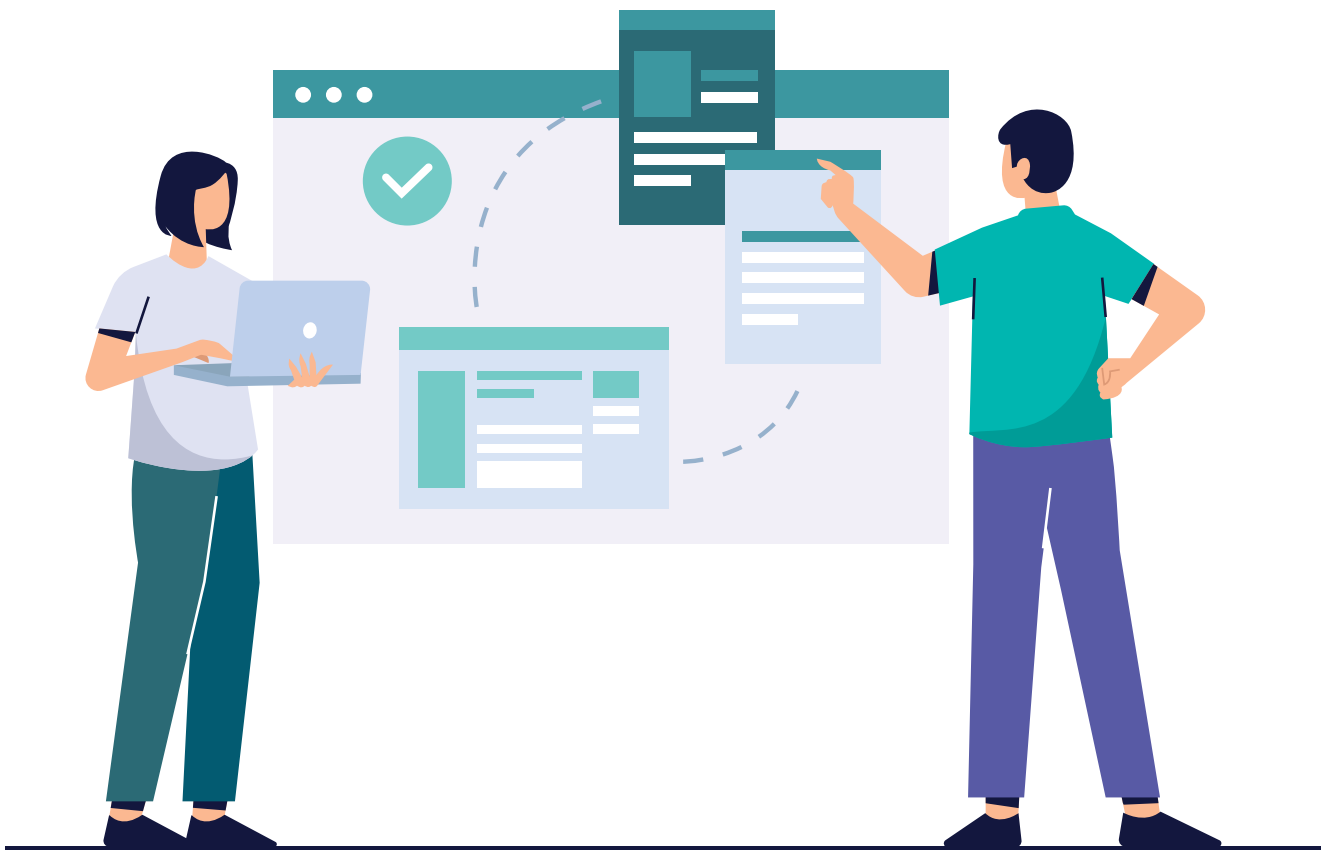


Maximise Travel Savings: A Comprehensive Analysis of Efficient Travel Booking



EXECUTIVE SUMMARY

The Roomex Savings Team employs a robust methodology to identify, analyse, and maximise cost-saving opportunities for clients in corporate travel management. Our approach combines data-driven insights with industry expertise to deliver personalised solutions tailored to each client's unique circumstances and requirements.

Through client consultations, comprehensive data collection, advanced analytics, and qualitative assessments, we identify patterns, trends, and areas where potential cost-saving opportunities exist. By leveraging negotiated rates, flexible booking options, and centralising bookings through our platform, we empower clients to achieve substantial savings while ensuring comfort, convenience, and compliance with travel policies.

Case studies across diverse industries, including construction, retail, and utility services, highlight our success in delivering tangible cost reductions. Our analyses demonstrate annual savings potentials ranging from 12% to 20%, driven by strategies such as negotiating discounted rates, avoiding additional expense traps, and optimising booking timing.

By adhering to our rigorous methodology and continually refining our approach based on feedback, market trends, and technological advancements, we ensure that our analyses are comprehensive, accurate, and actionable. The transformative impact of the Roomex Savings Team underscores our commitment to driving efficiency, savings, and success for our clients in corporate travel management.

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The Savings Team



The Roomex Savings Team is a dedicated group of travel experts committed to delivering savings and optimising corporate travel management. With a blend of data-driven insights and industry expertise, our team specialises in identifying, analysing, and maximising cost-saving opportunities for businesses across diverse sectors.

