

The Travel Smart Card Revolution

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- Contain logic/rules for identifying preferred suppliers and negotiated terms of service.

Potential Savings

INPUT estimates that there is the potential for \$12 billion in annual business travel savings in the U.S. if detailed travel expense data is collected and managed. This is a conservative estimate and savings could be as high as \$33B (see Exhibit 1).

Exhibit 1

Potential Annual Travel Expense-Related Savings (U.S.)

Savings Category	Savings Range (\$ Billions)	
	Low	High
Preferred Supplier Contracts	\$6B	\$17B
Fewer Trips	\$2B	\$6B
Less Expensive Trips	\$3B	\$5B
Reductions in Corporate Travel Management Expenses	\$1B	\$5B
Total	\$12B	\$33B

Source: INPUT

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Changing Functionality

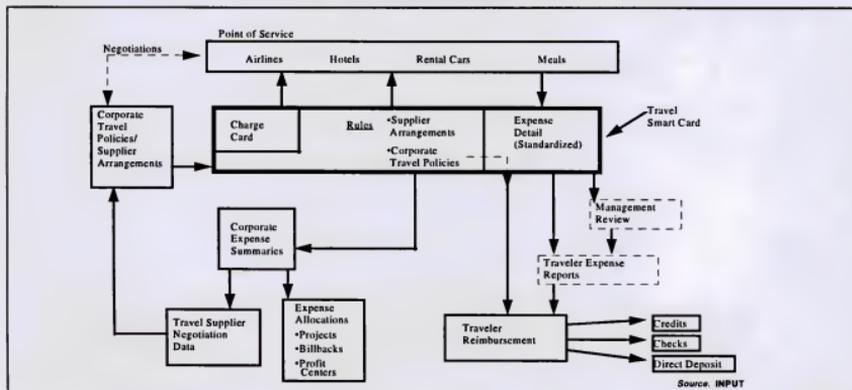
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The next-generation Travel Smart Card promises an order of magnitude increase in benefits.

Exhibit 2 shows the flow and usage of information associated with next-generation travel smart cards. The highlighted area notes the functionality contained within these cards. Activities outside the "bold" box are normal administrative functions that either feed or receive data from the smart card.

Exhibit 2

Next-Generation Travel Smart Card Information Flows



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Timing of Introduction

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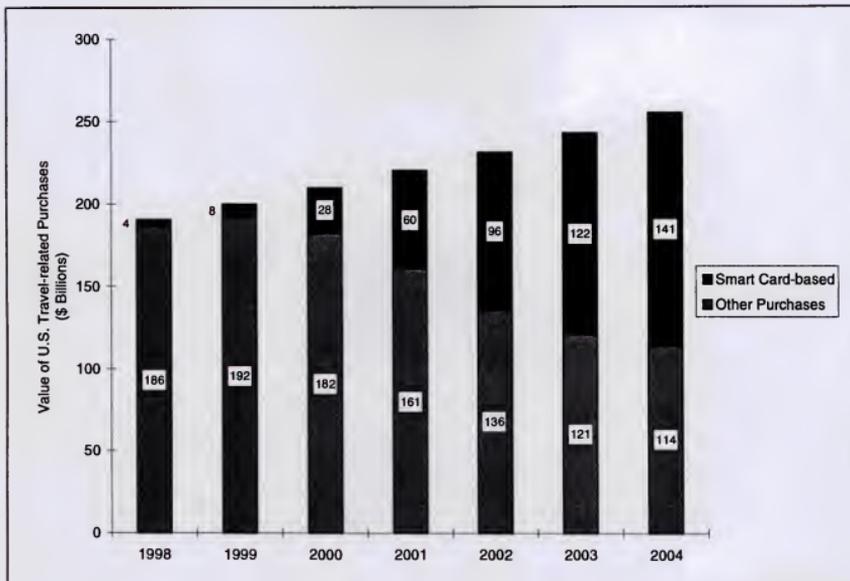
Exhibit 3 shows the expected penetration by the Travel Smart Card of the business travel market over the next eight years.

By 2000, business travel smart cards will be used for \$28 billion in corporate travel purchases (13% of the total).

