



PRESS DOSSIER

December
2021

CONSULTiD
BUSINESS TRAVEL

 **ACTITUD**
DE COMUNICACIÓN

INDEX

1. What is Consultia BusinessTravel?
2. DESTINUX©: the solution for comprehensive business travel management
3. Differentiating characteristics
4. Savings with Destinux©
5. Other functionalities
6. Other Consultia Business Travel services
7. Relevant data
8. Customers
9. Management team
10. Corporate awards
11. Relevant Documents
12. Contact with the media

1. What is Consultia Business Travel?

Consultia Business Travel® is a company specialising in the comprehensive management and consultancy of business travel (Travel Management Company) that offers a differentiated solution based on cloud-based software (Destinux®) and a personalised consultancy service (Personal Travel Assistant). It also manages the needs of meetings, incentives, congresses and events (MICE) that the company requires.

The Spanish-owned company, founded in 2010, currently has offices in Madrid, Valencia, Zaragoza and Oporto. The startup has integrated into a powerful management system nearly 3 million hotels, more than 600 airlines, 27 car rental companies around the world and private transfers in more than 160 countries, RENFE and taxis and VTC in more than 90 states, achieving online connectivity and efficiency that stand out in the business travel market.

2. DESTINUX®: the solution for comprehensive business travel management

Consultia Business Travel's specialisation and know-how in corporate travel has led the company to develop its own technology to meet the growing demands of the sector and the specific needs of clients: Destinux©.

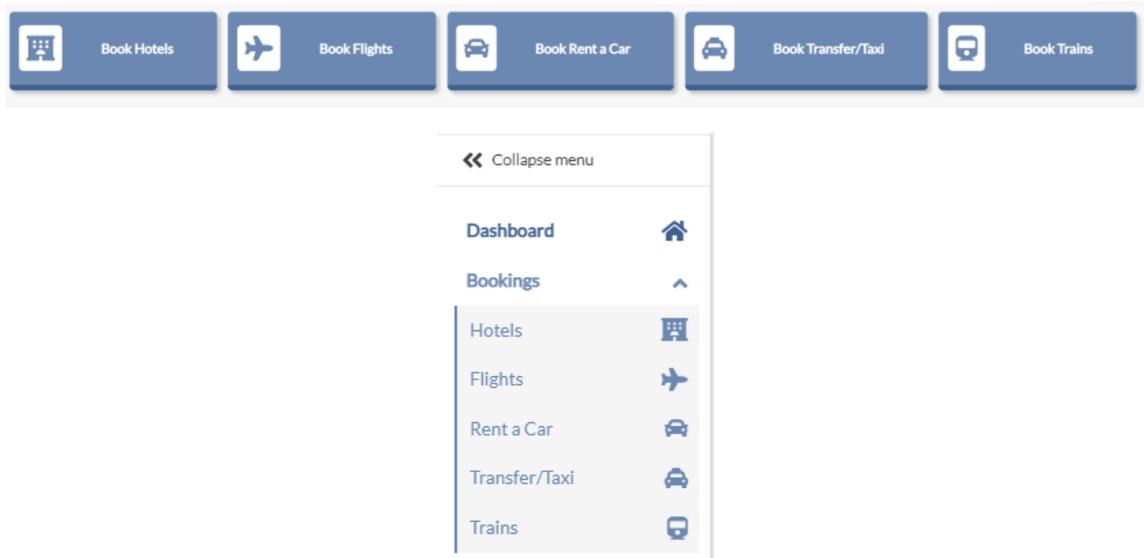
This technological solution represents a change in the business model of the sector, which means "a before and after" by offering a comprehensive management system, which eliminates management fees and can be integrated with different ERPs.

Destinux© is the tool that makes corporate travel management and expense management processes more efficient and allows a company to save costs. With this SaaS (software as a service) system, the client pays for using the software and avoids having to pay commissions for bookings, achieving savings of up to 20% in the first year.

