

# Fortune 500 Company Saves \$72,000 in First 90 Days Using FareIQ and RoomIQ



## Savings at a Glance

\$5.5 million  
Airfare spend tracked



\$2.3 million  
Hotel spend tracked

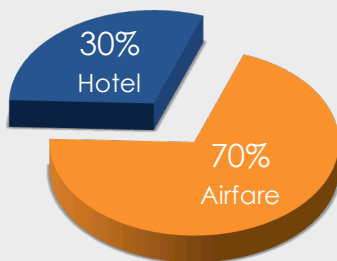


\$166K  
Total identified savings  
airfare and hotel  
*(net all change fees)*



**\$72K**  
Total realized savings  
airfare and hotel

## Savings Distribution



## Contact us today:

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## Business Challenge and Opportunity

Recently, a Fortune 500 electronics company, with a global network of employees, suppliers, channel partners and customers in more than 50 countries, was introduced to Yapta's Intelligent Price Tracking™ solutions. With annual air travel spend exceeding \$10 million, they rely on Ultramar to closely manage the travel program to gain all possible cost efficiencies.

The company's travel program managers, knowing that prices fluctuate after booking, wanted to be certain that employees traveled at the lowest available cost for both room nights and airfares. They also wanted to ensure that travelers who proactively book with longer lead times are protected if prices drop closer to the dates of travel.

## Early Results

At the recommendation of Ultramar, the client began using RoomIQ™ and FareIQ™ in Q3 2014. In less than one week, the company was up and running with both products. Within the first three months, the company was alerted to hotel and air savings opportunities in excess of \$166,000. Through exceptional service by its TMC, the company realized savings of more than \$72,000 with no impact to travelers' plans.

## Advantages of Hotel and Airfare Price Tracking

The company's desire to optimize hotel spend drove the initial interest in working with Yapta. They soon realized that the ability to gain hotel savings using RoomIQ, along with the airfare savings opportunities of FareIQ, would make a significant improvement to the bottom line. The convenience of Yapta's single setup, program transparency, and online reporting made the decision to use both products an easy choice.

## About Yapta Intelligent Price Tracking

Using its patented, dynamic price tracking technology, Yapta identifies a combined average savings of \$369 per trip for companies that use both FareIQ and RoomIQ.

From the time of ticketing through the day of departure, FareIQ dynamically monitors prices on ticketed airfares and instantly sends alerts when savings found on identical itineraries are significant enough to re-ticket.

RoomIQ dynamically monitors hotel bookings directly from the source, looking for price reductions and amenity gains on comparable rooms at the same hotel, sending instant alerts if room rates drop.

FAREIQ + ROOMIQ:

**Two Solutions, One Implementation, Maximum Savings!**