

SEVEN WAYS YOUR ORGANIZATION WILL PROFIT FROM A HOLISTIC TRAVEL MANAGEMENT SOLUTION.

From saving 8 hours per week, gaining real-time visibility to maximizing profits, here's how a holistic travel management solution takes travel managers to the next level.



INTRODUCTION



The COVID-19 pandemic has led to a significant change in the way business travel is handled. The rapid changes needed to adapt to the home office have led to a decline in spend transparency for many companies.

Now that pandemic-related travel restrictions have been lifted in most parts of the world, the focus is shifting back to business travel in order to intensify face-to-face contact with clients.¹

The problem now is a patchwork of systems and processes concerning business travel. In other words, the complexity for travel managers has increased. The pandemic has created new challenges for companies in monitoring and managing their employees' travel expense. The same applies to problems that occur during the booking process, when several enquiries may have to be made. Payment also usually requires the use of different platforms—all of

them unnecessarily complicated processes. The requirements for a unifying solution that answers the needs of travel managers in 2023 are evident: it must be cost efficient, ensure travelers' safety, increase employees' productivity –and, above all, make travel managers' lives easier.

¹ The 2023 GBTA CWT Global Business Travel Forecast.

WHAT IS WRONG WITH THE STATUS QUO OF TRAVEL MANAGEMENT? **EVERYTHING.**



The need for a Travel Management Company (TMC) that offers a comprehensive solution is becoming increasingly evident as companies struggle to manage their travel and expense (T&E) using a patchwork of various systems. These often do not address issues such as off-platform bookings, potential savings, and unenforced company policies, leading to further complexity, frustration, and inefficiently used working time.

It is no surprise that 80% of businesses report that it is important for all booking channels to be integrated, with 41% stating that it is extremely important. In fact, 92% of companies have already adopted OBTs in an effort to streamline their travel booking processes and drive efficiency, cost-savings, and improved user experience.²

² ACTE/American Express Global, Booking Tools and Technologies, 2019.

We understand that behind these figures there are people, travel managers, and travel planners, whose daily routine would be drastically optimized by a standardized solution.

THE SOLUTION TO MINIMIZING INEFFICIENCIES IN TRAVEL MANAGEMENT: **BUSINESSTOGO**

This is where a smart solution like **BusinessToGo** comes into play. **BusinessToGo** is a comprehensive travel management platform that combines the global reach of Lufthansa Group with the innovative technology of Navan.³ It offers a wide range of features and tools that help travel managers and planners streamline their companies' travel processes, address inefficiencies in corporate travel management, and automate travel processes.

The holistic, 360-degree business travel solution offers direct access to flight, hotel, rail, and rental car offers, as well as a fast and personalized booking process that uses state-of-the-art technology and provides access to all attractive NDC offers.

³ Please note: as of February 7, 2023, TripActions has been operating under the name Navan.

8h
per week
per TravelManager

Savings
through an
automated
solution



THE 8 KEY BENEFITS THAT TAKE TRAVEL MANAGEMENT TO A NEW LEVEL INCLUDE:

1 Easy Automation:

By using **BusinessToGo** to automate the travel booking process, companies can reduce the time and effort required to manage business **travel by at least 8 hours per week.**⁴

2 Enhanced control over travel spend:

With **BusinessToGo**, you as travel managers and travel planners can track employee spending in real-time, and set limits and guidelines for travel expense. This helps you ensure travel spend is within budget and aligns with company policies.

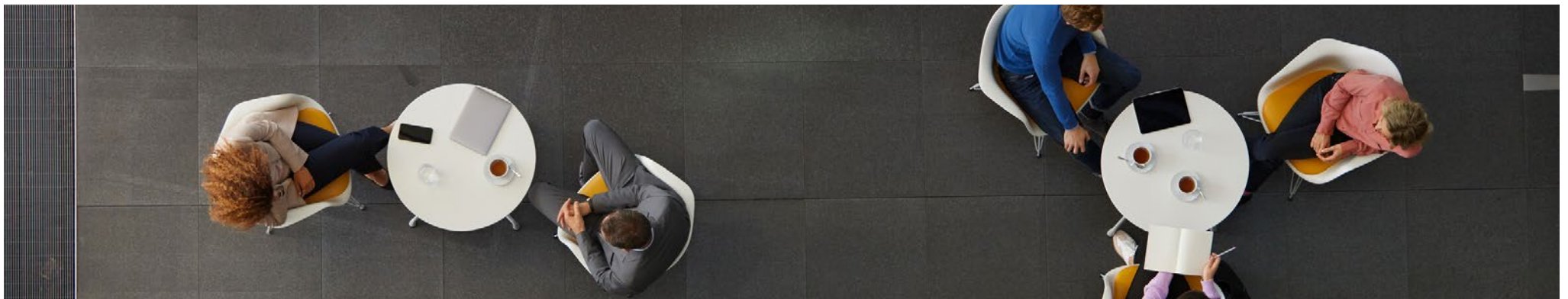
3 Improved Coordination:

BusinessToGo enables employees to book flights, hotels, and rental cars from a single platform. This streamlines the travel booking process, saves time, and reduces the risk of errors—which ultimately means less hassle for you.

