


CTC Corporate Travel Consulting
at a glance

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Key facts



Founded

- ◆ in July 2000

Located

- ◆ in Hückelhoven, North Rhine-Westphalia, Germany

Focused

- ◆ on consulting in Travel Management

Managed

- ◆ by Jörg Martin

Professional background

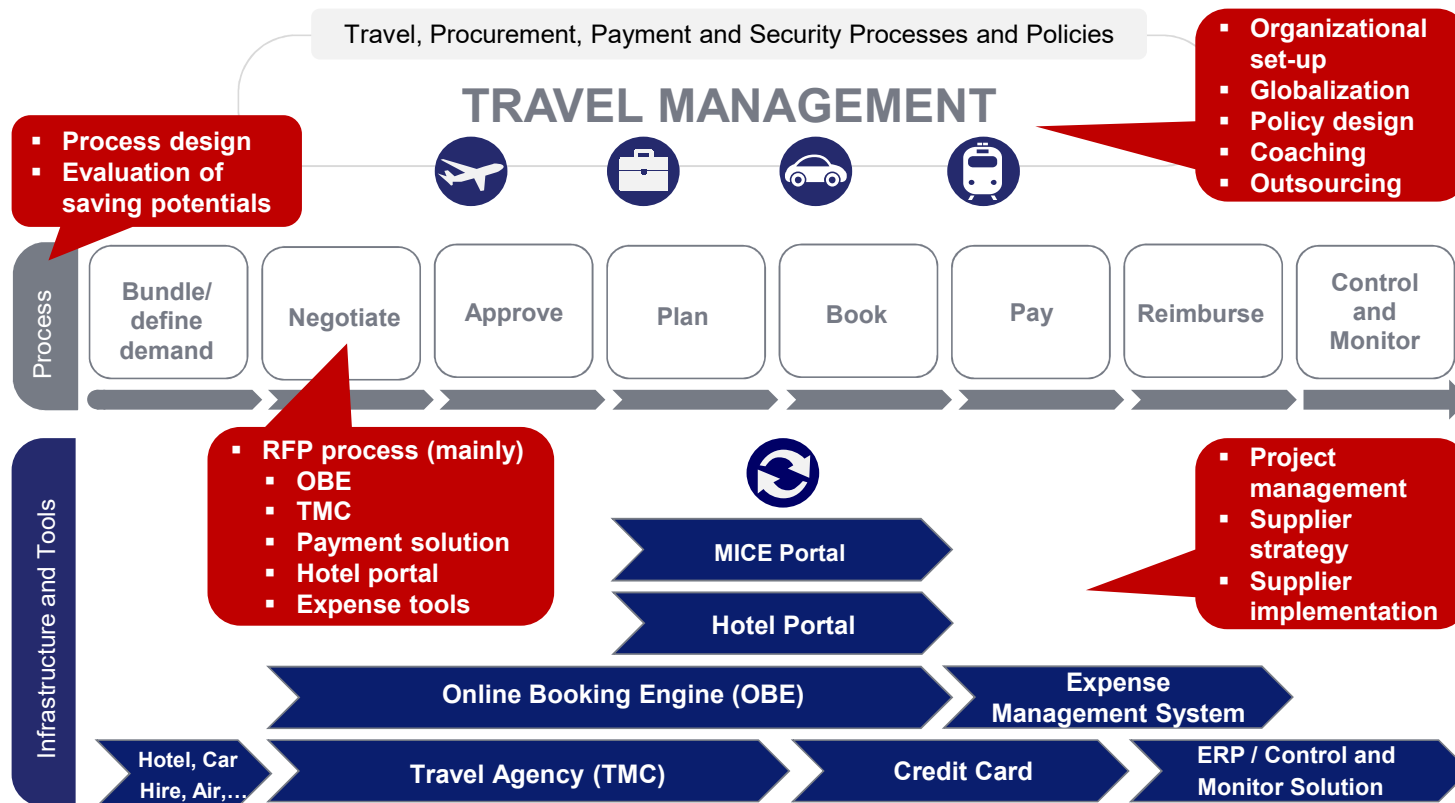
- ◆ Leading positions in travel management companies
- ◆ More than 20 years consulting expertise in local, regional and global projects
- ◆ Regional manager in the German Business Travel Association (VDR) for 15 years
- ◆ Trainer at the academy of VDR
- ◆ Chairman of GBTA Europe and VDR aviation committee



