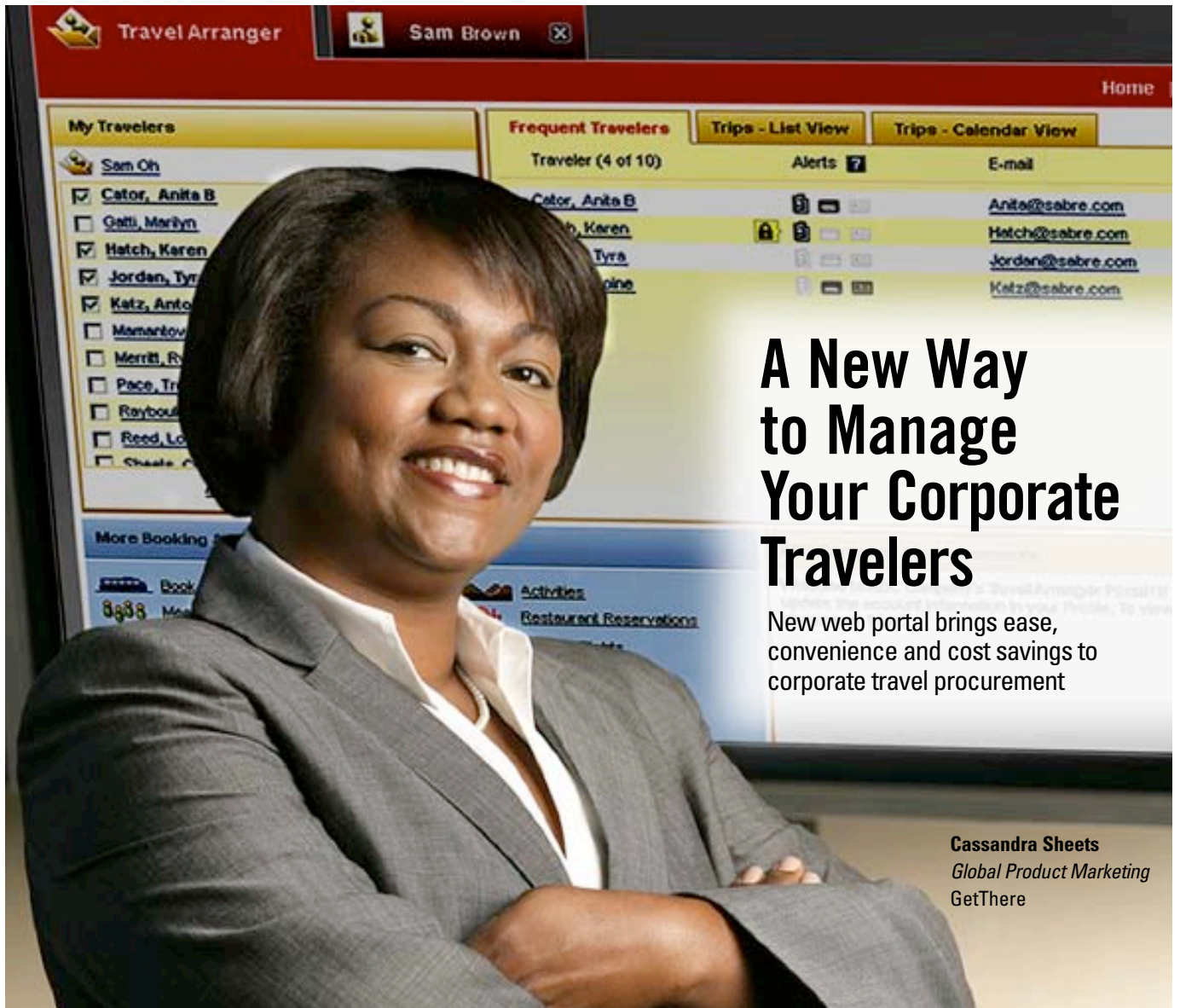


BusinessWeek



A New Way to Manage Your Corporate Travelers

New web portal brings ease, convenience and cost savings to corporate travel procurement

Cassandra Sheets
Global Product Marketing
GetThere

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GetThere Helps Companies More Easily Manage Road Warriors

With Travel Arranger Portal, executive assistants are more empowered to efficiently manage, monitor and support the needs of their frequent travelers

GetThere, the leading travel procurement solution for corporations, estimates that approximately one-third of its travel bookings, nearly four million transactions annually, are made by travel arrangers. Predominantly executive assistants, these travel arrangers or “super-users” and the way they “manage” their frequent travelers can significantly impact a corporation’s total spend on travel.

Tasked with booking travel for multiple employees, corporate administrative assistants traditionally manage employee travel at an individual level – toggling between multiple logins and filtering through multiple pages to locate relevant information like flight status, traveler profiles, etc.

With the new Travel Arranger Portal, all the traveler information and trip status for every traveling employee an assistant manages is easily viewable and accessible in one place. This means a more efficient workflow within the booking tool and more streamlined booking behavior, which translates to cost-savings on travel.

Quick Messaging to Travel Arrangers Can Shift Travel Spend

Working in conjunction with its roster of multi-national corporate clients, GetThere focused its resources to deliver an array of

enhancements that enable faster access to relevant information for the travel arranger super-users.

One particularly innovative component is the ability of procurement professionals to author unique messaging for their travel arranger community. Because it targets the power-user set, the messaging functionality gives corporations an avenue to quickly update policy and drive bookings to preferred suppliers, which can have an immediate impact on travel spend.

“In an era where corporations are continually looking to maximize the value of their travel supplier agreements, the ability to influence this group of power-users at the point of sale is crucial,” said Cassandra Sheets, director of global marketing for GetThere. “The ability to target arrangers – who in many cases book the higher class air fares and four-star hotels for executives – helps procurement managers shift spend at a moment’s notice.”

How The Travel Arranger Portal Works

From the home page, travel arrangers can quickly create a list for easy access to their top 10 frequent travelers. From a single view, users have the ability to instantly review upcoming trips with confirmation number, trip type and trip status clearly apparent.

Arrangers can also book new trips, view profile alerts, update profiles, email travelers and seamlessly navigate from traveler to traveler.

The Travel Arranger Portal is the dashboard from which travel arrangers can organize, control and manage traveler lists, quickly access frequent traveler information and maintain an overall, at-a-glance view of all traveler activity.

GetThere is the world's leading global online business travel procurement solution, surpassing \$9 billion in bookings in 2007. GetThere's proven technology and unparalleled global service infrastructure help corporations collectively save millions in air and hotel costs.

Deutsch English English (GB) Español Français Français (Canada) Italiano Português 中國語

abc company

Welcome: Sam Brown Site: dcaain Site Administration | Help | Logout

Travel Arranger Sam Brown

Home | Trips | Profile | Templates

My Travelers

- Sam Oh
- Cator, Anita B
- Gatti, Marilyn
- Hatch, Karen
- Jordan, Tyra
- Ketz, Antoine
- Mamantov, Carrie
- Merritt, Ryan
- Pace, Trey
- Raybould, James
- Reed, Louis
- Sheels, Cassandra

Add/Remove Travelers

Frequent Travelers

| Traveler | Location | Date | Trip Type | Record # | Status |
|----------------|----------|---------------------|-----------|-----------------|-------------|
| Cator, Anita B | Paris | 08/04/08 - 08/06/08 | ✈️ | LMHAXC | Active |
| Hatch, Karen | Chicago | 08/03/08 - 08/13/08 | ✈️ | BNMGNA | On Hold |
| Jordan, Tyra | Houston | 08/04/08 - 08/06/08 | ✈️ | EOMJCP | Ticketed |
| Ketz, Antoine | Miami | 07/20/08 - 08/28/08 | ✈️ | MYDLJV / JIMDNV | In Progress |

The trip information is only viewable for a two-week period. If one or more trips have been modified, the list may not reflect the changes. To update the information, view the Record Number(s).

