



PRESS KIT

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CONSULTiD
BUSINESS TRAVEL

DESTINUX
EFFICIENCY & SAFETY IN BUSINESS TRAVEL

ACTITUD
DE COMUNICACIÓN

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1. What is Consultia Business Travel?

Consultia Business Travel® is a company specialising in the integrated management and consultancy of business travel (Travel Management Company) whose objective is to **solve the mobility needs of companies and their employees, either by helping them in the management of their corporate travel, with Destinux®, or in special needs (MICE).**

With a focus on digitisation and scalability of the model, the company develops all its technology in its entirety, allowing it to be agile and adapt to the needs of its sector and business.

The company, with Spanish capital and founded in 2010, has offices in Spain and Portugal. The Growth Stage startup has integrated into its 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, trains, boats and taxis and VTCs in more than 90 states, achieving online connectivity and efficiency that stand out in the business travel market..

2. Current issues and challenges in Business Travel

Accelerating the digital transformation of travel and expense management is becoming increasingly important to improve the employee experience and achieve corporate objectives. This is revealed by a study conducted by Forrester Consulting, which indicates that 70% of global respondents (responsible for travel and expense management in large corporations) stated their desire to improve the end-to-end travel and expense management experience and 72% said that improving the integration between travel and expense management technologies and other enterprise systems is their primary concern.

Added to this is a growing need for digitisation, which is also affecting the area of corporate travel and has led to an increase in demand for end-to-end solutions that allow them to optimise their travel management while enabling employees to make their business travel effective, efficient and also enjoyable.

On the other hand, employees increasingly value companies that care about their well-being beyond meeting basic financial needs such as per diems and expenses. This change is being driven by the arrival of millennials in the workplace, a generation that is changing needs and preferences in corporate travel as well. According to a report by Uber for Business and GBTA, travel and human resources managers in companies prioritise aspects such as traveller safety, policy compliance and sustainability. In fact, 75% of companies focus their efforts on traveller safety and wellbeing; 55% on sustainability and social responsibility; and 53% on travel policy compliance and enforcement.

In response to all these needs, Consultia Business Travel has developed Destinux to optimise the management of corporate travel, adjust the expenses incurred by a company in this area to the predefined objectives, control that they do not deviate from the budget and at the same time offer the human touch of a Personal Travel Assistant.

3. DESTINUX®: the all-in-one solution for Business Travel Management

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

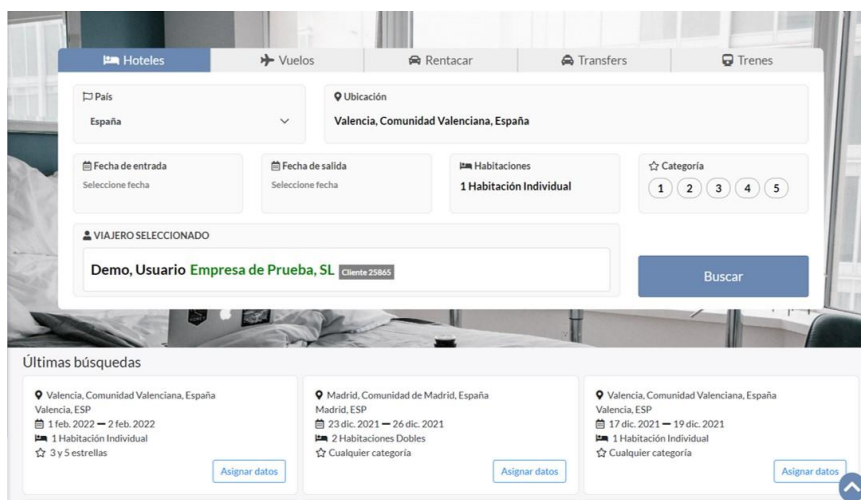
This solution represents a change in the business model of the sector, which means "a before and after" by offering an all-in-one management system that is implemented through a subscription model that avoids having to pay for booking commissions and can be integrated with different ERPs without giving up the personalised attention of a professional in the management of the trips.

