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**CTC Corporate Travel Consulting**  
**at a glance**

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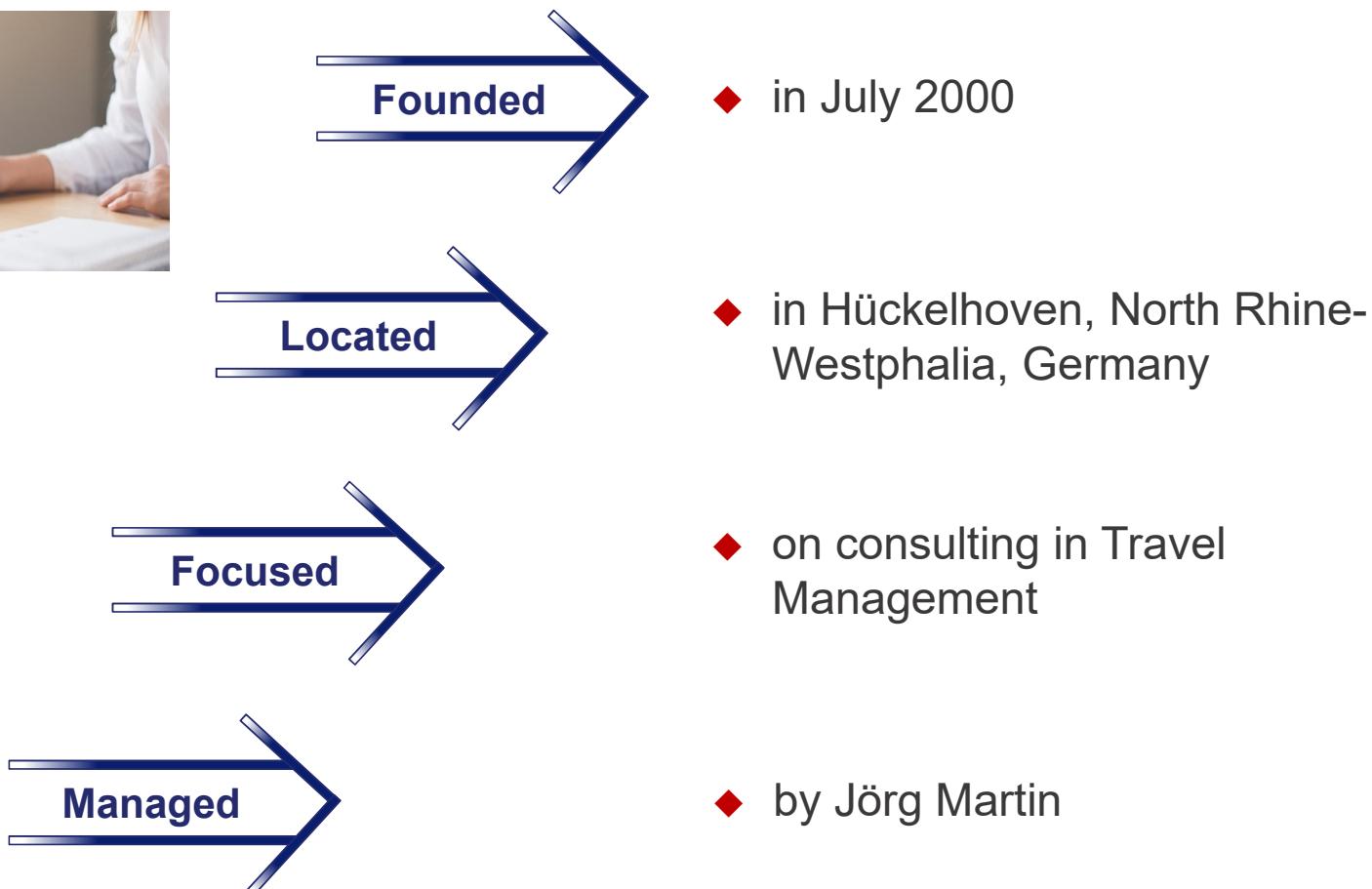
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# Key facts

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# Professional background

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- ◆ Leading positions in travel management companies
- ◆ More than 20 years consulting expertise in local, regional and global projects
- ◆ Regional manager in the German Business Travel Association (VDR) for 15 years
- ◆ Trainer at the academy of VDR
- ◆ Chairman of GBTA Europe and VDR aviation committee

