



## ➤ Auditing in Tough Economic Times

Topaz International understands that during tough economic times, the challenges of providing value to your company is of the utmost importance. Topaz International believes a strategic performance measurement program for your travel program will ensure that your suppliers are providing a value-added service within the parameters of your policy and contracts. The top reasons why you should consider implementing a Topaz audit now:

**Validate the performance of your travel management company:** The most important objective of your TMC is to make sure they are following your policy, and booking the lowest airfares for your travelers. If they are not, the lost opportunity can exceed \$100,000 annually. A Topaz audit will ensure that your TMC is doing the contracted work by putting your travelers on the lowest cost alternative.

**The price of an audit can be outweighed by the savings found:** Historically, we have found that the cost of an audit can be offset by the savings that are found. These savings can be implemented at the point of sale by adjusting flights or booking classes, or they can be recovered from your TMC if you have those contractual agreements.

**Finding lower fares is harder and harder:** We all read that the cost of air travel is going to rise, and these reports are validated by airfares in the marketplace! However, our unique ability in the market to research these fares on a daily basis, and understand where lower cost alternatives are and how to find them, position us to do the work for you. We are ready to look for any lower airfares, and we will find them if they are out there.

**The world is a big place:** We sometimes lose sight of the rest of the world when we have so much happening here in the United States, but the economy is better in many parts of the world, and the opportunities to find savings can be outside of the US as well. Topaz International has experience in over 70 countries worldwide, so while the economic challenges might be here, the world is a big place with many places to find savings!

**Improvement is just an audit away:** One of the greatest opportunities missed by corporations and travel management companies is the ability to use an audit as a means to improve their reservation process. Implementing the findings of a Topaz International airfare audit can improve the processes so that future reservations are accurate and reflect the best rates in the marketplace. Topaz International is ready to assist you to improve your travel program and making it the best travel program it can be for your company.

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➤ **TOPAZ INTERNATIONAL**  
Your performance measurement and process improvement company dedicated to making corporate travel buyers all over the world better.