Destinux® digitises the management processes and expenses of business travel, allowing a company to save costs. With this SaaS (software as a service) system, and the elimination of manual processes, administrative/accounting problems, and the correct analysis and distribution of budgets and monitoring of objectives, the system offers organisations savings of up to 20% in the first year.

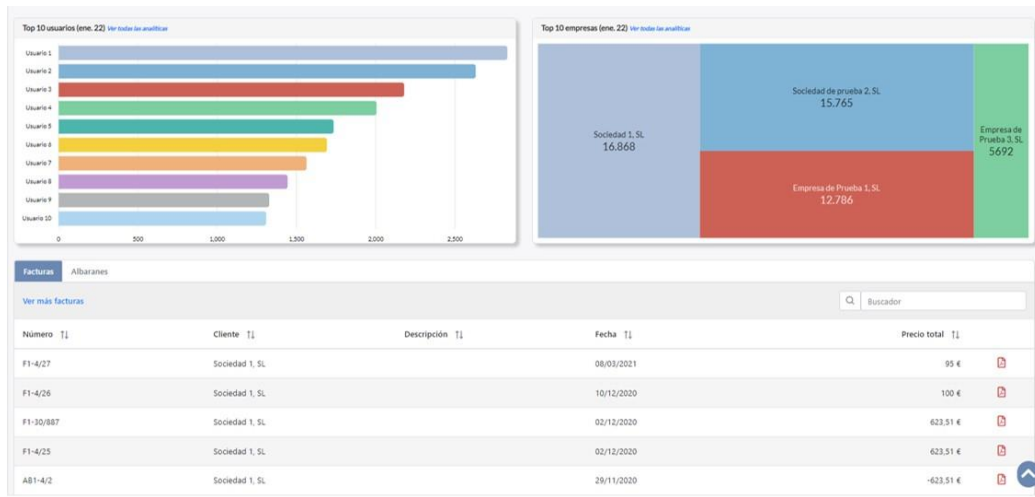
This solution adapts to the needs of each company, regardless of its size and complexity, to the corporate policy of each organisation, to its business structure and its different levels, to its accounting and administrative management system or to its information and data storage system or ERP.

Destinux® consists of 6 moduls:

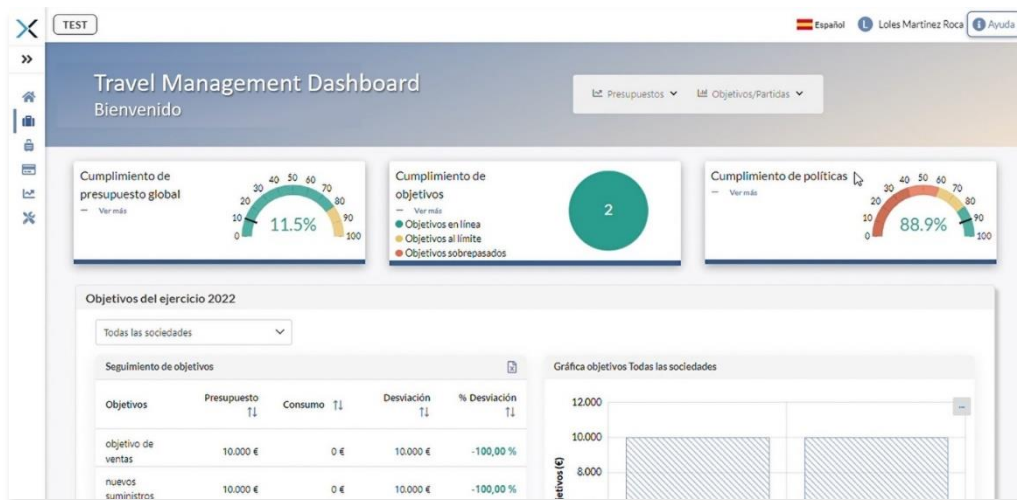
1. **Booking module:** provides the entire travel industry at the click of a button (hotels, planes, taxis, VTC, car rental, trains and boats), online booking and documentation of trips, creation of budgets and itineraries, and management through an automated authorisation system.

