



Don't fight
unmanaged travel.
Manage it.



If your travelers can book a cheaper, better trip, shouldn't you allow them?

Unmanaged travel is inevitable. It happens in even the best travel programs, and it happens often:

40% of managed travel falls outside corporate policy¹


40-50% of bookings are booked without you knowing it²

But when going to a conference requires a direct call to the conference hotel, or when people simply want to book at customer (not corporate) rates for customer visits, don't you want them to spend more wisely? Especially if you can see that spend?

To capture this “blind spend”—to know what and where your travelers are booking—you need a new way to think about it. More rules and more of the same simply aren't going to cut it.

¹Source: PhoCusWright's U.S. Business Traveler: Managed, Unmanaged, and Rogue 2012 Report

²Source: Article by Blogger Scott Gillespie, Feb 2014



Travelers are also getting easier to find, which makes them **HARDER TO FIND.**

The airlines, the hotels, sites such as Travelocity[®], Expedia[®] and Kayak[®]—they're all focused on your travelers, and they're offering easy (and often seemingly more affordable) ways to help your travelers book directly.

They have social tools and mobile tools that make it super simple for your employees to book their trips directly.

And when they book outside your system, you don't know what they're spending, when they're flying or where they're staying. That taxes not only your budget, but your duty of care.

Unmanaged travel isn't a new idea. Capturing it is.

If you can pull all the reservations outside your system into your system, you give yourself the best look into your spend, and you offer travelers what they're looking for:

Flexibility

Give your team room to pick the reservations that make the most sense, like hotels where a conference is hosted, even if it's not on your supplier list.

