



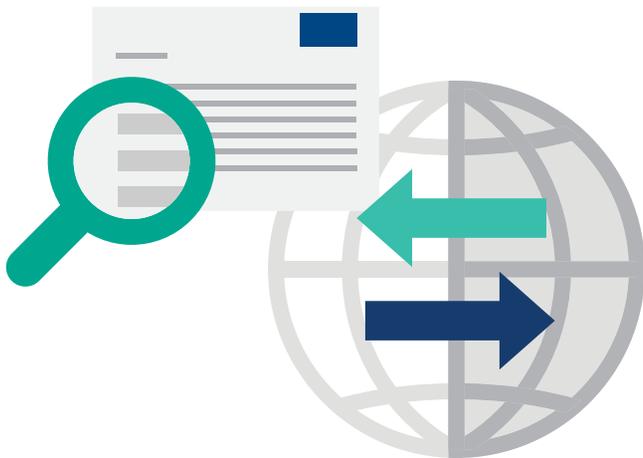
AirPlus Case Study: Uncovering cost savings with AirPlus travel payment solutions.

The situation

A relocation management company experiences significant growth over a relatively short period, through expanding client engagements within the United States and around the world. While growth brought opportunities, it also presented challenges. Scaling to become a multi-national service provider to multi-national and global clients is no small feat. Travel fulfillment, in particular, posed a variety of difficulties, including currency management, client expense reimbursements and fragmented reporting. The company needed a new travel payment provider that offered solutions for their growing international business.

The solution

AirPlus began by demonstrating how the company could immediately reduce reimbursement time for client travel expenses by implementing semimonthly billing cycles and receiving fully reconciled invoices for all company locations. Reduced reimbursement times would lead to improved company cash flow. This would also completely eliminate the need for manual reconciliation each month as the payment solution uses enhanced data to provide a fully reconciled statement that can be uploaded directly to their general ledger systems. Because the AirPlus solution would allow the company to settle in local currency, and the enhanced central bill solution does not charge a forex fee, the company would no longer incur its forex fees. Finally, AirPlus evidenced their ability to provide flexible solutions to a growing, dynamic business. AirPlus proposed to be more than just a supplier of payments, as they are committed to serving while listening for ways to improve as the company's business changes and grows.





The results

Since AirPlus travel payment solutions and automated reconciliation have been implemented, the company is saving 384 labor hours per year, while improving accuracy and minimizing the risk of error. Semimonthly invoices have helped reduce client reimbursement times by over 30%, which has improved company cash flow. The company's avoidance of forex fees has served to reduce the cost of international travel for the company and their clients. Finally, AirPlus has shown its flexibility and willingness to work with this growing multi-national organization. As their business changes, AirPlus works to make adjustments to its payment solutions to meet the company's needs.

	Before AirPlus	After AirPlus
Billing Cycle from Payment Provider	30 days	14 days
TMC Reconciliation	10 days	0 days
Internal Reconciliation & Invoice Send	15 days	15 days
Payment from Client	30 days	30 days
Total Time to Reimbursement	85 days	59 days
Global Manual Reconciliation	48 days/yr	0
Foreign Currency Fees	\$86,000/yr	\$0

0 days

Global Manual Reconciliation after AirPlus

\$0

Foreign Currency Fees after AirPlus

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