for the trip a purchase order is issued, and the itinerary items of the trip are purchased.
- We also handle any changes required for the trip en-route; these may require additional bookings, re-issue of tickets and approvals.
- When the trip is complete and the traveler returns home an expense report is created containing all reimbursable items purchased. The employee adds incidental expenses and submits the report for approvals and processing. Our expense module is tailor made for this activity.

Our enterprise travel spend control platform enables corporate clients to **reduce their overall travel spend by up to 30%**, combining the efficiency of self booking with the expertise of easily accessible travel agents.

In addition, Atrii was built for multi-national corporate environments. The system can handle your entire global travel planning as well as fit into any local market just as easy

If you're curious to find out more, feel free to check out our **live demo**.

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Until next time,

Yaron Perlman

VP, Business Development, Atriis

9. Why You Need the Atriis Travel Spend Reporting Suite (offer Free Trial)

Dear Prospect,

I think we all could agree: There's never been a more challenging time in business ever. With massive cutbacks, huge layoffs, former blue chip, big name companies falling on their sword right and left, it's been a crazy ride over the past few years.

The last economic disturbance that created such wide felt shockwaves? The Great Depression itself in the 1930's. And everywhere you look, there is pressure to reduce costs, reduce costs, reduce costs. And what happens if you don't? You may leave the organization too. Not good!

Luckily, there are things that can be done. It just takes a forward looking attitude and an outside the box approach. Uncovering every area of potential cost savings is a good start. But travel programs can be tough to manage and even tougher to change.

Is your company frustrated by the lack of oversight into travel expenditures? Finding it difficult to manage increasingly complex travel arrangements?

And the fragmented nature of the travel market doesn't help. Effectively managing travel in mid-size and large companies has become difficult at best. Traditional booking tools and travel policy enforcement protocol are not effective in controlling travel expenditures.

You need a travel management system that works across the entire organization, while still retaining each employee's individual travel planning preferences.

How can we help?

ATRIIS is comprised of three modules:

- **ATRIIS Travel Spend Manager:** The ATRIIS Travel Spend Manager handles all the aspects of planning and fulfilling business trips including self-booking, agent assisted trips, quote management, approval procedures, messaging and more.
- **ATRIIS Expense Manager:** The Expense Manager handles expense reporting for employee travel and personal expense reimbursement. Our expense module assists in controlling travel expenses before they are incurred and consolidating travel control into procurement processes.

- **ATRIIS Travel Spend Reporting Suite:** The Travel Spend Reporting Suite enables travel executives to gain insight on travel spends and allows you to adequately plan the corporate travel policy and supplier agreements. The Reporting Suite provides a wide variety of canned reports, as well as a unique Business Intelligence platform for creating customized reports.

Product Features

Rich Self-Booking Inventory

- Air booking from standard and low-cost carriers
- Hotel inventory from select consolidators
- Master Itinerary enables bookings from multiple sources

Approvals, Audit Trails Tracking and Messaging

- Flexible and powerful approval-based workflow engine, accommodating for a wide variety of approval scenarios
- Tracking and history audit trails record all transactional activity
- Messages sent to approvers, travel agents and peers are delivered via email and kept in the Trip folder for future reference

Hybrid and Flexible Travel Itinerary Planning

- Self booked items, travel agent bookings, and web content bookings and services are merged into a single unified itinerary
- ATRIIS' wide variety of online distribution sources, from GDS to consolidators to direct low-cost suppliers interfaces, gives you access to an extraordinary range of flights, hotels and car rentals and the ability to book the most attractively priced options
- Maintain strict cohesion to all corporate travel policies and regulations
- Modifications to itineraries are simple and controllable

Email Integration

- All activities may be carried out via email, including itinerary planning, quotes and booking approval and in-context messaging

Live Assistance

- Wherever you are and whatever your needs may be, you can reach a travel consultant for all your travel plans.
- ATRIIS is designed to offer a direct access to experienced travel agent to help with last-minute itinerary changes and supply real-time support to passengers in need.