But over the following 4 years the penetration will have grown to 55% and business travel smart cards will be used for \$141 Billion of corporate travel purchases.

Exhibit 3

Value of Business Travel Smart Card Purchases in U.S.



Source: INPUT

Criteria for Implementation Success

The successful implementation of the Travel Smart Card will be largely contingent on:

- Missionary work and sponsorship being undertaken by a small number of organizations (almost certainly card companies)
- "Recruitment" of key suppliers and corporations

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There are significant opportunities for vendors of Travel Smart Card-related services.

The opportunities fall into three major areas:

- Outsourcing/processing of Travel Smart Card-related transactions
- Supplying IT professional services and systems integration services
- Providing travel-focused consulting.

Within 5 years of use of Travel Smart Cards the worldwide market for these services is estimated to increase rapidly to \$4 billion per year.

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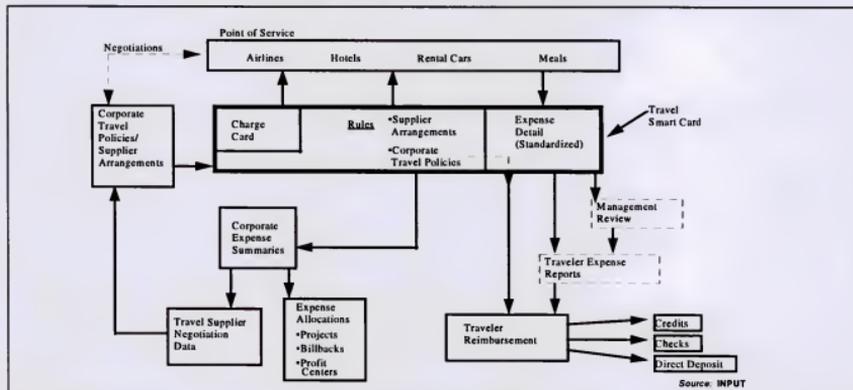
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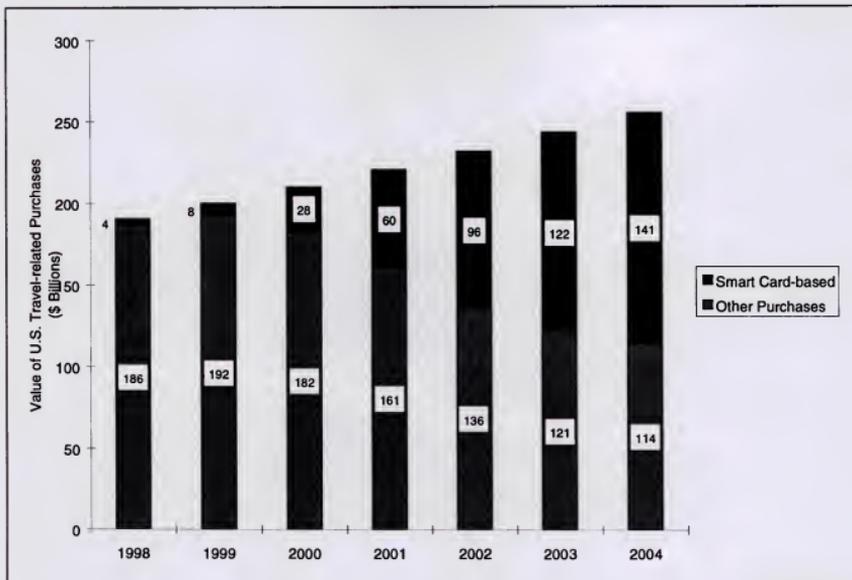
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*Draft
approved by Wilson*

