

## Our Capabilities

3SIXTY Global, the specialist consulting company for buyers and providers of corporate travel services and expenses.

3SIXTY Global has the experience to improve how your company travels. For more information, contact us at [enquiries@3sixty-global.com](mailto:enquiries@3sixty-global.com).



Sustainability & Corporate Responsibility



Expense Management



Interim & Outsourced Account Management



Sourcing Management



Supplier Services



Technology & Automation



Travel Policy & Governance



Travel Programme Optimisation

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3 SIXTY  
global

*your travel,  
our expertise*

## Sustainability & Corporate Responsibility

Boost your travel programme with effective corporate citizenship



3SIXTY Global is the business travel sustainability consultancy. We've pioneered sustainability in the business travel sector and with our unique skillset we are able to make sustainability commercially relevant. From supporting leading corporates in developing and implementing their sustainability strategies to designing the UK government's guidance on reporting emissions, our team has the policy knowledge and practical know-how to make sustainability happen and get real results.

### Benefits:

- Cost reduction and travel avoidance
- Effective alignment of financial, social and environmental considerations
- Improved environmental performance, reduction in emissions and management of traveller health and wellbeing issues
- Supplier selection meets corporate expectations



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Expense Management



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Travel Policy & Governance



Travel Programme Optimisation

## Expense Management

Drive compliance and gain total visibility of travel spend



The need to control travel expenses is a hotter topic than ever before. 3SIXTY can help you curb costs by blending all parts of the T&E experience into a single, unified process. Integrating a best-of-breed automated expense control system offers precisely what both global and domestic travel programmes require to be successful – an efficient, consistent process, configured for local differences. We encourage the use of an automated expense management system and apply industry expertise to consult on streamlining the process, while also supporting and boosting policy compliance.

### Benefits:

- Enhanced standardised processes and compliance
- Transparency and reduced T&E expense processing of costs
- Increased employee satisfaction with faster reimbursement
- Drive corporate card agreements



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Expense Management



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Technology & Automation



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## Interim & Outsourced Account Management

Immediate impact and sustainable high-quality input



An interim or outsourced account management posting from 3SIXTY gives you instant access to experienced, knowledgeable talent with a proven track record. 3SIXTY consultants have held roles in global travel management and procurement, as well as account management for travel suppliers. With such breadth of experience, this means that you benefit from our unique understanding and perspective of what is important and sustainable from all sides – buyer, supplier and traveller. With over 80 years combined experience in managing corporate travel programmes, we can help you define the account management function so that the focus is on your own objectives with measurable targets.

### Benefits:

- Experience across multiple functions and categories
- Results-oriented
- Transfer of knowledge, skill, contacts and experience
- Flexibility on location and duration



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Expense Management



Interim & Outsourced Account Management



Sourcing Management



Supplier Services



Technology & Automation



Travel Policy & Governance



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## Sourcing Management

The cornerstone for travel cost reduction



Regardless of the type of company or industry, most cost can be found in the supply chain. As a result, a strategic sourcing approach provides the best opportunity to impact the cost, quality and performance of your supply chain. 3SIXTY recognises that these strategies can and should differ for each organisation depending on size, geographic scope, company culture and business drivers. Our first-hand strategic sourcing knowledge will help you create and manage a robust supplier programme which improves quality and lowers the cost of services across the entire travel commodity category.

### Benefits:

- Tailored procurement process to deliver a tailored solution
- Reduce process costs
- Bespoke category RFP with scoring logic and calculator
- Ensure sustainable cost savings



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Sourcing Management



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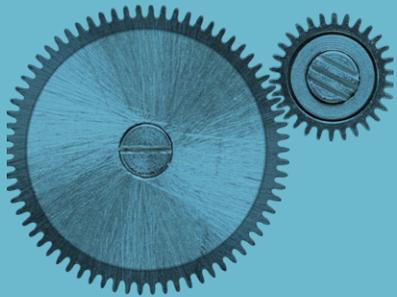
Travel Policy & Governance



Travel Programme Optimisation

## Supplier Services

3SIXTY provides travel suppliers with training to help them win new and grow existing business



With our team's experience of working as corporate travel agents, travel managers, sustainability experts\* and CIPS qualified buyers; we help clients design the strategies that lead to improved channels to market and better client-supplier relationships.