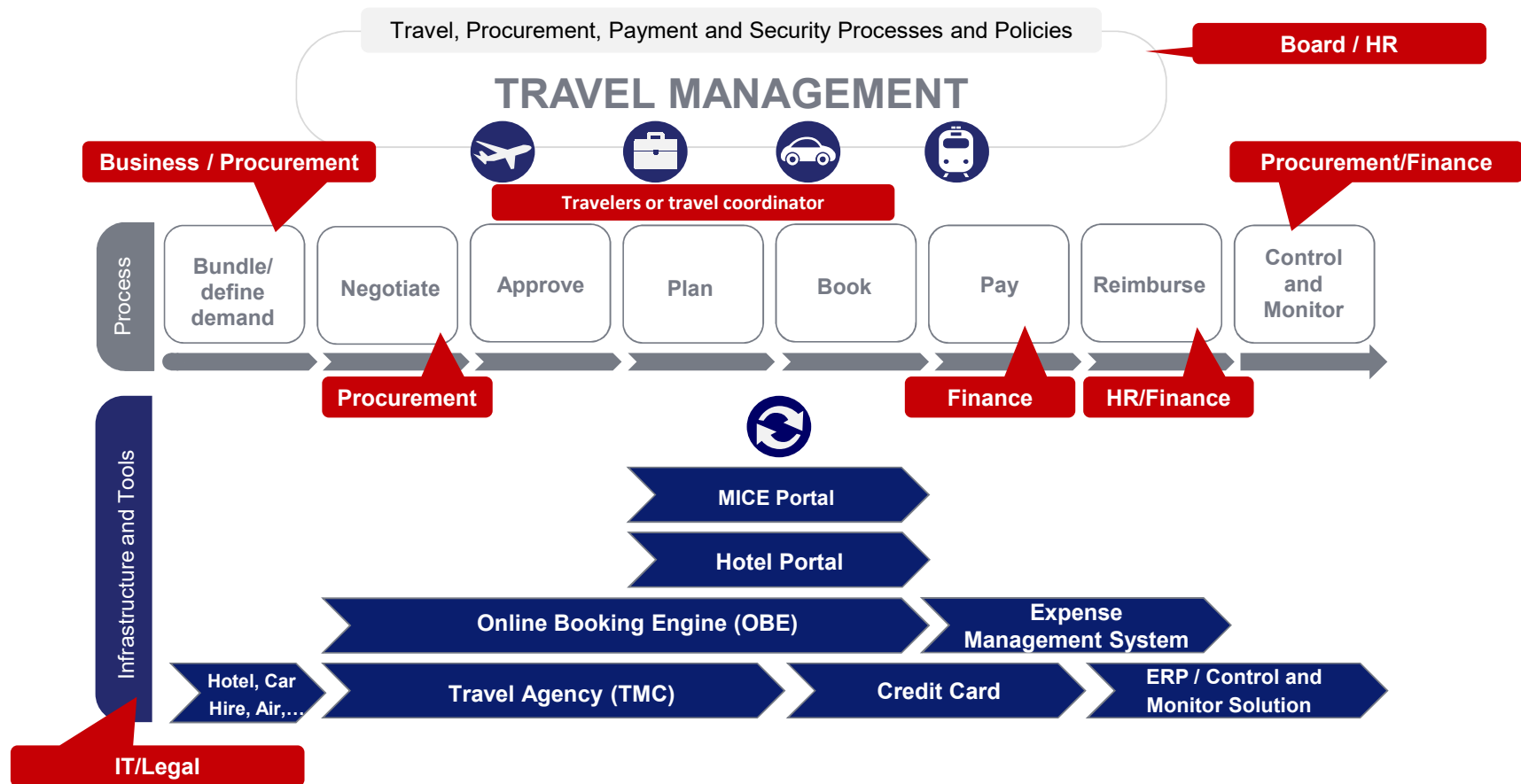
Areas of expertise

- ◆ 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)

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)

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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