



## **National Telecommunications Cooperative Association Saves Fees and Fares by Implementing On-Line Booking Tool with MacNair Travel Management**

NTCA wanted a travel agency to help develop and implement a high-tech and high-touch travel program that would save on fares and fees. They selected MacNair Travel Management to implement a program to provide top shelf support and quality technology that would drive high on-line adoption rates, save money through policy creation and enforcement, and offer a wide range of fare savings opportunities. MacNair implemented several important features: a fee structure 45 percent lower than the industry average for full service reservations; GetThere, the industry's leading on-line reservation tool; comprehensive kickoff meetings to introduce the NTCA staff to MacNair's team and technology, a new travel policy; and reconciliation reporting systems that save time and money.

### **Results:**

NTCA's average ticket cost in their first year with MacNair Travel was \$536.31, which is far below the national average of \$899.72\*, providing a per-ticket savings of \$363.41. Based on its ticket count of 471 during the first year with MacNair Travel, the Association saved \$171,166.11. Of these 471 transactions, 63% were on-line. Since each on-line transaction saves \$20 in fees over the industry average for full service transactions, NTCA saved a total of \$5,960 on fees. Thus, NTCA saved \$177,126.11 in their first year alone with MacNair Travel, in combined airfares and fees!