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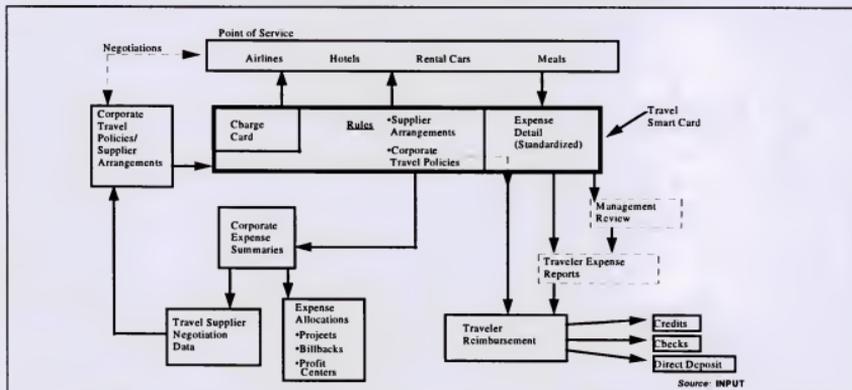
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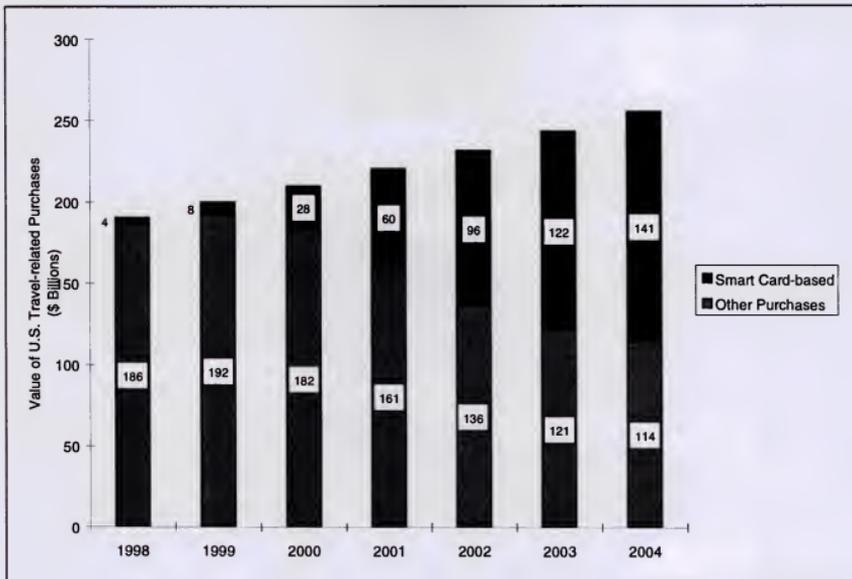
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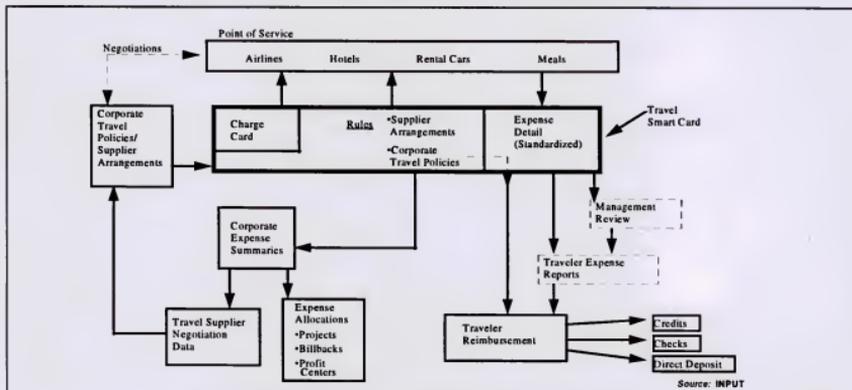
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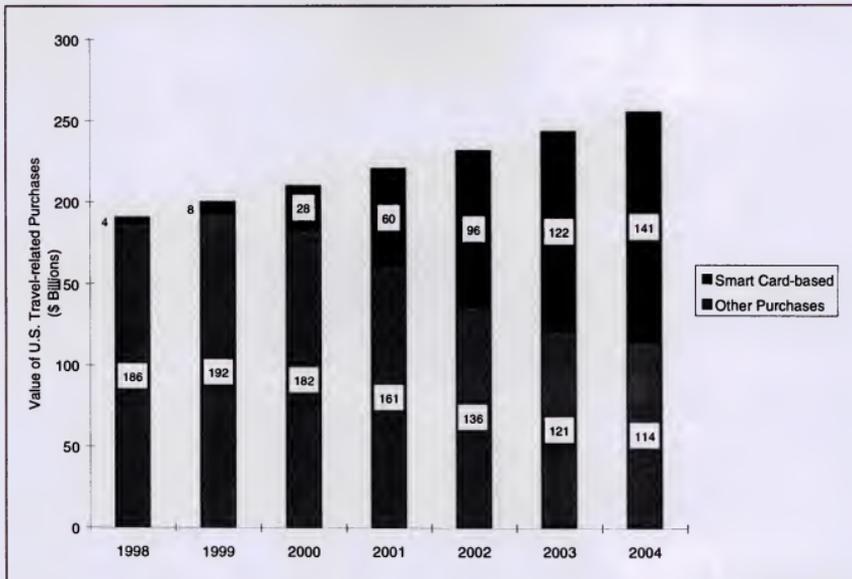
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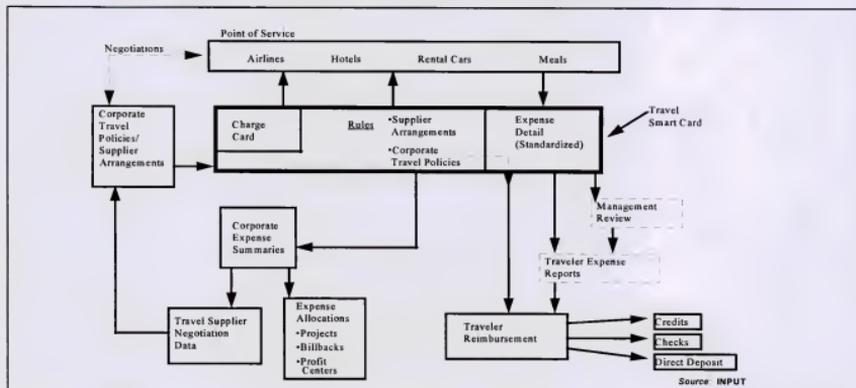
