



➤ Client Benefits and Advantages

Customization: Topaz provides customized reports for each client for performance measurement and process improvement project. This information is differentiated from agency reporting because it outlines details of various fares obtained by Topaz.

Performance: Topaz audit reports focus on the agency's performance, based on the established travel policy, or other tangible criteria needed to generate a relevant evaluation. Competition reporting focuses on traveler patterns which is similar to agency reporting.

Recurrent Training: All Topaz auditors have a minimum of five years agency experience, along with 80 hours of orientation training, and 40 hours each year to ensure they are fully knowledgeable in the latest faring techniques and with all rules and regulations regarding airfare pricing.

Quality: Topaz adheres to the philosophy of continuous improvement in all business processes. We measure the performance of each auditor to ensure standards are met, and improve our process to make ourselves better.

Data: Topaz data is the most relevant business travel data available in the travel industry today. It is the only travel industry database, in the world, that is exclusively comprised of business travel from actual itineraries.

Longevity: Topaz has been in operation since 1978. This means we know what we are doing because of extensive experience, and we plan on being around for many more years to come.

Employees: Exclusive to all other audit firms, all employees at Topaz are full-time employees and cannot work for another travel-related company to prevent any conflict of interest.

Credibility: Topaz International is highly-regarded in the industry. Our data has been commonly referenced in the *Business Travel News*, *Business Travel Executive*, *NPR*, *Fox News*, *USA Today*, *New York Times* and the *Wall Street Journal*. We are frequently used in national publications as well as at travel-industry events such as ACTE and GBTA.

Connected: Topaz is an active member of both ACTE and GBTA. Our president and CEO Brad Seitz travel's throughout the country speaking at industry events. You can also find Topaz connected in a variety of social media outlets including Twitter, LinkedIn, Facebook and industry blogs.

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