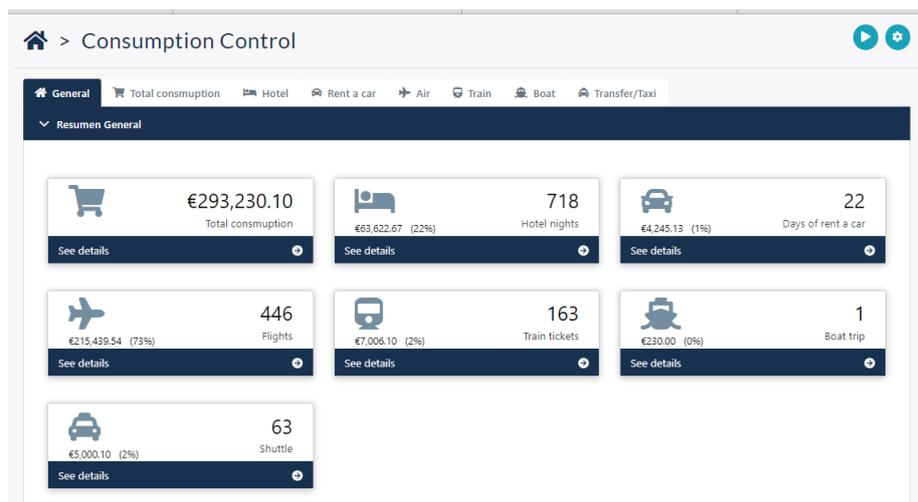
This solution adapts to the needs of each company, the corporate policy of each organisation, access to different users, invoice registration, electronic means of payment, unlimited access to reports and consumption, connection APIs, connection to other ERPs and the Personal Travel Assistant service.

All this through 5 modules:

1. **Booking module:** makes the entire travel industry available to the company at the click of a button (hotels, planes, taxis, car rental, RENFE).



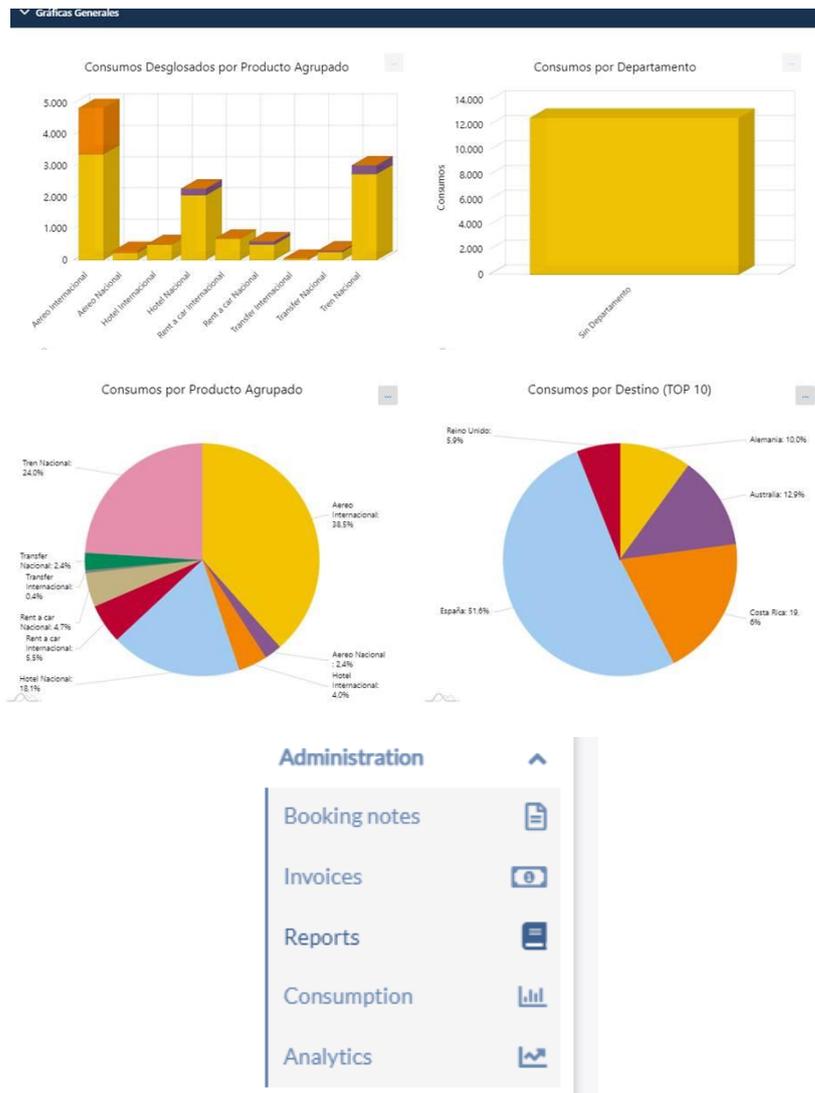
2. **Management, administration and financial module:** allows uploading of purchasing policies and business rules, automates and digitises travel administrative/financial processes, ensuring compliance with purchasing policies and eliminating manual operations..



