

Travel and Fleet

Travel

Airlines
Hotels
Chauffeur
Agency Services
Rental Cars
Offsite Meetings

Fleet

Purchase
Maintenance
Leasing
Fuel
Management
Consulting

Travel and Fleet Adoption Continuum



Primary Responsibility: To provide safe and desirable travel options that map to a customer's needs.

Key Issue / Sensitivity: The majority of these costs are more addressable by means of demand management and policy than by sourcing, and suppliers are resistant to these purchasing methods being employed. Travel has the added challenge of dealing with monumental compliance issues, while Fleet is saddled with negotiating deals with a very small, very powerful supply base.

Effective Solution: Lend a hand – Assist with implementation and compliance efforts.