We partner with clients to understand their unique travel requirements and tailor personalised solutions that drive tangible results. Whether you're a seasoned traveller or new to corporate travel management, the Roomex Savings Team is here to help you unlock new avenues for growth, profitability, and success in your travel endeavours.



Julie Boardman

Hotel Supply Procurement
Manager

With over 25 years in business travel, Julie brings extensive experience from global travel management companies, specialising in Procurement and Sourcing for Fortune 500 companies worldwide. Her expertise ensures we deliver substantial savings on hotel rates for our customers.



Marco Pacini

Market Manager

Marco has 15 years of experience in business travel, working with leading global travel management companies. He excels in managing hotel procurement for Fortune 500 companies on a global scale, driving significant cost reductions for Roomex customers.



Robert Sullivan

Supply Executive

Robert has over 5 years of corporate travel experience, with a background in hotel revenue management. At Roomex, he leverages his skills to develop innovative pricing strategies that provide our clients with maximum savings.



Anahí Xamena

Supply Executive

Anahí brings 15 years of business travel experience and a strong background in sourcing and procurement. She has worked extensively with hotels and venues globally, ensuring we secure the best rates and terms for our customers.

Introduction

In the realm of corporate travel management, optimising costs while ensuring comfort, convenience, and compliance with travel policies is paramount for businesses across diverse industries. At Roomex, our Savings Team employs a rigorous methodology grounded in data-driven insights and industry expertise to identify, analyse, and maximise cost-saving opportunities for our clients.

Our methodology begins with client consultations, allowing us to gain a comprehensive understanding of each client's unique needs and circumstances. By collecting comprehensive data on past hotel bookings, including booking dates, duration of stay, location, room type, and associated costs, we lay the foundation for our analysis.

Utilising advanced analytics tools and algorithms, we identify patterns, trends, and areas where potential cost-saving opportunities exist. Through quantitative analysis, we quantify the potential cost savings that could be realised through our platform, while also considering qualitative factors such as client preferences, travel policies, and market conditions.

Presenting our findings and recommendations to clients, we empower them to make informed decisions that drive tangible results. Testimonials and client feedback serve to corroborate the efficacy of our solutions, while our

commitment to continuous improvement ensures that our analyses remain at the forefront of innovation in corporate travel management.

In this whitepaper, we present anonymised case studies across several industries, including construction, retail, and utility services, to illustrate the transformative impact of our Savings Team in optimising hotel accommodation expenses. Through methods like negotiating client rates, presenting flexible booking options, and centralising bookings, we enable clients to achieve significant cost reductions while enhancing overall efficiency in their travel management processes.

As businesses navigate an increasingly competitive and dynamic landscape, every opportunity for savings is essential. We invite existing and prospective clients to explore the savings opportunities available through the Roomex platform and partner with us to unlock new avenues for growth, profitability, and success in their corporate travel endeavours.

Our Methodology

At Roomex, our methodology for conducting savings analyses is founded on a robust framework that combines data-driven insights with industry expertise. The following steps outline our approach to identifying, analysing, and maximising cost-saving opportunities for our clients:

1. Client Consultation

- The first step for the Savings Team is to get to know the client and their needs.
- The savings analysis is a personalised document which is individually tailored to each client's circumstances and industry, so it is crucial that the Savings Team consult the client before beginning their analysis.
- The Savings Team will use this consultation to come to a full understanding of where you're regularly travelling, why you're travelling, and who is normally travelling.
- This consultation enables the Savings Team to filter out unsuitable hotels in the final client presentation.

2. Data Collection

- Following the initial consultation, the Savings Team begins gathering comprehensive data related to clients' past hotel bookings, including, but not limited to, booking dates, duration of stay, location, room type, and associated costs.
- Data is collected from various sources, depending on the client including our own booking platform, client records, and third-party travel management systems.
- This data collection will inform the approach taken by the Savings Team, determined by the room night booking volume of the client.

3. Identification of Cost-Saving Opportunities:

- Utilising advanced analytics tools and algorithms, we analyse the collected data to identify patterns, trends, and areas where potential cost-saving opportunities exist.

- This involves comparing the clients' historical booking data against available options on our platform, considering factors such as negotiated rates, special discounts, and strategic booking timing.
- The Savings Team also reviews client booking habits to determine the most cost efficient approach going forward.

4. Quantitative Analysis:

- Once potential savings opportunities are identified, we conduct a quantitative analysis to quantify the potential cost savings that could have been realised through our platform.
- This involves calculating the difference between actual expenditure and hypothetical costs based on optimised bookings through our platform.

5. Qualitative Assessment:

- In addition to quantitative analysis, we also consider qualitative factors such as client preferences, travel policies, market conditions, and specific requirements that may influence booking decisions.
- This holistic approach ensures that our recommendations are not only financially advantageous but also align with our clients' overarching objectives and preferences.

6. Presentation to Client:

- Following the analysis, the Savings Team presents their proposal to the client.
- The Savings Team also provides the client with advice on their booking habits to help further maximise savings.

- The potential savings are presented to the client as a percentage figure.