Reporting & Analytics

- With automated reporting, ATRIIS can reduce errors, eliminate fraud, and help clients maintain cost-effective travel policies.
- Our reporting tools deliver powerful analytics that show the main points of expenditure and the relation between them.
- A robust expense module that allows you to record and report everything from your trips seamlessly.

- Allows you to extract document copies without any dependence upon the travel agent.
- Atriis was built for multi-national corporate environments. The system can handle your entire global travel planning as well as fit into any local market just as easy.

Of course, some of these areas could be managed by you and your team. But do you have the time? Perhaps you don't even have a team! And of course, it will take lots of learning. There is a steep learning curve with many of these important program elements.

If you are concerned about cost, don't be. The savings most companies see in the first year more than compensate for implementation of a system like this.

Ready to find out more? Register for a **live demo**. Join over 100 companies worldwide who use Atriis.

Questions? **Contact us** today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman

VP, Business Development, Atriis

10. Examples of How Companies Have Reduced their Travel Spend and Saved Significantly

Dear Prospect,

In this age of Facebook and Amazon.com where we have the ability to see what others think and trust what others say more than the companies that we buy from, its important to make decisions that we can be happy with, whether you are buying a car, television or *travel management services*.

Like you, we actively review case studies, read reviews of satisfied customers, talk to people – whatever it takes – before we make a decision on a vendor or supplier. At Atriis, we get it.

So what do our loyal clients say about us?

“Our savings in 2009 could not have been achieved without Atriis. The figures from our recent performance review are overwhelming: in 2008 we have had 999 trips and 1170 trips in 2010. We have been able to cut down 20% on our annual travel spend in 2009 although our actual travel volume went up by 20%!”

-Ruth Valder - Global Travel Manager 888holdings.com

It pleases us to know that we are valued so highly from the companies that we do business with. We know that you expect nothing less than the highest quality travel management services.

What is true is that every client we do business with is very unique. Whether you are a small company in a growth industry or a large, multinational firm with offices worldwide, there is no "one size fits all" for any company seeking a better travel program.

How about some case studies? This is where you can really begin to see the impact that Atriis can have for your company.

Here are a couple that worked with Atriis recently:

Medical Appliances and Equipment Industry, Public Company

Customer Profile:

Industry and company type: Medical appliances and equipment, public company.
Annual travel spend: USD 500 thousands, mostly international travel.

Objectives:

Centralize the travel management structure, implement travel approvals procedures and automate relating business processes.

Scope:

- Reviewed and recommended changes for travel policy
- Defined business processes relating to itinerary fulfillment, travel approvals and expense reimbursement.
- Implemented travel policy and business process with the ATRIIS Trip Spend Manager and Expense Manager product.

Results:

Average cost per mile dropped considerably; allowing the company to increase travel volume by almost 400%, while increasing spend by only 150%.

2 - Online Gaming Industry, Private Company

Customer Profile:

Industry and company type: Online gaming, private company.
Annual travel spend: USD 3M, mostly international travel.

Objectives:

Centralize the travel management structure, implement travel approvals procedures and automate relating business processes.

Scope:

- Negotiated supplier agreements for air and hotel
- Worked tightly with global travel management department on careful planning of itinerary fulfillment, travel approvals and relating business processes that are aligned with organization structure and management culture
- Implemented budget control, business process and procedures automation using the ATRIIS Trip Spend Manager and Expense Manager product.

Results:

Overall travel volume increased by 20%, while actual travel spend dropped by 20%.

So, there you go, some insight into a couple real companies that had real challenges with travel management. And it all started with a sometimes uncomfortable reality: They realized they had a problem and that they could benefit from outside help.

And the great thing is that what they learned along the way gave them additional insight into other areas of their procurement processes that could benefit. As a truly evolving thing, the improvements never end.

What could we do for you?

Learn about the **features and benefits** of all the Atriis solutions.

If you're curious to find out more, feel free to check out our **live demo**.

Questions? **Contact us** today. We look forward to sharing more valuable travel procurement/management information in future newsletter issues.

Until next time,

Yaron Perlman

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