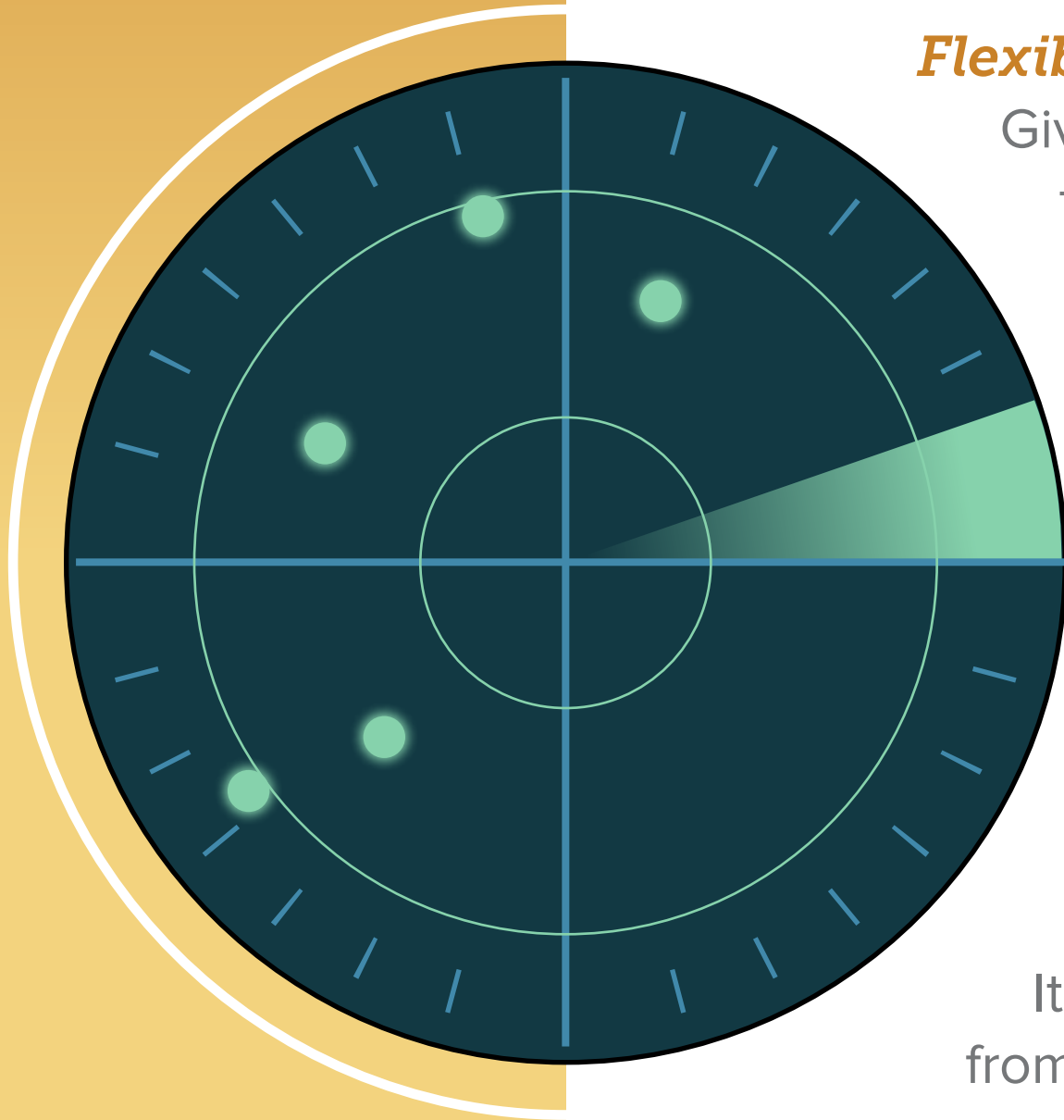
Simplicity

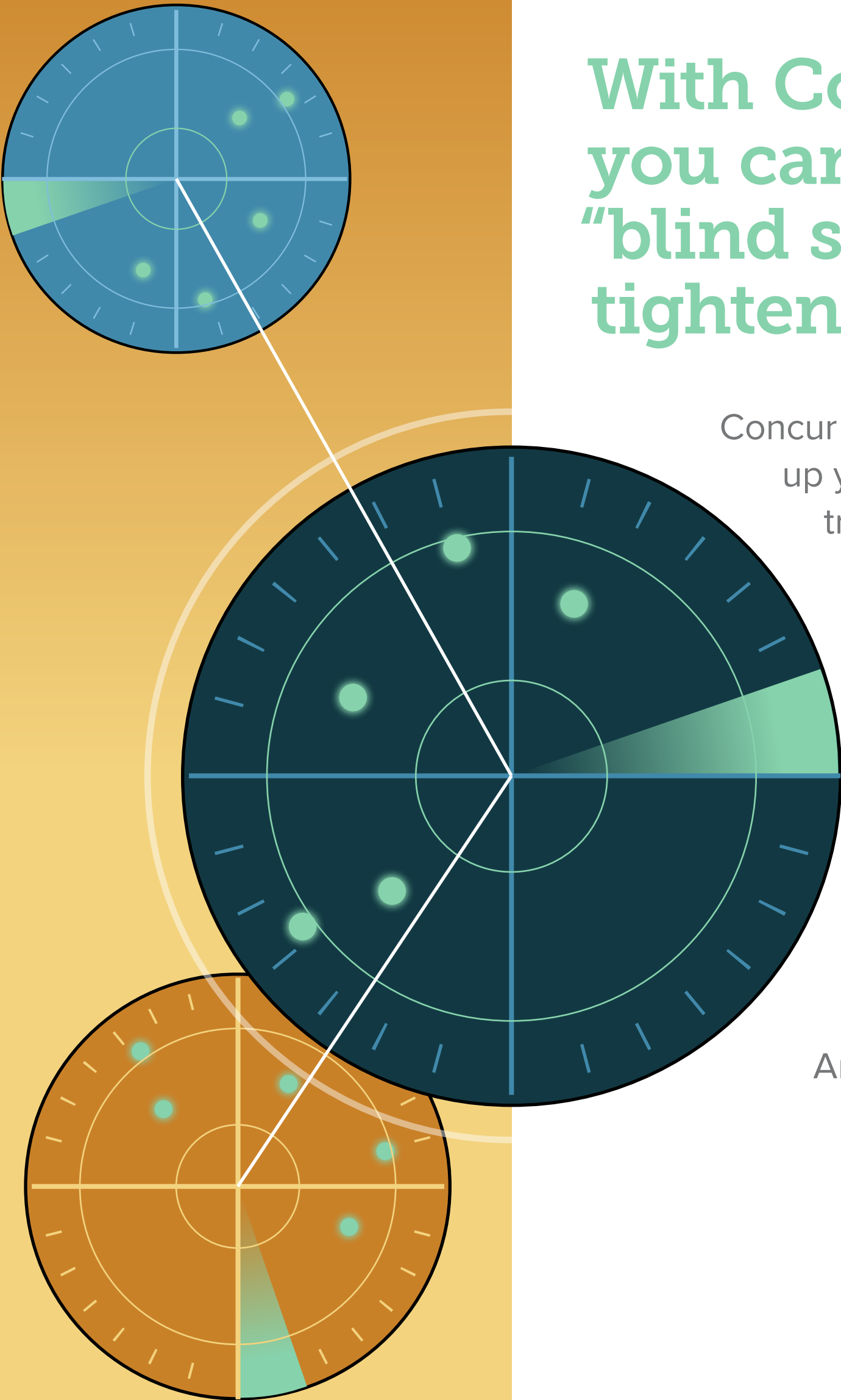
Make it easier for everyone by making fewer rules.

Control

Take the reins on travel expenses while providing travelers more choices.

It's all packed nicely into a simple solution from Concur.





With Concur TripLink, you can contain “blind spend” without tightening constraints.