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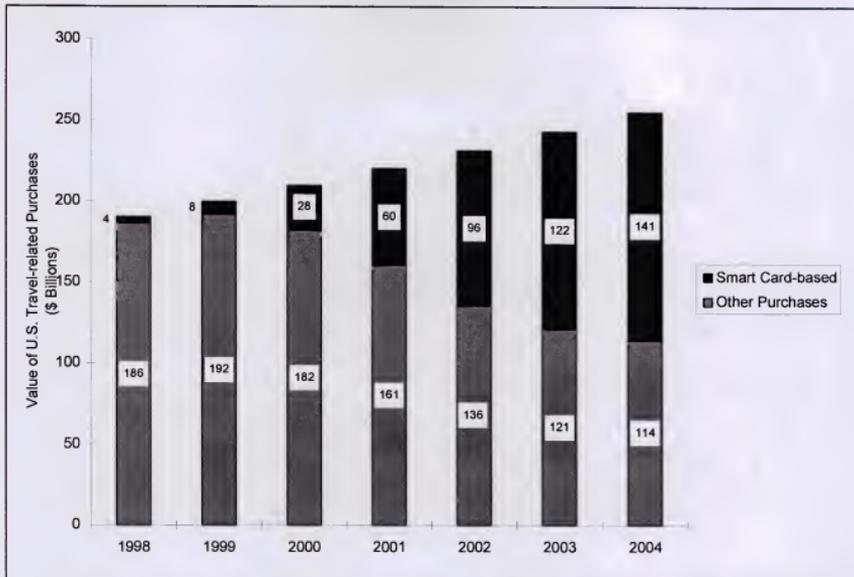
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3001117	SIEMENS NIXDORF AG	Louise Morgan	GBRB-C--Report	1
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3000993	UNISYS	Glen Santmire	GBRB-C--Report	2
111024	ZZ... INTERNAL - COMMERCIAL	Sales Library	GBRB-C--Report	1
111027	ZZ... INTERNAL - COMMERCIAL	Library	GBRB-C--Report	2
111631	ZZ... INTERNAL - COMMERCIAL	John McGilvray	GBRB-C--Report	1

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