

KesselRun Corporate Travel Solutions is a management consulting firm that specializes in the corporate travel space. Our supply chain management consultants come from traditional “Big 5” consulting firms and across the travel industry. Our focus centers around optimization activities for all travel related processes. Whether working with an established travel manager or supporting procurement or finance departments, KesselRun has proven its model across virtually every industry and with companies of all sizes –all with varying degrees of and access to internal spend data. KesselRun is flexible and can be engaged by project, time and materials, or gain share model in either an in-house or off-site service configuration. We are confident in two things: there are significant lost savings in your travel program and we can help you realize these savings with limited invasiveness into your business. As a result, when we engage you our work is 100% guaranteed.

Business Optimization Services

Program Review: A strategic review of a client’s corporate travel program developed to be rapidly deployed with quick results and actionable deliverables

Cost Containment Initiatives: Recommendations across a client’s entire corporate travel policy including benchmarking and a review of industry best practices

Financial Modeling: Return on investment scenarios and other key performance metrics across the entire corporate travel supply chain

Business Case Analysis: Plan or prospectus writing for any aspect of the travel program

Program Adoption: Policy writing, deployment, and communications strategies around program compliance

Benchmarking and Optimization: Data analytics around best practices for all types of vendor programs

Data Analysis: Travel policy and reporting optimization studies as it relates to client business objectives

Strategic Sourcing

Travel Agency: Corporate travel agency RFP, selection, and implementation services

Expense Management: Expertise at automated expense management consulting and all subsequent integration activities

Airline Contract Negotiations: Airline and fare benchmarking, all negotiating, communications, and rate loading support

Hotel Contract Negotiations: Online RFP process to create best in class preferred hotel program

Car Rental Contract Negotiations: Pricing benchmarking and RFP process

Technology Sourcing: Across all aspects of the corporate travel supply chain including booking tools, quality control, portals, alternative content sourcing, meetings management solutions, and more

Corporate Card Programs: Analysis, RFP, and all back office and travel agency integration work

Meetings Management: Strategy development, registration and workflow software, and agency integration services

Business Process Outsourcing

- Customized on-site or off-site outsourcing model to fit client need
- Liaison to agency, technology, and all suppliers for all aspects of the travel program
- Central or key point of contact for all vendor and technology relationships
- Overall vendor management and contract negotiation
- SLA monitoring and reporting for all aspects of the program
- Interpretation and initiatives resulting from industry change and trends
- Traveler alerts and travel communications
- Travel policy refinement and communications
- Create and implement system that responds rapidly to issues/opportunities
- First or second level contact and after hours access as required
- Provide assistance and oversight around any aspect of travel or travel agency operations such as on-site agent move, et cetera
- Strategic meetings management