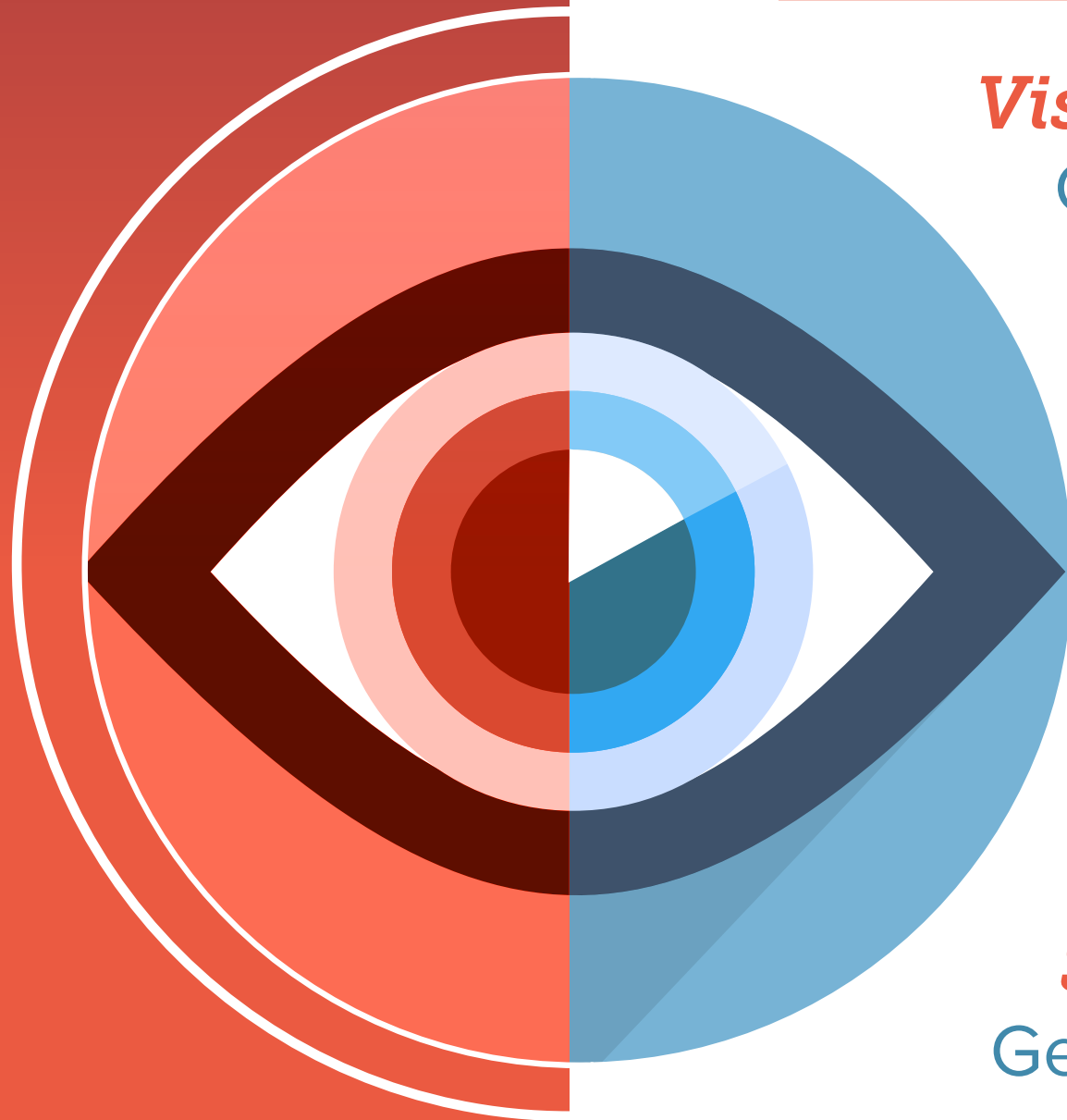
Concur TripLink gives you the tools to tighten up your travel program while granting your travelers freedom when they need it. It allows you to capture all their itineraries—no matter where they’re booked.

How? By creating direct links with suppliers and TMCs and integrating reservations booked outside your corporate booking tool.

Your people book their trips. They email their itineraries into your Concur system. And you get to see it all.

Savings start with seeing.

With every itinerary coming in and every booking captured, you'll have all your travel data in one, easy-to-access place—so you can see precisely how to save.



Visibility

Gain insight into your travelers' spending and buying behavior.

Control

Enforce your policies by opening them up, and complete audits on all transactions.

Stronger Negotiations

Get every discount you deserve.

There's safety in numbers. When you can see the numbers.

Because Concur TripLink captures every itinerary regardless of where it was booked, you can see where and when your team is traveling.

If your system didn't show (because it didn't know) that an employee booked a trip to Honduras, you wouldn't know if that traveler was trapped in a hurricane. With Concur TripLink, you will.

If there's an emergency, you can find your travelers, reach them, and get them out. This is diligent duty of care and full support across all your travel partners.

Have a great trip, even if you're not going anywhere.

When your travelers can connect any itinerary—no matter where its booked—to your system, not only do you get to see every inch of their itinerary, they get all their reservations in one, convenient place. Talk about perks.

Easy and Instant

Itineraries go to plans@concur.com or plans@tripit.com and are automatically populated into Concur.

On-The-Go

Travelers can manage hotel, air and car reservations from their smartphones.

Personal Assistance

Concur TripLink comes with Triplt Pro from Concur, for flight alerts, upgrades and more.

Rewards

Set price-to-beat and other incentives and reward the travelers who do what you want.



Concur TripLink:
fewer rules,
more control,
and happier travelers.



About Concur

Concur is a leading provider of integrated travel and expense management solutions—helping 15,000 companies in more than 100 countries control costs and save time.

Learn more at concur.com.

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