3SIXTY has partnered with a leading training and personal development company to provide unique training programmes tailored to the travel sector. We can help you focus the minds of Sales & Account Management teams on understanding customer's needs and how their expectations can be managed and exceeded.

### Benefits:

- Deeper understanding of client-supplier relationships
- Enhanced performance of account managers through training
- Leveraging the value of taking a sustainable approach
- Endorsed qualification through Institute of Leadership and Management

\*For more information on Sustainability & Corporate Responsibility, please refer to the relevant section within this document.



Sustainability & Corporate Responsibility



Expense Management



Interim & Outsourced Account Management



Sourcing Management



Supplier Services



Technology & Automation



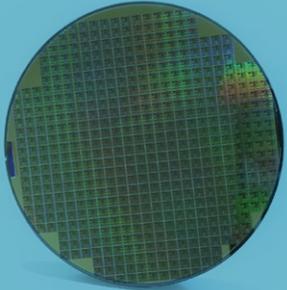
Travel Policy & Governance



Travel Programme Optimisation

## Technology & Automation

Equip your travellers with best-in-class tools and solutions



The best solutions demand technology expertise combined with the right experience. At 3SIXTY, we pride ourselves on our extensive knowledge of the technology and products that can deliver significant benefits to your organisation. We can advise you on how to dynamically manage many aspects of your travel programme, pursue cost savings initiatives and monitor progress through a variety of flexible and innovative travel technology tools and products. We will help you find the right systems across the board – from tools to enforce travel policy and optimise vendor relationships to online booking tools and credit card selection – with the sole purpose of improving travel management efficiency.

### Benefits:

- Transparency of travel spend
- Cost avoidance and cost reduction through streamlined or automated workflow
- Process improvements and improved reporting
- Employee safety via automated traveller tracking



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Expense Management



Interim & Outsourced Account Management



Sourcing Management



Supplier Services



Technology & Automation



Travel Policy & Governance



Travel Programme Optimisation

## Travel Policy & Governance

Achieving control and compliance – the solid fundamentals



As primary components of a travel programme such as airfare and hotel rates continue to rise, and internal budgets get tighter, organisations are under pressure to save on costs. So it is crucial that your travel policy is reviewed regularly. It is also imperative that compliance is at the top of the agenda at review time. 3SIXTY knows that while not always easy; the rewards of an enforced travel policy are worth the effort. We help you to create a roadmap for success and guide you through the process of implementing an effective travel policy. Whether you are breaking new ground or wanting to revisit your current policy for improvement, 3SIXTY can support you in achieving your goals.

### Benefits:

- Employee satisfaction and retention
- Increase travel policy compliance
- Leverage greater purchasing power
- Establish better systems to track employees and strengthen security



Sustainability & Corporate Responsibility



Expense Management



Interim & Outsourced Account Management



Sourcing Management



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Technology & Automation



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Travel Programme Optimisation

## Travel Programme Optimisation

Designing the best programme to maximise savings



A key priority for a robust and successful travel programme is to demonstrate value. The more value you can create the more buy-in you will get from your travellers. 3SIXTY understands this, as well as the need to offer in-depth guidelines and demonstrate savings, and will help you create travel programme strategies that align with your organisational initiatives and culture. We can help you improve how your company travels as a whole. By assessing your current programme and building an optimisation strategy that meets your specific objectives, 3SIXTY will put you on course to a best-in-class, highly-optimised travel programme.

### Benefits:

- Cost and process improvement; policy standardisation
- Using best of breed suppliers to create the optimum travel solution
- Transparency on spend
- Develop KPIs to ensure executive buy-in



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