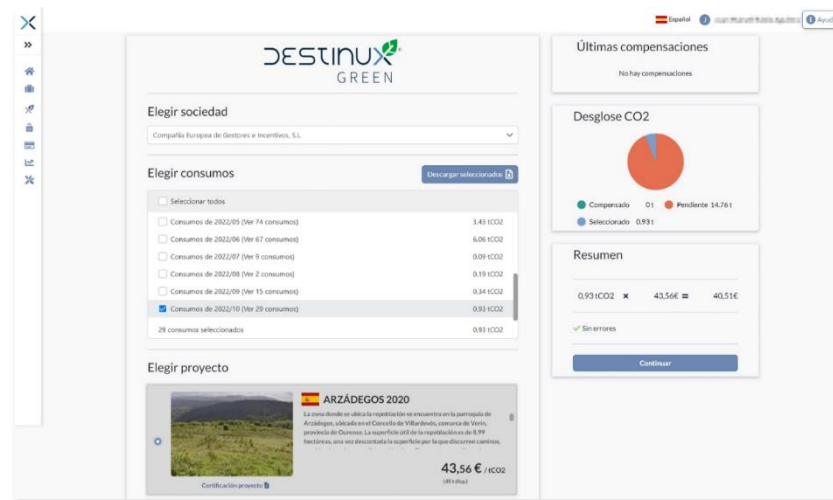


2. **Management, administration and financial module:** enables uploading of purchasing policies and business rules, automates and digitises travel administrative/financial processes, ensuring compliance with purchasing policies and eliminating manual operations and ensuring correct cost allocation.

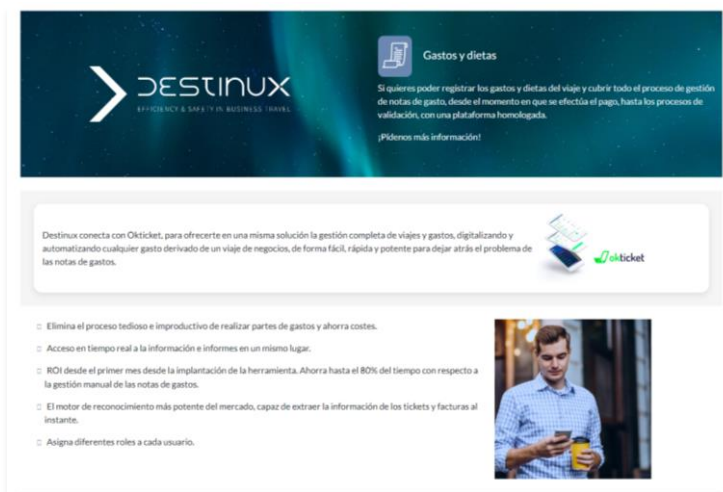


3. **Analytics and data module:** customers can align budget to business objectives to understand ROI, monitor compliance with purchasing policies and control budget slippage with the Travel Management Dashboard functionality and alerting system. It also includes Destinux® Green, a traceable blockchain solution for CO2 procurement and offsetting.





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.



5. **Technology module:** integrates travel management processes with the company's internal systems (ERP) (Microsoft, SAP, Oracle) and thus eliminates gaps in information. Regardless of working with different systems that are not connected, Destinux allows you to have everything consolidated in one place and have all the information in the system in one click, so that the customer can make the right decisions whenever you need it.

6. **Personal Travel Assistant** – Destinux immediately assigns a professional with a name and surname to the client, who assists the travelling team during the whole process, before, during and after the trip and ensures their safety.

4. Differentiating characteristics

Destinux® offers an all-in-one solution from a single source (technology and travel agency service) to streamline travel and expense management for the company, eliminating traditional management fees forever and integrating with the company's ERP if required.

With a focus on:

- ✓ Personalised professional assistance
- ✓ Well implemented travel policy
- ✓ Automated approval/authorisations
- ✓ Allocation of expenses to specific cost centres or departments
- ✓ Budget allocation by department/people
- ✓ Loyalty card reconciliation
- ✓ Info and documentation online 365 days a year / 24 hours a day
- ✓ Budgeting
- ✓ Budget control
- ✓ Digitalisation of travel expenses
- ✓ Data integration (ERP)
- ✓ Calculation of travel ROI
- ✓ Carbon footprint offsetting (CO2)

5. Destinux® Rates: Freemium y Premium

The company has recently simplified its offer from six types of products to just two: Freemium and Premium.

