



To Bid or Not to Bid....?

Breakout 4C – Stanmer Room

Wednesday 1st May – 16:15-17:00

#ITM2019 #ITMtweets



BCD  **travel**

Session Sponsor

Our speakers today are:

Becky Burton-Stevens – American Airlines

Alison Rogan - Barclays

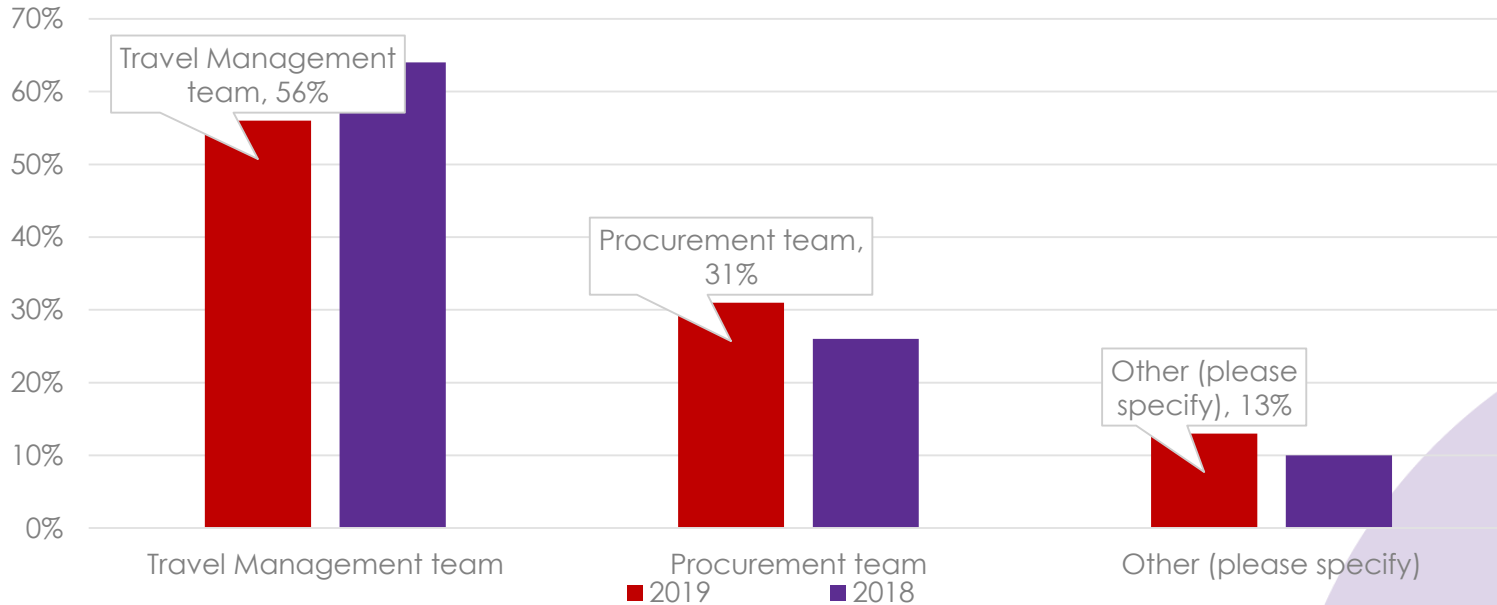
Tony McGetrick - BCD

Darren Jeacock - EY

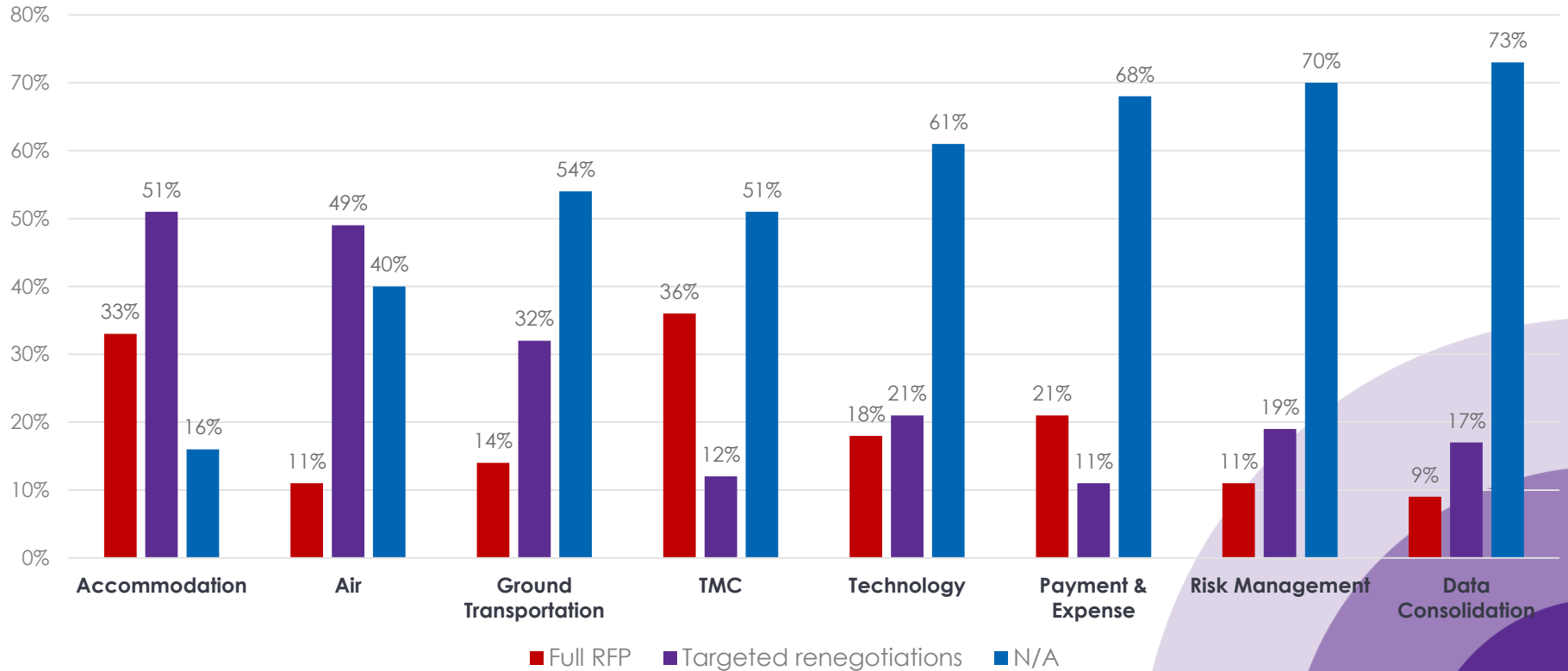
Welcome!

RFP

Who will lead the RFP process?



RFP Strategies – 2019/20



RFP Strategy YOY Comparison

2017/18 vs. 2018/19

Trends:

- Only TMC and Data Consolidation RFPs increased
- Only Ground Transportation and Technology Targeted Renegotiations decreased

	Full RFP 2018/19	Targeted Renegotiations 2018/19
Accommodation	↓	↑
Air	↓	↑
Ground Transportation	↓	↓
TMC	↑	↑
Technology		↓
Payment & Expense	↓	↑
Risk Management	↓	↑
Data Consolidation	↑	↑

To Bid or Not to Bid

Alison Rogan

Director, Head of Travel & Expense

Barclays

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Becky Burton-Stevens
Corporate Sales Manager
American Airlines

Airline RFP key considerations

- With a mature programme, the RoI may be limited
 - Unless there are significant changes to a programme
 - e.g. acquisitions/divestitures/policy change
 - Company compliance policies may require RFPs at regular intervals such as 3-5 years
 - Opportunities to leverage suppliers
 - e.g. NYC/ORD market place
 - Programme has not been optimized in a while

Contract optimization

- Best practice would be to monitor the program performance on an ongoing basis (and not wait 2-3 years to optimize programme)
 - Am I meeting my savings goals? If not, why?
 - Am I meeting my agreed upon target? If not, why?
 - Are there any new routes/markets, that are not covered by my current agreements?
 - Are there changes in the market place that I would like to explore/leverage?