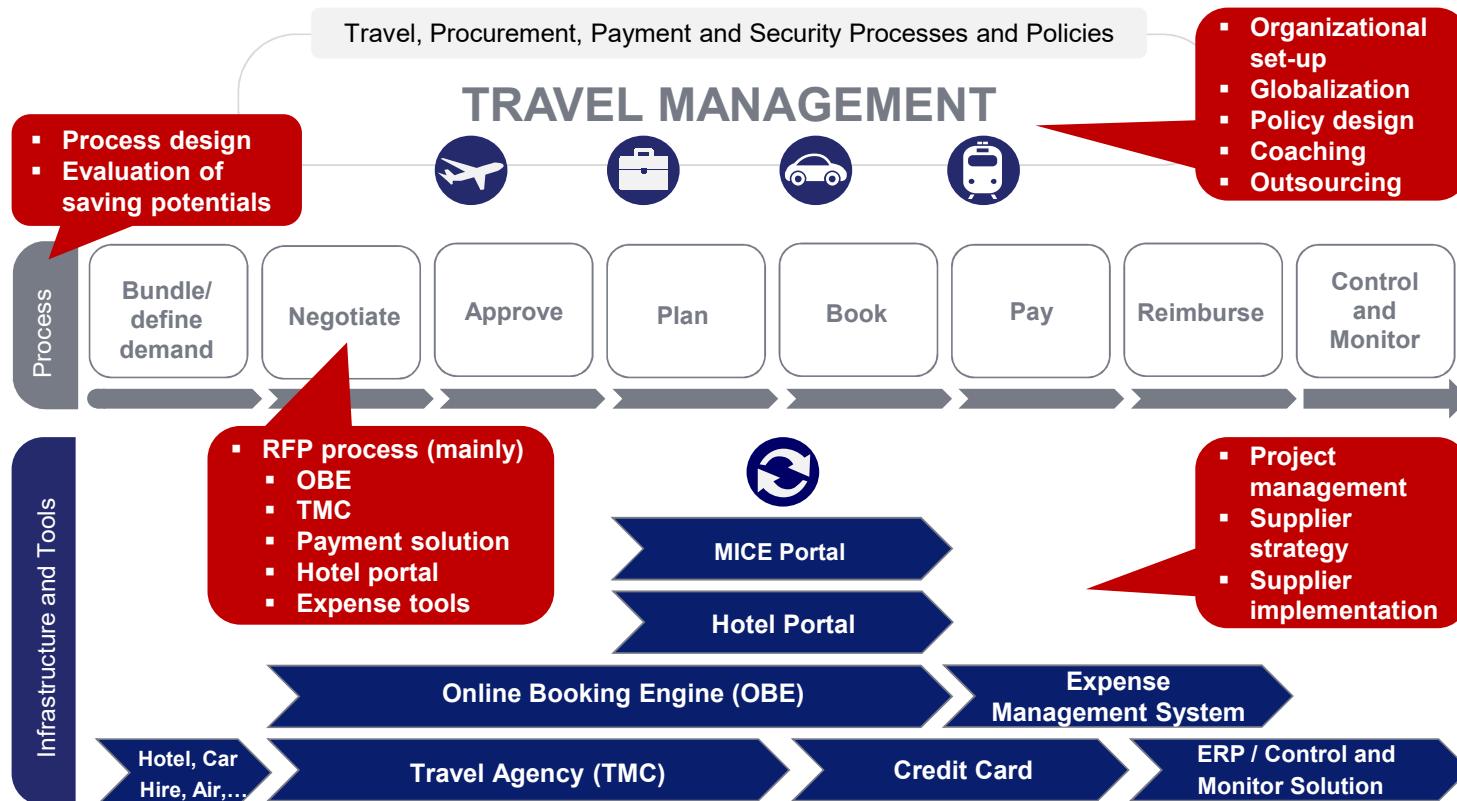


# Areas of expertise

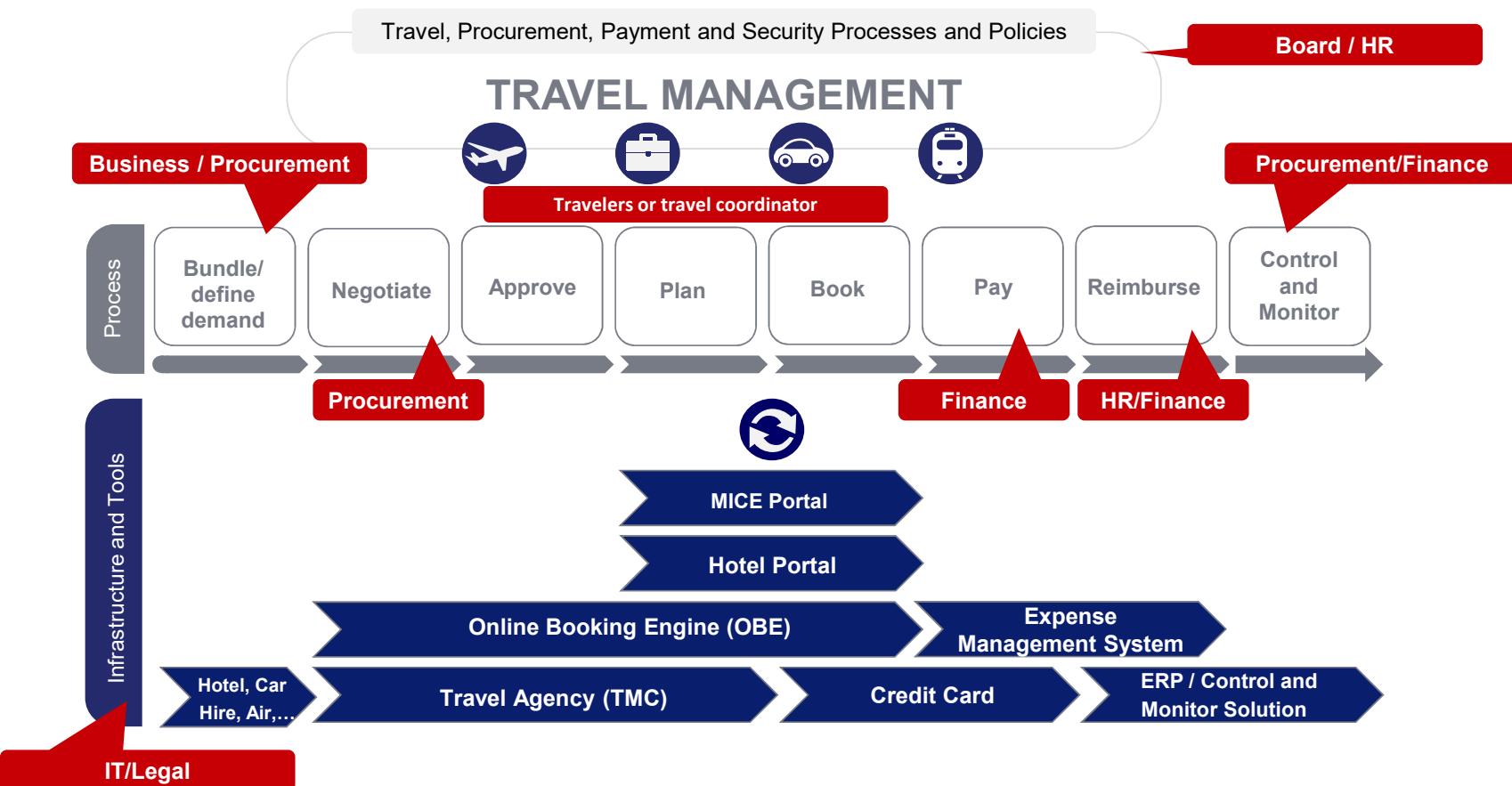
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- ◆ Analysis and re-engineering in all subcategories of travel management
- ◆ Strategic procurement / reduction of direct and indirect travel costs
- ◆ Procurement diagnostics
- ◆ Procurement performance benchmarking
- ◆ Project and change management
- ◆ Implementation of innovative travel management solutions
- ◆ Travel management coaching
- ◆ Global travel management outsourcing
- ◆ Market research and studies
- ◆ Lectures and seminars

# Consulting areas



# Consulting areas – parties to be involved



# Selected experiences (1/2)

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## Industrial equipment

- ◆ Development of a global travel management program in 10 geographical markets
- ◆ Interim global travel manager for more than 5 years

## Consumer electronics company

- ◆ Establishment of a best buy concept and travel policy optimization
- ◆ Re-engineering of the travel booking process
- ◆ Introduction of a new credit card solution

## Chemical industry company

- ◆ Analyse and restructuring of global travel management and travel procurement set up

# Selected experiences (2/2)

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## Construction industry

- ◆ Optimization of strategic, tactical and operational travel procurement
- ◆ Travel procurement responsibility in an outsourcing project

## Logistics

- ◆ Evaluation of global category saving potentials
- ◆ Definition and support of saving initiatives
- ◆ Development of category strategy

## Industry independent

- ◆ Strategic sourcing and supplier management in all travel subcategories: airlines, hotels, rental cars, travel agencies, credit cards and online tools

# Contact

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