7. Testimonials and Client Feedback:

- Where possible, we incorporate testimonials and feedback from participating clients to provide firsthand insights into their experiences with our platform.
- Client testimonials serve to corroborate the efficacy of our solutions and provide tangible evidence of the savings potential realised by our clients.

8. Continuous Improvement:

- Our methodology is not static; it is continuously refined and optimised based on feedback, market trends, and technological advancements.
- We remain committed to staying at the forefront of innovation in corporate travel management, ensuring that our clients always benefit from the latest tools and strategies for maximising savings.

By adhering to this rigorous methodology, we ensure that our savings analyses are comprehensive, accurate, and actionable, empowering our clients to make informed decisions that drive tangible cost reductions and enhance overall efficiency in their travel management processes.

Assumptions Made During the Analysis Process:

1. Data Integrity:

We assume the accuracy and reliability of the data provided by clients and hotels for the analysis.

2. Data Consistency:

Our analysis assumes consistency in market conditions and industry dynamics across the periods under review.

3. Platform Utilisation:

We assume that businesses under analysis had the potential to leverage our platform's features effectively to optimise their hotel booking expenses.

4. Generalisability

While the findings are based on specific industries, we believe that the insights and recommendations derived from the analysis are applicable across a broader spectrum of businesses and sectors.

5. Rate Availability

We assume that the rates presented to the client following the analysis will be available to book at the time the client chooses.

Case Study 1: Construction Industry

Client Profile and Travel Requirements:

The client, a leader in the UK's construction sector, operates a network of regional offices across the UK providing award-winning rail, plant, and construction solutions. With a workforce frequently travelling for meetings, projects, inspections, and industry events, efficient hotel booking management is critical to their operational success. Their primary objectives include minimising travel costs while ensuring accommodations meet the necessary standards for comfort and convenience for the workforce traveller.

5.5K

Room nights booked

£547,484

Total spend

Detailed Analysis of Previous Booking Patterns

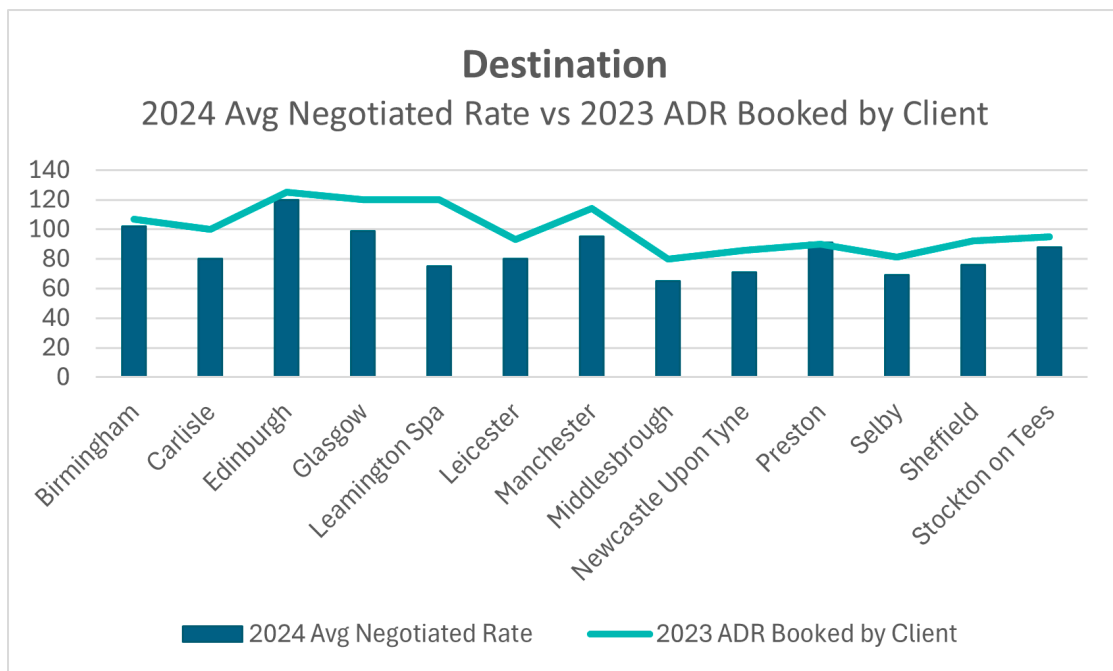
Prior to joining the Roomex platform, the majority of the client's bookings were made through traditional channels, such as direct hotel reservations or third-party booking platforms. Due to the decentralised nature of the booking process, the client could not provide a consolidated view of their historic booking data. As a result, the Savings Team was not able to immediately review and analyse the client's booking history. In order to provide the client with a savings analysis, once the client began using the Roomex platform, the Savings Team reviewed the client's booking data on a monthly basis to conduct the analysis. After a period of three months, the Savings Team was able to provide the client with a comprehensive review of their bookings and future savings potential.



Identification of Potential Cost-Saving Opportunities:

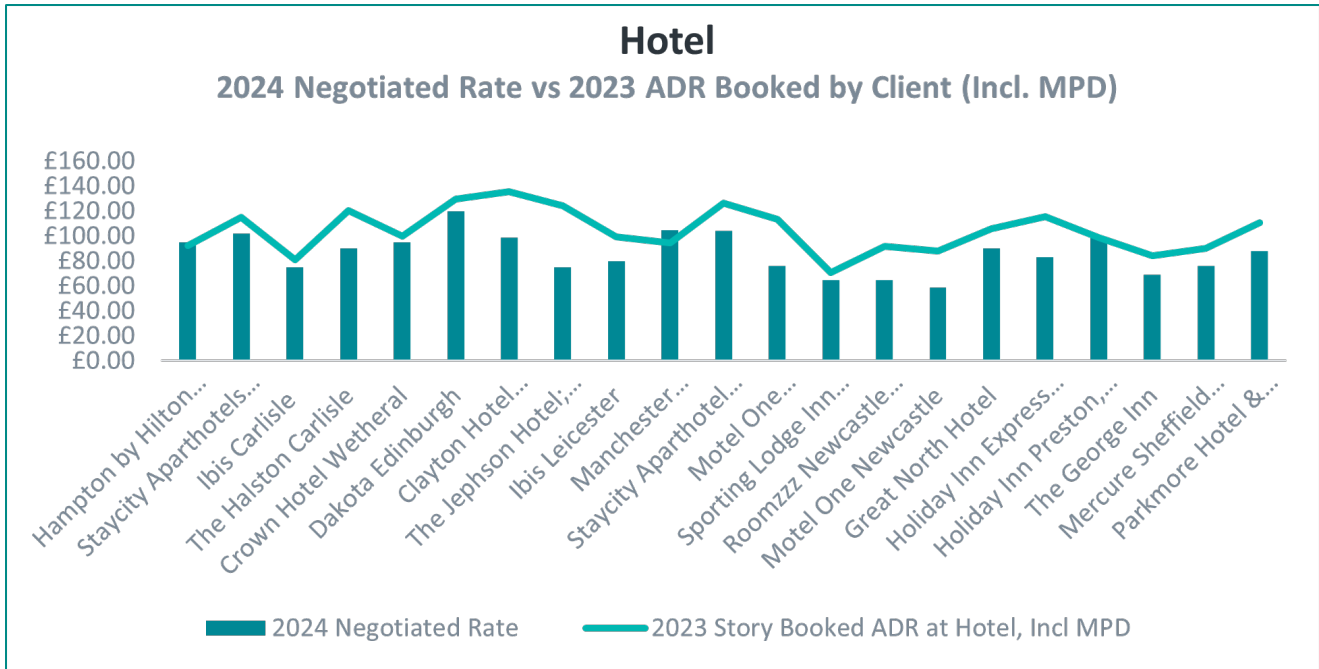
Our analysis revealed several key areas where the client could optimise their hotel booking process to achieve significant cost savings:

- 1. Negotiated Rates:** By consolidating their bookings through the Roomex platform, the savings team was able to determine the full booking volume the client was allocating to different geographic areas. They identified that, in multiple locations, the client was spreading their accommodation bookings between a number of hotels in the same area and therefore, were unable to take advantage of their high area room night volume to negotiate a discounted rate with any of the hotels. Upon identification, Roomex's Savings Team advised the client on which hotel would best suit their needs and was able to negotiate a discounted rate at the chosen hotels on their behalf, resulting in lower overall accommodation expenses across the client's favoured booking locations.



- 2. Flexible Booking Options:** While analysing the client's bookings the Savings Team noticed that the client was often booking hotels with inflexible cancellation policies. In the construction industry with project schedules regularly changing, accommodation needs are also changing. In this scenario, regularly booking hotels with inflexible cancellation policies can be of great additional expense to the client. The Savings Team was able to provide the client with a number of alternative hotels in the areas which offer free cancellation, as well as prioritise hotels with flexible cancellation policies in the client's search results on the Roomex platform. In the locations where the Savings Team was unable to source accommodation with a flexible

cancellation policy for the client, Roomex’s refund clawback process means that in the case of a changed project the client is not left empty handed.



3. Advance Booking: During the analysis, the Savings Team identified numerous occasions where the client booked unfavourable rates due to poorly timed bookings. While this may be irreparable to a degree due to the always changing nature of project work, the Savings Team was able to advise the client on the days that they should be booking each hotel to ensure successful savings.

Identification of Potential Cost-Saving Opportunities:

Based on our analysis, we estimated that the client could achieve a potential annual saving of **18.63%** on their hotel accommodation expenses by leveraging the Roomex platform and the recommendations of the Savings Team. This projection accounts for both direct cost reductions through negotiated rates and indirect savings from improved booking efficiency and policy compliance.

Case Study 2: Retail Sector

Client Profile and Travel Requirements:

Our client, a major automotive retailer specialising in comprehensive fleet solutions and the disruption of the used car market in the UK, operates in a highly competitive and dynamic industry. With a sizable workforce engaged in various retail operations, including store management, sales, and logistics, the company frequently requires accommodation for its employees during business travel, training sessions, and conferences. As the client had been booking with Roomex for some time, their primary objectives for the savings consultation included reducing travel expenses while ensuring accommodations meet the standards for productivity and comfort conducive to their workforce.

