

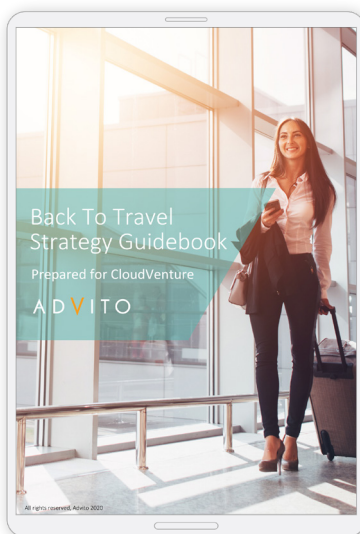
Transform your business travel program

Create a holistic strategy designed to activate your program when business needs arise

The business travel industry has significantly changed and travel programs must adapt their strategies to remain future-fit. A Back to Travel engagement with Advito can help you shift to the new world of dynamic program management—integrating new stakeholders, digital tools, data sources, and suppliers. When your organization is ready to activate business travel, it is essential that your program is ready to ramp back up both quickly and safely.

Advito's experts have developed a strategy workshop to help your program approach the new future of travel that incorporates data, spend management, supplier sourcing, policy and traveler communications. Our agile approach is designed to evolve and adapt with both changing global travel risks and your program needs.

How it works



Advito's Back to Travel Strategy Workshop is led by three consultants across our Air, Hotel and Traveler Engagement™ practices.

We will conduct a holistic, data-driven analysis of your travel program to outline the right strategy for your return to travel. Advito's consultants will do a full Air Strategy Review (ASR) and Hotel Strategy Review (HSR)—as well as an assessment of your travel policy and traveler communications tactics to ensure that your back to travel road map addresses all critical areas affected by the COVID-19 pandemic.

Designed with health and safety at the forefront, Advito will deliver a guidebook outlining your

customized strategy to drive traveler confidence in your program and get you back to travel. As we approach the new future of travel together, we can help you navigate supplier sourcing and management, new cleanliness and safety standards, increased duty of care requirements, traveler communication strategies, and more.

Benefits

- + Outline a customized action plan—based on your travel program data—to get back to travel as safely as possible
- + Increase traveler awareness of shifting program goals and changes to travel policy related to COVID-19
- + Develop an agile communications road map to drive program adoption and ensure duty of care as travel ramps back up
- + Understand program risks—from identifying gaps in policy to analyzing how supplier networks will change
- + Identify where you have the most leverage to negotiate with suppliers and adapt your sourcing strategy to the current travel landscape
- + Gain insight into your top routes' future schedule, public air pricing trends, hotel rate deterioration and more

The travel landscape has completely changed, and while that can be unsettling, it has also created an opportunity to drive changes that will **optimize your program to control costs and provide a positive travel experience.**

Dynamically manage your hotel program

The hotel industry will continue to change as a result of COVID-19, and while savings and program adoption are still important, cleanliness and safety concerns are quickly taking precedence. Our Back to Travel Workshop looks at cleanliness and safety protocols across your entire program. We will also conduct an analysis of your rate competitiveness and an assessment of the impact of shifting to dynamic rates. Our refreshed sourcing and program management strategy allows you to rely less on the hotels and put yourself back in the driver's seat to create a dynamic, agile program.

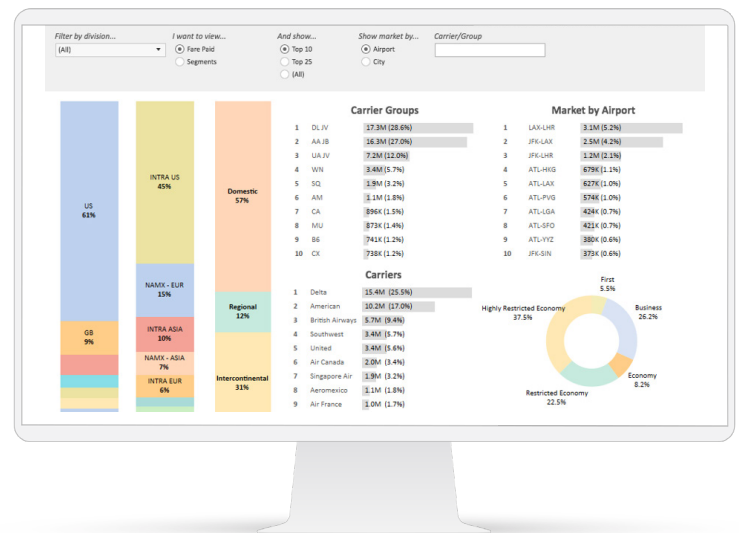
Deliverables

The Back to Travel Strategy Workshop deliverables include a four-hour virtual strategy session, a two-hour key findings call, and a comprehensive guidebook with your customized strategy, consultant insights and recommendations for implementation. The guidebook includes:

- + Air Strategy Review dashboard
- + Airline grounding risk analysis
- + Airline biosecurity matrix
- + Fare and fuel surcharge tracking for top markets
- + Hotel cleanliness and safety analysis and strategy
- + Hotel static rate deterioration summary
- + Hotel dynamic rate property assessment report
- + Hotel market-level rate target calculations
- + High-level travel policy review
- + Traveler Engagement communications strategy

Build a future-fit air program

We know that the return to pre-COVID-19 levels of air travel will be slow and gradual—both supplier networks and your travel footprint have changed significantly in the past six months. With Advito's Back to Travel Workshop, our air expert will forecast your future footprint, run a travel policy comparison and impact assessment, analyze the impact of your suppliers' changing networks and develop a biosecurity matrix to help you select the carriers that will minimize risk. Advito will help you create a share shift strategy-identifying leverage opportunities, recommendations and timelines for next steps.



Advito is breaking boundaries in corporate travel. With a powerful, intelligence-driven framework that dynamically manages supplier spend and traveler behavior, travel programs can continuously run in balance and at peak performance, keeping the needs of all stakeholders met. With smart analytics, unique supplier strategies and integrated traveler engagement, we'll elevate your program to reach new levels of savings and satisfaction. For more information visit www.advito.com or email advice@advito.com.