

VISIONARY TRAVEL SOLUTIONS

CLIENT: HEALTH CARE STAFFING COMPANY

- \$120 MM REVENUE
- 700+ STAFF
- \$1.5MM ANNUAL TRAVEL COST

CHALLENGE

A well-respected and exponentially-growing medical staffing company with hundreds of traveling medical providers did not have a scalable solution in place for their travel administration process, which not only resulted in frustration, but also led to foolish overspending on annual travel needs.

After conducting a raw data analysis and revealing insights from 2018 travel expenses, the executives and Visionary Travel Solutions both recognized an immediate need for scalable improvements.

Prior to our engagement, in-house staff members, with very limited travel knowledge and cost-savings expertise, were scrambling to make and keep up with hundreds of travel arrangements.

The disorganization and lack of process eventually resulted in discontentment and confusion for both internal employees and medical providers. It's safe to say that our client was in dire need of a viable and sustainable travel solution- a complete overhaul-that was not only conducive to substantial cost-savings, but also resulted in a real travel intake process to bridge the recognized gaps between all internal departments, while further promoting compliance within their business networks.

Cost-savings aside, these changes positively-impacted the operations in ways never attained before.

SCOPE OF SERVICES & EXECUTION

- Full data analysis and evaluation of travel expenditures from year 2018 - present
- Comprehensive credit card strategy for maximized rewards on business expenses and savings
- Development and management of customized and unique travel software technologies based on data insights
- Creation and implementation of an internal travel policy to promote compliance company-wide and throughout business networks
- Hands-on and defined intake and approval process of all travel-related expenses
- Meticulous travel management and accounting process
- Negotiation of rates for rental cars and designated hotels for maximum savings
- Corporate car integration and long-term lodging solutions for road-warrior travelers within business networks
- Full management of loyalty programs and elite status strategies
- Hiring, training, and staffing a designated full-time project manager
- Direct and on-demand communication with Visionary Travel Solutions throughout the project term
- Monthly savings reports and daily reconciliation of all travel expenses

RESULTS

For the first time ever, our healthcare client has experienced a significant downward trend in their travel expenditures, which resulted in a “butterfly effect” across all other departments, highlighting savings that were never realized previously (for example: timely travel expense reports now result in faster-paid invoices and significant savings on interest charges).

A fundamentally-fair and necessary travel policy was designed to optimize compliance and create transparency, while simultaneously facilitating traveler satisfaction.

FAST FACTS



\$450K+

Projected annual savings



COMPLIANCE

95% Travel Policy Compliance



51%

Reduction in car rental expenditures



39%

Reduction in hotel expenditures



LOYALTY

Additional five figure savings per month by leveraging loyalty programs



SYNERGY

Created fluid transparency between all departments for internal synergy and efficient reporting.

42% **Overall travel savings through VTS strategy and implementation**

TESTIMONIAL

"MY COMPANY WAS GROWING AT A FAST PACE, AND ADMITTEDLY, THE TRAVEL DEPARTMENT WAS MESSY AND HAPHAZARD. WORKING WITH VISIONARY TRAVEL SOLUTIONS TO OVERHAUL AND REVAMP OUR ENTIRE PROCESS NOT ONLY SAVED US MONEY BEYOND OUR EXPECTATIONS BUT ALSO TAUGHT ME INNOVATIVE WAYS THAT ARE FOREVER LIFE-CHANGING IN THE OPERATIONS OF MY COMPANY. FOR EXAMPLE, ANGELINA AND AILEEN FOUND A WAY TO BRIDGE THE EXECUTIVE, ACCOUNTING, AND SCHEDULING TEAMS THROUGH TRAVEL. THE COST-SAVINGS ARE SIGNIFICANT. FURTHERMORE, THE PERSONAL IMPACT VTS CONTINUES TO HAVE ON MY COMPANY IS IMMEASURABLE."

-PRESIDENT