Detailed Analysis of Previous Booking Patterns

As a pre-existing Roomex customer the Savings Team was given immediate access to the client's recent booking history. The client was also able to provide records of accommodation bookings made on other travel platforms. This provided the Savings Team with a six month booking period they could analyse and utilise to form their advice.

6.3K

Room nights booked

£560,946

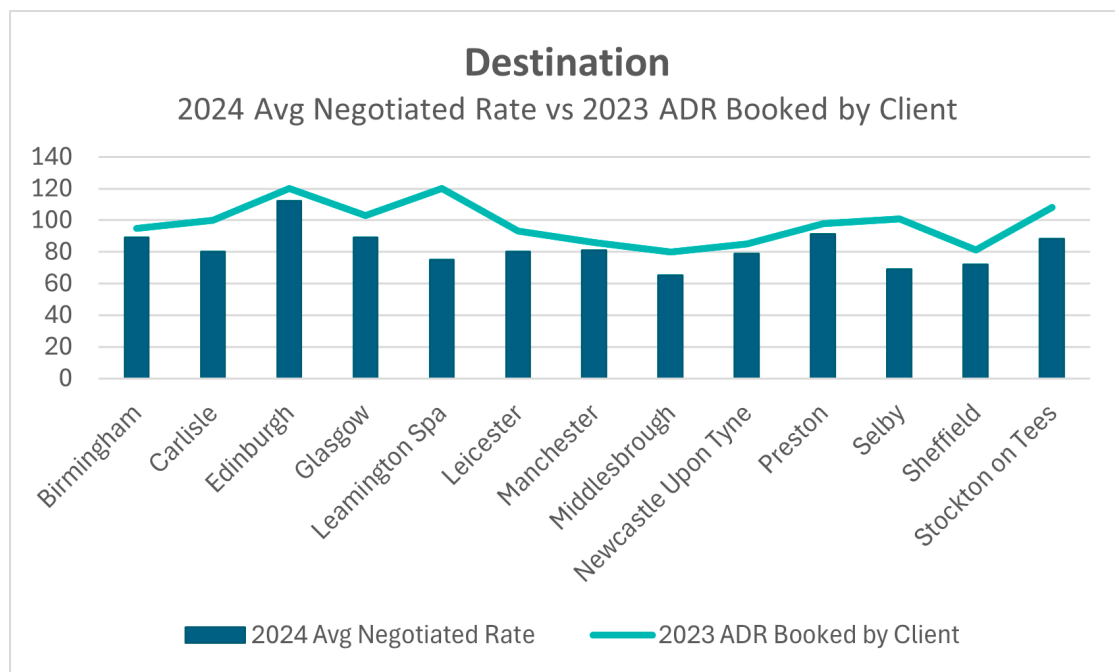
Total spend



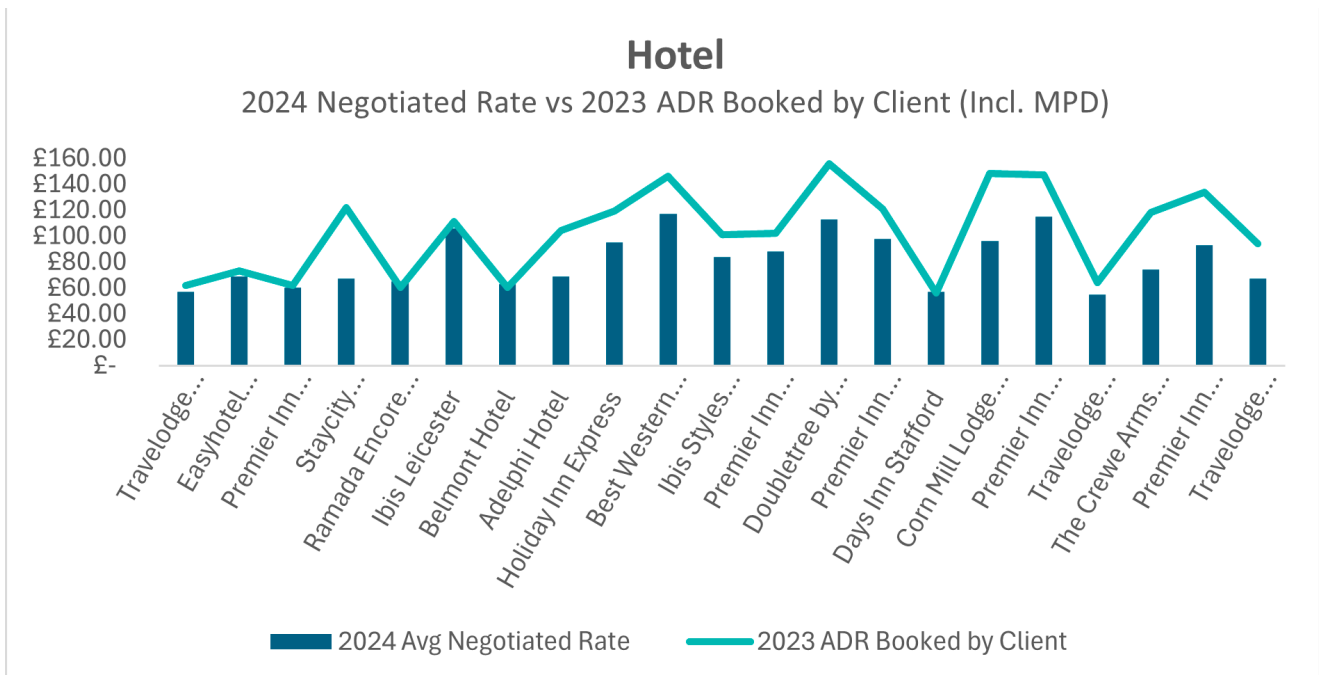
Identification of Potential Cost-Saving Opportunities:

Upon analysing the client's historical booking data, several optimisation opportunities were identified which would enable the client to improve their accommodation booking process and achieve substantial cost savings:

- 1. Negotiated Rates:** The client displayed a large room night booking volume in their most popular locations but were not benefiting from negotiated rates that matched their booking level. The Roomex Savings Team took the client's booking figures to the favoured hotels and managed to secure a discounted rate for this client, providing them extensive savings at their most favoured destinations. In the client's less travelled locations, the Savings Team also identified a number of alternative accommodations which met the client's preferences at a cheaper rate than the client was currently experiencing in the location, providing further accommodation savings.



- 2. Avoiding Additional:** From the client's booking data it became clear that additional were a major expense in their accommodation booking. While often they were booking what appeared to be the cheapest rate available, once additional expenses such as parking, WiFi, and hotel meals were factored in, the client was paying substantially more than the desired rate. The Savings Team was able to provide the client with a number of alternative hotels that, although the face price was more expensive, included a number of the additional expenses the client was looking for in the face price. This has provided the client savings in an area that was otherwise being missed.



3. Centralised Booking Platform: The client’s decentralised approach to hotel booking, with some employees using a mix of online booking platforms and direct hotel reservations, led to inconsistencies in room pricing, room preferences, and adherence to corporate travel policies. During the client presentation, the Savings Team advised the client to centralise their bookings through the Roomex platform. This ensured that the client was booking rooms that suited its travellers’ needs such as free WiFi and parking, while also ensuring that any rooms booked fell within the travel policy the client had set in the platform.

Identification of Potential Cost-Saving Opportunities:

Based on the Savings Team’s analysis, we estimated that the client had an annual savings potential of **18.52%** on their hotel accommodation expenses by encouraging further adoption of the Roomex platform within the company and implementing the recommended strategies. This projection accounts for both direct cost reductions through negotiated rates and indirect savings from improved booking efficiency and policy compliance.

Case Study 3: Utility Services

Client Profile and Travel Requirements:

Our client is a prominent utility services firm providing comprehensive coverage for numerous utility clients around the UK. With their workforce regularly travelling across the length and breadth of the country for network servicing, one-off construction builds, 24/7 reactive fault services, as well as customer and business connections, confidence in getting the best possible rate for their accommodation bookings is paramount. Their primary objective in seeking this consultation was to reduce travel expenses while ensuring employee compliance and satisfaction.

Detailed Analysis of Previous Booking Patterns

This client was a relatively new customer to Roomex; however, they were able to provide Roomex with a detailed history of their bookings prior to Roomex, meaning the Savings Team was able to provide them with an immediate analysis. The Savings Team used the booking data over a period of three months to determine the client's future savings potential.

2K

Room nights booked

£219,790

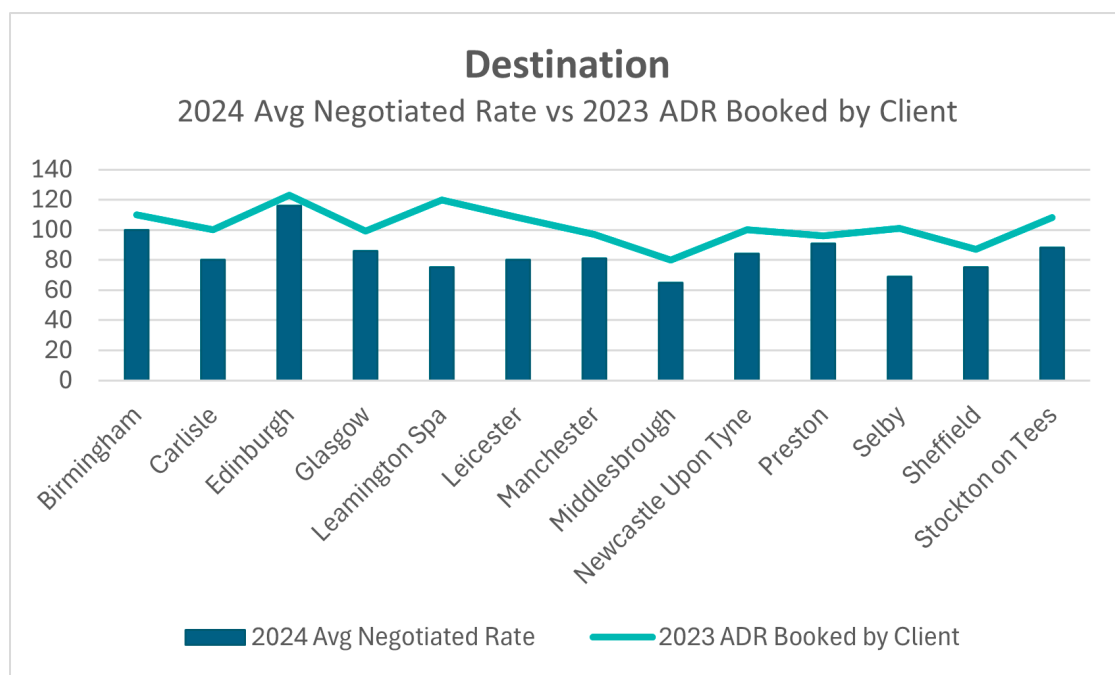
Total spend



Identification of Potential Cost-Saving Opportunities:

During the Savings Team's analysis there were two key savings opportunities which revealed themselves which could provide the client with the savings they desired while ensuring employee compliance and traveller satisfaction:

- 1. Exclusive Rates:** Due to the highly dispersed nature of the client's work, the savings analysis revealed that while overall room nights booked were high, room nights per location were often below the threshold for negotiating discounted rates exclusively with hotels. In the locations that met the threshold for rate negotiation, the Savings Team was able to find and provide the client with discounted rates. In the remaining locations, the Savings Team provided the client with a number of accommodation alternatives that could be booked at rates cheaper than the client's average rate per night in those locations thanks to 'Roomex Exclusive Rates' which are built into the Roomex platform. Leveraging the platform's network of vetted partner hotels, the client can ensure that accommodations meet the necessary compliance and traveller requirements.



- 2. Weekend Rates:** While reviewing the client's booking records, the Savings Team identified a large number of bookings made on peak days like Fridays and Saturdays. Due to the expected volume at hotels on these days, rates get much more expensive and often negotiated rates are unavailable. Where possible, the Savings Team encouraged the client to avoid these bookings; however, as the client is often required to schedule work at the last minute, a number of these late bookings are unavoidable. The Savings Team encouraged the client to

avoid these bookings; however, as the client is often required to schedule work at the last minute, a number of these late bookings are unavoidable. The Savings Team was able to provide the client with a number of alternative accommodation options that would provide a discounted rate on these days which ensured that the client was maximising their savings potential whenever possible.

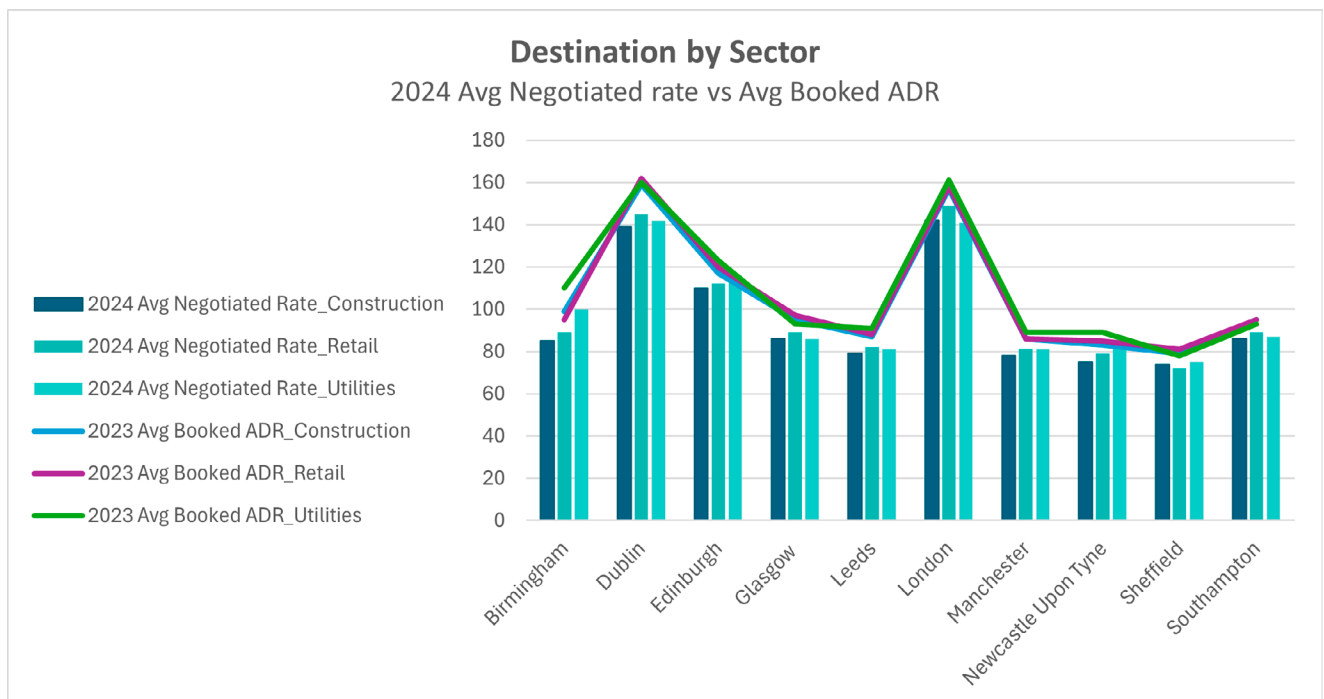
Identification of Potential Cost-Saving Opportunities:

Based on our analysis, we estimated that the client could achieve annual savings of up to 18.11% on their hotel accommodation expenses by leveraging our the Roomex platform and implementing the recommended compliance-driven strategies. This projection accounts for both direct cost reductions through negotiated rates and indirect savings from implementing the recommended strategies.