3. **Analysis and data module:** allows the company to own and access all travel data generated, for budgeting, changes/adjustments in purchasing policy and business rules, CO2 and frequent traveller reports for personal income tax purposes.

CO2 footprint analysis allows Destinux© customers to monitor emissions to improve sustainability in their business travel.

In the purchasing process, the purchasing policy applied for each product is always available. It can be both qualitative and quantitative.



4. **Expenses and per diems module:** allows the recording of travel expenses and per diems, and covers the entire expense note management process, from the moment the payment is made to the validation processes, with an approved platform.

No tiene Okticket

Click aquí para acceder a la aplicación de gastos

Primeros pasos en el uso de la APP de Okticket

1. Descarga la aplicación

Si aún no se ha descargado la APP, hágalo desde el Store de aplicaciones de su smartphone.

Enlace de descarga para sistema operativo iOS: [AppStore](#)

Enlace de descarga para sistema operativo Android: [Google Play](#)

Si ya la tiene descargada, asegúrese de tenerla actualizada con la última versión.

2. Acceso y cambio de contraseña



Iniciar sesión con su email corporativo y seleccionar "recuperar contraseña"

Al hacerlo, en su móvil aparecerá la siguiente pantalla:



5. **Technology module:** integrates travel management processes with the company's internal systems (ERP), via APIs, eliminating islands of information in the company and speeding up decision-making in daily management.

In addition, Destinux© allows the integration of all processes, which makes it possible to reduce significant costs for companies, adding efficiency to the management of travel and business expenses:

- Digitises and automates all processes involved in the management, administration and analysis of corporate travel and expenses.
- It offers more than 3 million hotels, 27 car rental companies, 650 airlines, RENFE, transfer services in more than 160 countries and taxi and VTC services in more than 90 countries.
- Integrates with the customer's ERP. It has multiple ERP integration to integrate with customer management systems if required.
- Adapts to the needs and peculiarities of companies, regardless of complexity.
- Highly scalable technology, able to advance and stay ahead of industry change.

3. Differentiating characteristics

With proprietary technology, Destinux® offers a one-stop solution (technology and travel agency service) to streamline travel and expense management for the company, eliminating management fees forever and integrating with the company's ERP if required.

Con el foco en:

✓ EFICIENCY

The comprehensive corporate travel service that makes the management of business travel and expenses efficient and cost-effective.

✓ SECURITY

With Destinux©, the ERP that digitises and automates the management of travel and business expenses. The technological solution that puts the travel industry at the user's fingertips and integrates with company management systems.

✓ HUMANE TREATMENT

With the personalised service of a Personal Travel Assistant, who accompanies you throughout the management process, advises, assists and takes care of the company and its users.

4. Savings with Destinux©

Destinux© centralises all the processes involved in travel management efficiently and cost-effectively on the same platform. Its innovative system makes business travel management more efficient and allows to optimise and generate significant savings in the travel budget of companies thanks to its multiple functionalities:

- **Comply with company policies and save 5-15% of travel budgets**
According to a study by Aberdeen Group, an independent technology industry market research firm, implementing a travel management tool increases compliance with purchasing policies by 40%.
- **Automate travel authorisation and approval processes and save up to 70% of your team's time spent on this**
Implementing a tool that automates travel authorisations can save up to 70% of time (Source: Aberdeen Group)
- **Digitally allocates travel expenses to the relevant departments, projects or unit**

Every expense is assigned to its corresponding centre and automates the analytical accounting of expenses. The average cost of processing an invoice manually is €5.90 (Source: Aberdeen Group).