More Booking & Planning Tools

- Book UK Domestic Train
- Meeting Planning
- Taxis, Limos, & Executive Sedans
- Activities
- Restaurant Reservations
- Monitor Flights

ABC Company Announcements

Welcome to ABC Company's Travel Arranger Portal! If you are a first time user, please update the account information in your profile. To view upcoming or past-date trips, please see Trips.

Agency Tools

- Book for Guest
- Book for Traveler
- Profile Administration
- Reporting
- Site Administration
- The Connection
- Traveler's Records

Travel Tools

- City Information
- Currency
- Driving Directions
- Frequent Flyer Info
- Health Passport
- Maps
- My Company's Preferred Restaurants
- Weather

Arrival & Departure Status

Companies Can Simplify and Save with Hotel Rate Negotiation Solution from BidStork

GetThere and Sabre provide negotiation service for hoteliers and corporate travel buyers

Through a new comprehensive rate negotiation service, GetThere and Sabre are addressing the typical time-consuming, manual and often “clunky” process of the annual rate negotiation between corporations and hoteliers.

The newly acquired BidStork solution addresses what has been a huge problem cited by hoteliers, corporations and their travel management companies for some time: every fall, corporations and hoteliers start their annual “dance of the new negotiated rates” for the following year. The “dance,” however, has been less than elegant.

To date, the process has involved soliciting, bidding and negotiating rates, followed by loading thousands of rates into booking systems. And then there is the “after-dance” once all rates are loaded and effective and the rate auditing process kicks in – and for negotiated rates, current solutions have been very manual, time-consuming and limited in functionality.

The result of this inefficient process: many, many cases of either negotiated rates showing up incorrectly or not showing up at all during the shopping and booking of travel. Sabre estimates that there are four million annual

“passive” bookings associated with travel agents not being able to find the negotiated rates. For corporations, this can lead to inconsistent and higher travel spend, and lost revenue opportunities for hoteliers and travel agencies.

But now, GetThere and Sabre Travel Network have a streamlined, easy-to-use and much more effective rate negotiation and auditing service for corporations, their travel management companies and hoteliers. The BidStork application is a web-based solution that creates, delivers and manages hotel requests for proposals (RFPs). It allows travel professionals to quickly and easily assemble RFP packages through an online RFP wizard.

Additionally, corporate travel buyers can source and map hotels in proximity to relevant travel destinations, deliver the RFP package, interactively negotiate rates and create final contracts – culminating in a best-in-class online hotel directory that clients rave about.

BidStork has estimated that 70 percent of the unnecessary time and steps of doing a program manually can be eliminated with solutions

it provides – by eliminating paper-redundant processing, exhaustive hotel research and voicemail merry-go-rounds.

Current capabilities that are immediately available to all Sabre customers include:

- Request for Proposal (RFP) tool for agencies and corporations
- Hotel rate auditing tool for agencies and corporations
- Robust reporting and exporting capabilities for agencies and corporations
- Competitive bidding for hoteliers, which enables hotel properties to obtain qualified sales leads

A leader in corporate travel procurement, GetThere provides an unmatched online booking experience for travelers of nearly 4,000 companies, including a majority of multi-national Fortune 200 firms. Companies using GetThere and the Sabre GDS together can optimize efficiency and cost savings across the entire travel procurement process.



It's easy to see who uses **GetThere** to procure low-cost travel.

\$ 1,659.28

\$ 4,842.81

Is *your* road warrior using **GetThere**?

Travel is the second most controllable area of spend for corporations. As the most relied upon travel procurement solution, more than 3,000 companies — and the majority of the Fortune 200 — use GetThere® to manage and enforce travel policy, streamline supplier management and achieve proven, sustainable savings. When it comes to corporate travel procurement, no other provider can do it all. *No Boundaries. Just GetThere.*

Contact **GetThere** at 1 800 850 3906 or getthere.com/procurement

No Boundaries. Just GetThere.

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