Comparative Analysis of Realised Savings

The comparative analysis of cost savings across the construction, retail, and utility services sectors underscores the transformative impact of Roomex’s Savings Team in optimising hotel accommodation expenses for diverse industries. Despite the distinct challenges and demands inherent to each sector, our personalised solutions consistently delivered substantial savings for our clients. In the construction industry, our analysis revealed significant potential for cost reduction, with the client achieving estimated annual savings of approximately 18.63%. Leveraging negotiated rates, flexible booking options, and optimised booking timing were key strategies employed to maximise savings. By consolidating bookings and negotiating discounted rates based on high-volume booking locations, the client was able to secure preferential rates and mitigate additional expenses through

flexible cancellation policies. Moreover, our platform empowered the client to optimise bookings and ensure adherence to travel policies, driving efficiency and cost savings across their operations. Similarly, in the retail sector, our analysis identified opportunities for substantial cost savings, with the client realising an estimated annual savings potential of 18.52%. Negotiating discounted rates, avoiding additional expense traps, and centralising bookings emerged as key strategies to optimise hotel accommodation expenses. By leveraging negotiated rates and prioritising hotels with flexible cancellation policies, the client could mitigate additional expenses and streamline their booking process. Centralising bookings through the Roomex platform ensured consistency in room preferences and adherence to travel policies, further enhancing efficiency and driving cost savings for the client



In the utility services sector, our analysis highlighted avenues for significant cost reduction, with the client potentially achieving annual savings of 18.11%. Utilising Roomex's Exclusive Rates and optimising weekend bookings, were key strategies employed to maximise savings. By leveraging negotiated rates and optimising bookings based on peak days, the client could secure discounted rates and maximise their savings potential. Additionally, centralising bookings through the Roomex platform enabled the client to ensure compliance and satisfaction while driving efficiency and cost savings across their travel operations.

Overall, the comparative analysis underscores the versatility, effectiveness, and adaptability of Roomex's platform in driving significant cost reductions across industries while meeting the varied demands of corporate travel. Negotiating discounted rates emerged as a common trend across all sectors, enabling clients to secure preferential rates and optimise their accommodation expenses. Flexible booking options, such as prioritising hotels with flexible cancellation policies, proved essential in mitigating additional expenses and adapting to changing project schedules or unforeseen circumstances. Centralising bookings through the Roomex platform emerged as a best practice, ensuring consistency in room preferences, adherence to travel policies, and access to exclusive rates. Importantly, our personalised solutions underscored the platform's scalability, accommodating the unique travel requirements and challenges of each sector while driving tangible cost savings. This comparative analysis demonstrates the transformative impact of Roomex's platform in optimising hotel accommodation expenses across diverse industries, reaffirming our commitment to driving efficiency, savings, and success for our clients.

Conclusion

The findings presented in this whitepaper underscore the transformative impact of the Roomex Savings Team in generating substantial cost savings for businesses across diverse industries. Through in-depth analyses and tailored strategies, we have demonstrated how our team and platform empowers clients to optimise their hotel accommodation expenses while ensuring comfort, convenience, and compliance with travel policies.

Across the construction, retail, and utility services sectors, our personalised solutions have consistently delivered significant savings for our clients. By leveraging negotiated rates, flexible booking options, and centralised booking management, businesses have realised annual savings potentials ranging from 12% to 20%. These savings are not merely theoretical; they represent tangible reductions in expenditure that directly contribute to improved profitability and operational efficiency.

Our methodology, grounded in data-driven insights and industry expertise, ensures that our analyses are comprehensive, accurate, and actionable. Through client

consultations, data collection, quantitative analysis, and qualitative assessment, we identify cost-saving opportunities tailored to each client's specific needs and circumstances. By presenting our findings and recommendations to clients, we empower them to make informed decisions that drive tangible results.

The comparative analysis presented in this whitepaper highlights common trends and best practices across industries, demonstrating the versatility and adaptability of our platform. Whether negotiating exclusive rates, avoiding additional expenses, or optimising booking timing, Roomex's solutions are designed to meet the unique challenges and demands of corporate travel management.

As businesses navigate an increasingly competitive and dynamic landscape, every opportunity for savings is essential. We urge existing and prospective clients to explore the savings opportunities available through the Roomex platform. By partnering with us, businesses can unlock new avenues for growth, profitability, and success in their corporate travel endeavours.

Request an Analysis



Discover your savings potential by requesting a savings analysis from Roomex now.

As our savings analyses require large amounts of booking data to be able to analyse and present an impactful savings report not every company will be immediately eligible for an analysis.

To be eligible for a Roomex savings analysis you must be an existing Roomex customer OR have a minimum accommodation spend of £150,000 per year.

To request an analysis, simply talk to a Roomex travel expert or your account manager now!

tryus@roomex.com

www.roomex.com