Areas of configuration

- Travel rules
- Preferred carrier designation
- Site messaging
- Hubs
- Lanes

Areas they support

- Travel policy compliance
 - Savings - Awareness
- Highlighting corporate contract benefits
- Promotion of guaranteed fares
- Promotion of a new route/enhanced service
- Enhance user search experience
- Share Shift – Contract Performance

RFP best practice

- Set realistic time frames
- Ensure suppliers know your goals and business needs
- Consider a programme assessment with a consultant
- RFP/renewal option using basis of current contract

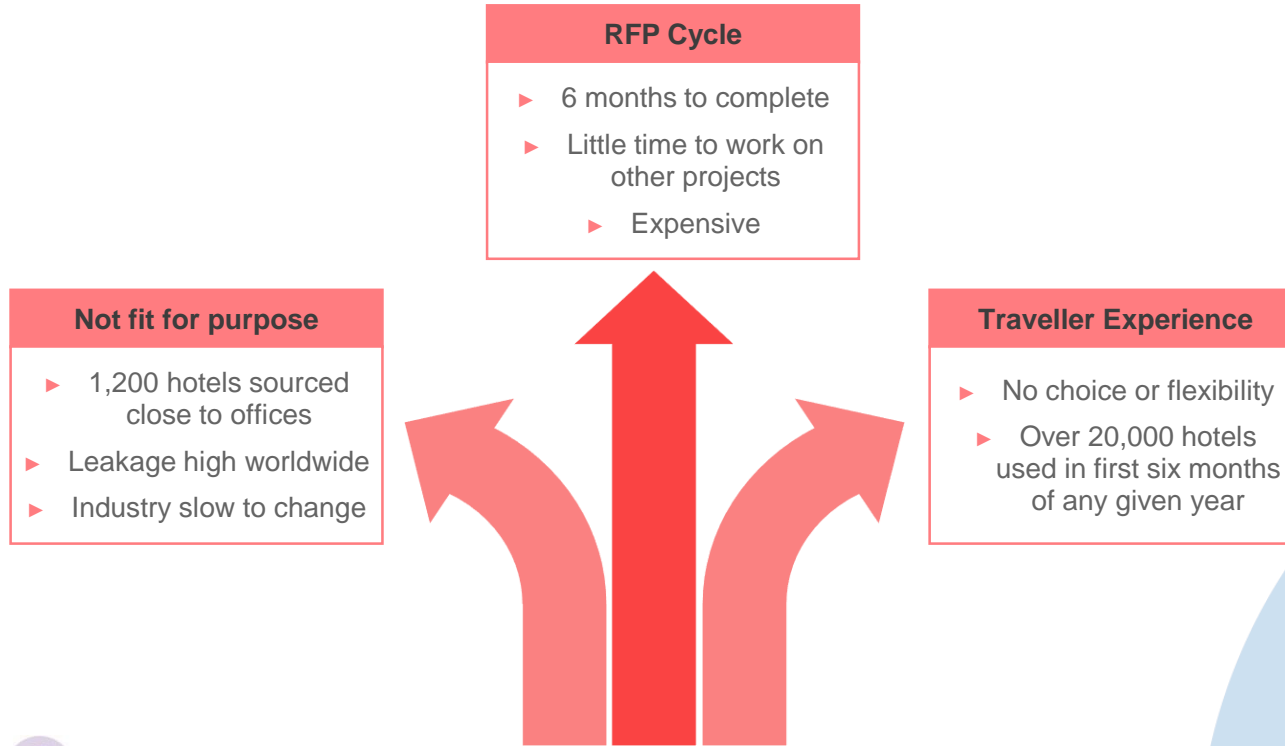
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Darren Jeacock