- **Multi-supplier integration costs**

Eliminates integration costs between vendors (technology and travel agency) to provide a single solution for the company.

- **Eliminates fees**

The new SaaS (Software as a Service) management model eliminates management fees, while maintaining the Personal Travel Assistant service.

- **All travel documents in the employee's online**

Destinux© eliminates lost documentation, documentation claim time, and lost vouchers and tickets by having everything organised online in each traveller's profile. This allows considerable savings in time spent on document requests, searching, sending, and last minute mishaps for the people involved

- **Prepares annual budgets**

According to Consultia Business Travel clients, they spend between one and two months less time preparing budgets for the following year. With Destinux© they can have a process and an information system that allows them to have the historical data and easily prepare the budgets for the following year.

- **Assigned Personal Travel Assistant**

It saves resources and time for the customer. The traveller focuses on the reason for their trip and not on logistics. Increases team satisfaction, safety and reduces risks in the company. (Source: Quintana Research 2021).

- **Integrates with customer ERP**

It eliminates islands of information and manual information consolidation processes that introduce errors and slow down decision-making. (Source: Doit Software 2019).

Qualitative leap, having all the information related to travel management integrated with the company's ERP, eliminates manual consolidation processes, with a substantial saving of time and elimination of errors, increases the productivity and efficiency of the company by having daily consolidated information, facilitating decision-making.

- **Digitise expenses and per diems**

Companies get a system to automate the management of travel expenses and per diems: it saves time and eliminates manual errors and integrates all business travel expenses into a single system.

5. Other functionalities

Destinux© also offers other "extra" services for those who have additional needs such as:

- **Training Services:** a one-off training service (apart from the initial training to implement the service).
- **Consulting Services:** advice on the design of travel policies and business rules.
- **Travel Emergency Service:** Personal Travel Assistant after hours emergency service.
- **Ad-hoc Technology Development Service.**

6. Other Consultia Business Travel Services

MICE (Meetings, Incentive, Conventions and Events)

- Consultia Business Travel, as specialists in business travel, offers a 360° service, with an area specialising in events, congresses, meetings and incentives.

It proposes tailor-made solutions for the management of large and small events anywhere in the world, always from a personalised perspective, and with the main aim of helping to achieve your company's objectives.

As a **DMC company in Spain and Portugal**, it provides its clients with a local and specialised perspective in the area, in order to achieve an impeccable organisation of unique and unrepeatable events..

7. Relevant data

Consultia Business Travel® is a company founded in 2010 by Juan Manuel Baixauli, a businessman with extensive experience in the travel sector and as an entrepreneur. The company has grown with its own capital, and the contribution of two seed capital investment partners: Realiza Business Angels and Business Loft.

From its origins it has focused its activity on promoting and providing technology to the business travel sector, with a clear focus on digitisation and scalability of the model, developing all its technology internally, which makes them agile and adaptable to the needs of their sector and their business.

Their powerful software platform has enabled them to integrate nearly 3 million hotels, more than 600 airlines, 27 car rental companies worldwide, and transfers in more than 160 countries, RENFE and taxis and VTCs in more than 90 states, achieving online connectivity and efficiency that stand out in the corporate travel market.



Its platform is currently developed and tested in more than 700 corporate clients in Spain and Portugal, which guarantees that its tool is tested and ready for global implementation.

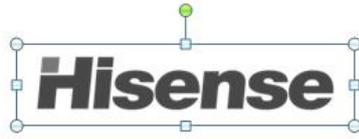
In March 2019, **Consultia Business Travel** and the **Booking.com** booking platform signed a collaboration agreement to integrate the entire product catalogue of the booking platform into the travel management system that the company offers to companies; becoming the first Spanish travel agency to technologically integrate both systems.