4 Increased visibility:

BusinessToGo provides advanced reporting and analytics capabilities, which help you identify trends and opportunities for further cost savings.

⁴ Forrester Consulting, The Total Economic Impact Of TripActions, April 2022.



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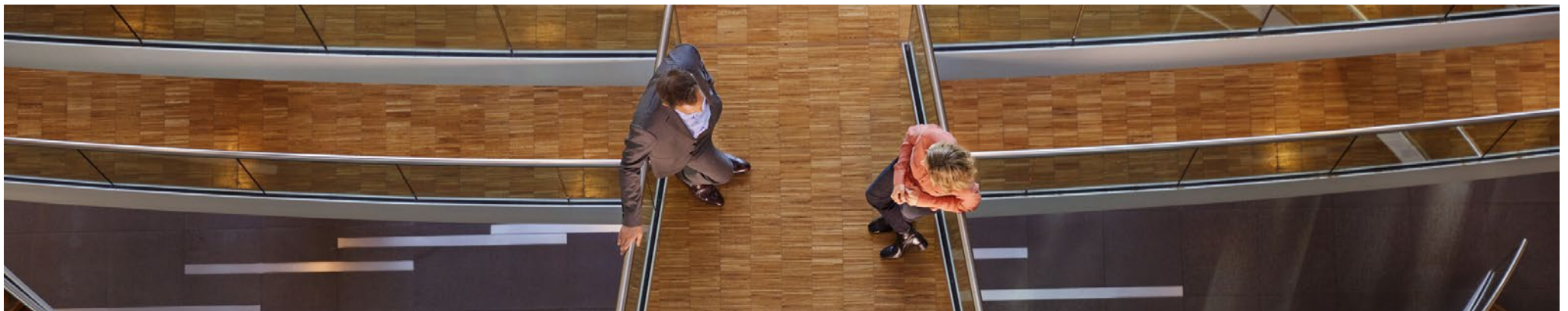
5 Sustainability: **6** Duty of Care: **7** 24/7 Service: **8** Payment:

Through the PartnerPlusBenefit bonus program, points can be converted into Sustainable Aviation Fuel and significantly reduce the company's carbon footprint.

BusinessToGo ensures that employees are taken care of, with a range of tools and resources designed to keep them safe and informed, like real-time flight monitoring, providing up-to-date information on the status of their flights and any potential disruptions.

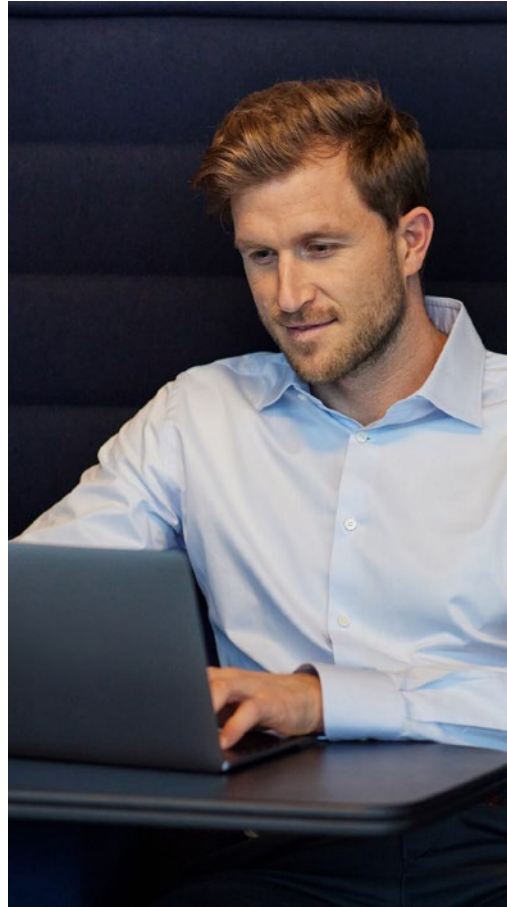
BusinessToGo offers a 24/7 service, which is also a huge relief for travel managers. Having all bookings in one tool also means that you have a dedicated service line and no longer need to contact multiple suppliers for flights, hotels, or rental cars.

Easy payment option, all in one place. This eliminates the hassle of entering and confirming credit cards in different tools.



CONCLUSION

With a comprehensive solution such as **BusinessToGo**, travel managers and planners can finally make use of both the efficiency, cost saving and simplicity of Navan and the Lufthansa Group's extensive route network, as well as the NDC offers.



- BusinessToGo is the only solution on the market that effectively comes with an integrated membership of PartnerPlusBenefit, the Lufthansa Group's bonus program that allows companies to collect BenefitPoints on business flights. Thus company savings will even exceed the benefits found in a study by Forrester Consulting, that showed a travel management solution like TripActions increases operational efficiency worth about €165,000 for an organization with roughly 2,000 business trips per year.⁴

For more information on BusinessToGo visit business.lufthansagroup.com/gb/en/businessstogo

⁴ Forrester Consulting, The Total Economic Impact Of TripActions, April 2022.

THANK YOU
FOR YOUR
ATTENTION

