



# Benchmark Your Air Travel Policy -

**Start Date: Nov 6, 2018 2:00 PM**

**End Date: Nov 6, 2018 3:00 PM**

## Benchmark Your Air Travel Policy: Findings from GBTA/ARC Research

Tuesday, November 6th

2:00pm ET | 60 minutes

[Click here for other time zones](#)

As air travel becomes more customizable, how can travel managers ensure their policies remain competitive (and cost-effective)? Travel programs can vary widely, but new research from GBTA and ARC reveals air travel policy trends and common practices. This session will highlight research findings and test those findings against ARC's industry-leading air transaction data.

1. Fare class: When do policies allow travelers to book business class or premium class? Is basic economy off-limits?
2. Lowest logical fare: How do travel policies address "lowest logical fare"? Do policies require booking flights a number of days in advance?
3. Add-ons and upgrades: Which ancillary purchases and add-ons do travel policies allow, and which do they prohibit?
4. Airline distribution: How will NDC and the changing distribution landscape impact the corporate travel market?
5. Compliance: How well are travel policies enforced, and how do companies leverage TMCs to regulate policy compliance?
6. TMC Trends: How do TMCs compare to the overall travel market on advance purchase, premium travel, and other factors? How does your program to the TMC universe as a whole?
7. Europe vs. U.S. TMCs: What (if any) differences are there in TMC travel patterns across Europe and the U.S.? Are there any missed opportunities others are taking

At the end of the session, participants should be able to:

Learn about how travel policies address premium fares, advance purchase, and lowest logical fare  
Learn how often corporate travel agencies book basic economy fares and premium fares  
Learn about "gamification" and how it can impact air travel.

Presenters: