

# Knowing what's best in market.

Coding and labelling manufacturer finds other TMCs too expensive and not as slick.



Industry: Manufacturing



Location: Cambridge, UK



Client Established: 2007

**"The biggest change is that although the number of our travel bookings has doubled in the last year, our expenditure has not.**

**This has been down to the work that Corporate Traveller has done in finding us the best value for our travel spend"**

Susan Appleby, EA to CEO @ Domino

## Background

- Corporate Traveller appointed sole travel provider in 2014, after years of using multiple TMCs.
- Parent company appointed another TMC in 2018 so UK team put both to the test.

## Solution

- Both offered competitive rates but other TMC did not always have correct dates.
- Corporate Traveller offered well-presented quotes and sensible alternatives when price was high.

## Success

- Retained as a Corporate Traveller customer; benefit from our negotiated air and hotel rates.
- Better travel spend data to identify trends and keep accurate budgets.

## Situation

- TMCs given 24 hours to send quotes on frequently travelled routes across range of dates.
- Quotes analysed and cross-checked against pricing and flexibility.

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