In 2020 **Consultia Business Travel** opened an office in Portugal with the aim of testing in international markets and starting the expansion and development of the company. The corporation is currently planning to start operations in other European countries in 2021

In October 2021, Consultia Business Travel launches **Destinux**, the first comprehensive solution for business travel management. The technology makes it possible to digitise and automate the management of business trips and expenses, achieving savings of up to 20%, without losing the service of a Personal Travel Assistant, with which the traveller has an assigned person at their disposal who is responsible for resolving any possible unforeseen events that may arise during the trip. **Consultia Business Travel** has its headquarters in Sedaví, Valencia, and its own offices in Madrid and Zaragoza, Spain. Outside Spain, it has an office in Oporto (Portugal).

8. Customers

Consultia Business Travel® has worked for more than 700 companies, among which are:



Stoller



RUBIO



The Excellence
Collection



9. Management Team

Juan Manuel Baixauli, founder and board member of Consultia Business Travel, has more than 35 years of experience in the travel industry. Juan Manuel is also the founder of startups such as Viajes Gheisa and Go&Golf.

In addition to founding and managing **Consultia Business Travel**, **Juan Manuel** is an expert in tourism technology and strategy for the European Travel Institute and Chairman of the Board of Directors of "la Alquería de Vilches". He is a member of the board of directors of Valencia New Investments..



Baixauli has received numerous awards, such as National Entrepreneur (2002), Tourism (2003), Entrepreneur of the Year (2006), Technology and Innovation (2015) and Best Career Award (2015) among others.



Carlos Martínez, has been appointed CEO of Consultia Business Travel, a great connoisseur of the company, as he has been a consultant to the company since 2017, forming part of the Strategy Committee, Management Committee and Finance and Investment Committee.

An internationally renowned executive, whose career has been developed in F500 technology companies, including Intel Corporation, where he contributed to expanding global leadership, he held various positions as Global Director of Business Development, General Manager for Africa and Global Director of Strategy and Planning for Sales, an expert in market analysis and expansion involving and aligning the various stakeholders.

He drove the digital transformation and digitisation of the Spanish educational group CEU from the advisory board where he is a member. Martínez has also developed important public-private strategic alliances between corporations, governments and NGOs.

10. Corporate Awards

VALENCIAN COMMUNITY INNOVATION CLUB (CICV)

2021, Award for "Best Innovative Project" by Destinux© (based on the criteria of the European EFQM Model)

BALEARIA

2021, Award for "Innovation of the business travel company, Consultia Travel".

IBTA, IBERIAN BUSINESS TRAVEL ASSOCIATION:

2017, Award "Qualified Business Travel Suppliers"

NATIONAL COMPREDEDOR AWARD:

2017, Operations & Processes Award"

GACETA 3 AWARDS:

2016, Award "Creation of a training school for travel agents".

2018, Award "Best business agency in the Valencian Community"

2019, Leader in Business Travel in the Valencian Community" Award"

IBERIA:

2016, Premio "Mayor evolución y desarrollo en el área de Levante"

PREMIOS FITUR:

2016, Award "Most evolution and development in the Levante área"

11. Relevant Documents

Information of interest elaborated by **Consultia Business Travel**

Return home

Due to the crisis generated by the pandemic, in March 2020 the idea of #RegresoACasa arose, the purpose of this project had a single objective: to bring back to Spain all those who were outside our country. **Consultia Business Travel** managed to bring home people from Peru, Japan, New Zealand or Senegal among others. In [this video](#) you can find more information.

Thanks to its advanced geolocation system, Consultia Business Travel allows its clients to "manage risk" by keeping the traveller located at all times, ensuring their safety and keeping them informed about new restrictions and other information that could affect their flight or stay anywhere in the world. In addition, its personal travel assistant service allows the user to contact directly for any emergency, which facilitates risk management and security on business trips.

Business travel management

With **Consultia Business Travel**, companies can obtain maximum profitability from all their business trips. In order to have all this information, companies have [this Dossier](#) at their disposal.

Booking Guide

Customers can make a booking in 5 easy steps avoiding time-consuming and costly accommodation and transport booking processes. You can download this guide by clicking [here](#).

12. Contact with the media

Actitud de Comunicación

C/ Buen Suceso, 32

Entreplanta Izda.

28008-MADRID

Teléfono: 91 302 28 60

maria.contenente@actitud.es