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Booking Business Travel via the Internet

Portland, Oregon – May 1, 2009 – For the past eight years Topaz International has done comparison reviews of booking business travel on public internet websites versus booking via traditional travel agencies. “Year after year, the results are similar, which might indicate nothing is really changing” suggested Bradley J Seitz, President and CEO of Topaz International “however value to companies and their travel management firms year after year is to better understand how their managed travel programs are performing and what opportunities exist for improvement.”

“Even while agency airfares are higher only 8.44% of the times, for every \$10 million of air spend, this represents lost savings of over \$100,000 each year. Not only does this add up very quickly, it provides great opportunity for improvement to your travel program by eliminating this leakage.”

	Agency Fare Equal or Lower	Agency Fare Higher	Average Agency Fare	Average Internet Fare	Difference
2001	93.26%	6.74%	\$458	\$629	\$171
2002	91.13%	8.87%	\$594	\$748	\$154
2003	91.02%	8.98%	\$503	\$572	\$69
2004	93.57%	6.43%	\$478	\$558	\$80
2005	93.29%	6.71%	\$427	\$483	\$56
2006	94.03%	5.97%	\$508	\$583	\$75
2007	94.85%	5.15%	\$442	\$498	\$56
2008	91.56%	8.44%	\$497	\$558	\$61

“The challenge of travel management professionals during difficult economic times is to ensure their travelers are spending precious resources wisely, and airfare is one of the highest expenditures in many corporations.”

Topaz International will continue to conduct these independent studies where we compare data between traditional booking sources and various internet sources, giving corporations the ability to measure the performance of their travel program against alternative distribution channels.

Topaz International can assist travel managers worldwide in finding opportunities in their travel programs by conducting a host of auditing and validation services including:

- a) Airfare Internet Comparisons
- b) Airfare GDS Audits
- c) Policy What if Analysis
- d) Hotel Audits

About TOPAZ International

Topaz International provides strategic support to the corporate travel management professional. With 30 years of experience analyzing travel related expenditures, Topaz is a world leader in airfare & hotel auditing, providing benchmark information and consultancy services to improve the delivery of corporate travel services. Supporting travel managers, buyers and agencies, Topaz helps improve performance and facilitate cost savings.

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