

## **High Tech Complimented with High Touch**

Options Travel is referred to as a TMC (Travel Management Company). The easiest way for us to describe our role is to consider us “Travel Consultants”. We sit down and analyze your travel spend and identify ways to improve savings and maximize the ROI. Once we have identified saving opportunities we work with different travel vendors to implement the appropriate program.

Here is a quick glimpse of programs we get our clients enrolled in.

- 1) Airline Programs – Your Company will earn an entire second set of airline miles that can be used for free tickets, status elevations and seat upgrades. (Travelers still always earn their own miles)
  - a. American
  - b. Delta
  - c. United
  - d. US Air
  - e. International Carriers
- 2) Car Programs – Options Travel will set up a car programs for your company that give huge discounts, immediate status for all travelers and at a corporate level will get free rental days
  - a. Avis / Budget
  - b. Enterprise / National
  - c. Dollar / Thrifty
  - d. Hertz
- 3) Hotel Programs – Options Travel will help your company identify the best hotel program to bring the biggest savings. These are just some of the programs we work with.
  - a. Thor Hotel Program
  - b. ABC Global Services
  - c. Expedia Hotel Programs
  - d. Rooms and More
  - e. GDS Hotels
  - f. Specific negotiated hotels for your company
  - g. Hotel chain wide discounts

Once we get all of the proper savings and reward programs in place we build them into an online booking tool. One of the best tools in the market place is called Concur Travel and Expense. We then build in all of the air, car and hotel programs right into the online booking tool. Each traveler is provided a login and password and can log into the tool at any time and make reservations. Within the tool we can build in your travel policy to ensure that travelers are following corporate policy. The best part about the Concur program is there is a full mobile app available and travelers can have access to all of your company’s discounts right at the tip of their fingers.

Once travelers start making their reservations using the technology we are able to fully report, analyze and benchmark on every dollar spent on travel. This ensures that we are continually adding new programs to maximize your ROI.

Below is a savings summary that I just did for a client that has \$500,000 in air, \$200,000 in hotel, and \$40,000 car spend. Call or email us with your travel spend and we will prepare a customized travel savings analysis for free.

SAVINGS PROGRAMS		YOUR SAVINGS
A.	Corporate Credit Card Program	TBD
B.	Negotiated Hotel Savings & Rebates	\$18,750
C.	Car Rental Discounts/Promotions	\$5,500
D.	International Discounts & Rebates	TBD
E.	United Discount Programs	\$5,786
F.	American Discount Programs	\$6,429
G.	Delta SkyBonus	\$5,559
H.	Voided Tickets	\$37,500
I.	E-Ticket Tracker	\$10,000
J.	Travel Policy Assistance & Enforcement	\$8,000 - \$24,000
K.	Travel GPA New Savings	TBD
L.	Groups & Meetings Discounts	TBD
M.	Other Savings Opportunities	
	* Inventory Conversion & Waitlist Clearances	TBD
	* Alternate Routing	TBD
	* Bulk Mileage Program(s)	TBD
	* VAT Recovery	TBD
<b>TOTAL SAVINGS OPPORTUNITIES</b>		<b>\$97,523 - \$113,523</b>

In summary, I think we could do some amazing things for your company and bring you programs that are not available to the general public.

Keep in mind there are many more programs that I have not identified in the above. It is just to be used as an example.

I would ask to continue this conversation with you. Perhaps I can pull together a proposal and savings summary for your review?

Please let me know if I can assist in any way!

Thank you,

Donald Buynack  
 President  
 Options Travel  
 Phone: 847.803.4444 x100  
 Email: [dbuynack@optionstravel.com](mailto:dbuynack@optionstravel.com)

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