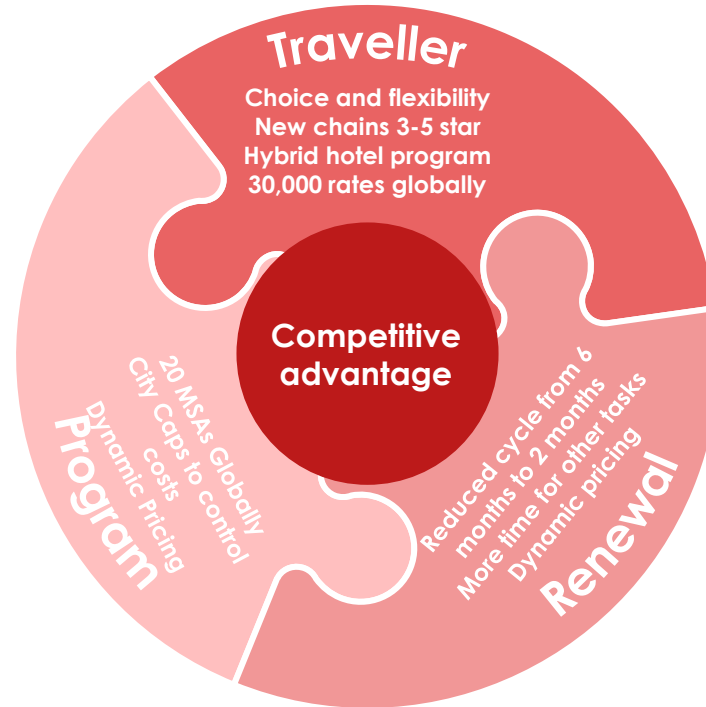
Lodgings and Ground Transportation
Procurement Manager

EY

Why EY chose **not** to bid



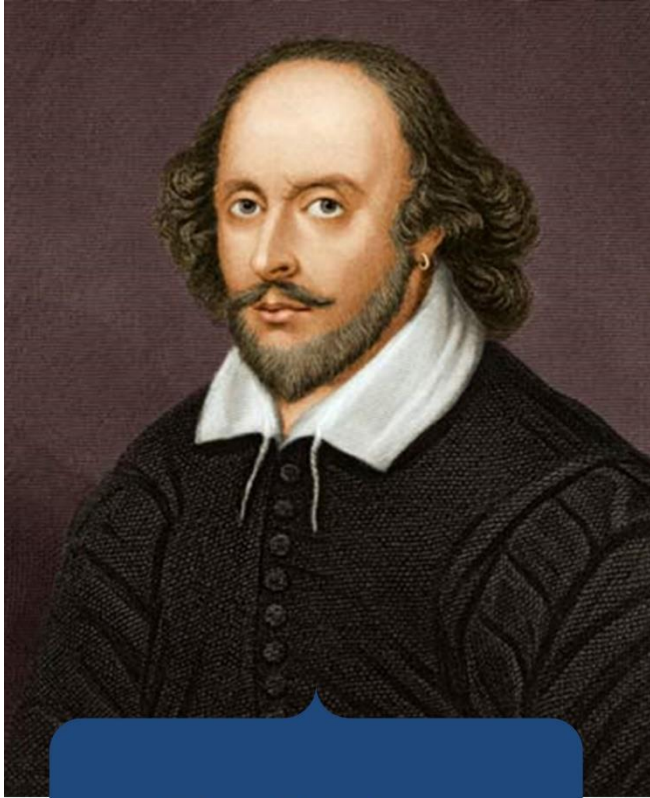
Why EY chose **not** to bid



To Bid or Not to Bid

Tony McGetrick

Director of Sales, UK & Ireland
BCD



*To Bid or
Not to Bid!*

1. Profitability
2. Capability
3. Long term benefit
4. Risk assessment
5. Strategic benefits

Finding the Sweet Spot

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If you were the Client what would you do?

Becky:

- Case by case basis
- Unless significant changes required or expected it may not be necessary for a full RFP
- Work with your supplier on tweaks and enhancements





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Thank you

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