

## WHY WE'VE WRITTEN THIS REPORT

Travel management is full of assumptions about what can and can't be done. One of the most common assumptions is that consolidating travel spend, policy and supplier choices internationally only works for the world's biggest companies.

Even if that was ever true, it certainly isn't any more. In recent years we've seen many small and medium enterprises expand their businesses worldwide, consolidating their travel programmes across borders as they go.

Going multinational with your travel strategy can seem daunting. This report is intended to demystify the process by sharing what we've learned from a journey we've now taken many times with our Small and Medium Enterprise (SME) customers. What we find time and again is that it's a journey well worth taking, with many benefits in terms of risk mitigation, compliance, savings, admin efficiencies ... and happier travellers.

## OUR RESEARCH

We surveyed 152 companies globally with travel spend below US \$30 million and learned:



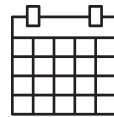
**71%** have more than three countries in their travel programme;



**29%** have more than 20 countries and



**14%** have only one country.



**42%**

have added countries to their programme over the past two years, while only 8% have reduced.

**49%**

2022

expect to add more countries by 2022; only 6% expect to reduce.

Benefits of taking a travel programme multinational are (% of respondents who agree):

Better duty of care	<b>60%</b>	Lower admin costs	<b>33%</b>
Better policy compliance	<b>54%</b>	Happier travellers	<b>32%</b>
Lower travel costs	<b>53%</b>	There haven't been any benefits	<b>4%</b>