According to a study conducted by GEBTA, more than 30% of the Spanish corporate travel market is unstructured, not working with any agency, but managed internally, which means an investment of time and resources normally not very profitable. The company has recently simplified its offer from six types of products to just two: Freemium and Premium.

In this context, the Destinux Freemium product was created with the aim of responding to the needs of a market segment that, according to GEBTA's analysis, has a potential of around 3,000 million euros in business travel expenses in Spain alone. The new product allows any small business or freelancer to start enjoying the benefits of Destinux without having to pay a subscription, just by signing up by entering some initial registration data, you can start using Destinux's basic services for free.

The Destinux Freemium product includes: free access to the Destinux booking module, one invoice per order, registration for a maximum of 5 users and an email support for incidents.

On the other hand, Destinux Premium allows any company, regardless of size, to benefit from the advantages of Destinux. The price of Destinux Premium varies depending on the volume of travel, starting from 49 euros per month for companies with a corporate travel budget of less than 40k euros per year. This version is designed for companies around the world that need to digitise the management of their corporate travel without giving up the personalised service of human attention if necessary, which will bring peace of mind, security, satisfaction and significant savings to companies in a market worth more than a trillion dollars worldwide. This version allows access to all Destinux's functionalities, so that the company can make use of all or some of them according to its needs and preferences.

6. Savings with Destinux©

Destinux© centralises all travel management processes efficiently and cost-effectively on a single platform. This allows a more efficient management of business travel and optimises and generates significant savings in this area thanks to its functionalities:

- **Comply with company policies and save up to 15% of the travel budget.**

According to Aberdeen Group research, 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 task.**

Implementing a tool that automates travel authorisations can save up to 70% of time (Source: Aberdeen Group).

- **Digitally allocates travel expenses to the relevant department, project or unit**

Every expense is allocated 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).

- **Integration costs with several suppliers**

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

- **Eliminates fees**

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

- **All travel documentation in the employee's online agenda**

It eliminates lost documentation, documentation claims, and lost vouchers and tickets by having everything organised online in each traveller's profile. This saves the time it takes to request documents, search for them, send them, and save on 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.

- **Personal Travel Assistant assigned**

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 the customer's ERP system**

This eliminates gaps in information and manual processes for consolidating information that introduce errors and slow down decision-making (Source: Doit Software 2019).

This is a qualitative leap, having all the information related to travel management integrated with the company's ERP, eliminates manual consolidation processes, with substantial savings in time and elimination of errors, increases the productivity and efficiency of the company by having consolidated information available daily, 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.

7. Additional Services

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

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

8. Business event management

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.

Consultia has a highly specialised professional team to manage the mobility of any type of corporate event, which allows it to help and resolve any type of incident with total proximity and understanding of what each client needs.

The MICE area offers clients a comprehensive service in everything related to corporate events (internal / external), from the conception of the creative idea, planning, management, to the production of the same; a total service to help the client in a global way.

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.

9. Clients

More than 750 companies in Spain and Portugal have achieved efficient and successful travel management with the implementation of Destinux, including:



The Excellence Collection PAMAFE IT
A RICOH Company

10. 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 technology and tourism 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. He is honorary president of the Club de Innovación de la Comunidad Valenciana, member of the Cátedra de cultura empresarial and president of the Asociación para el Fomento de la Cultura Empresarial.



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



Carlos Martínez, is 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. Among his occupations, he is also in charge of the company's internationalisation strategy in the political sphere, relations with investment funds and negotiation of acquisitions and/or takeovers.

An internationally recognised executive whose career has been developed in F500 technology companies, including Intel Corporation, where he contributed to expanding global leadership, he held several 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. Martínez has also developed important public-private strategic alliances between corporations, governments and NGOs.

He is currently a member of the International Advisory Board (IAB) of the CEU Educational Group, advising on digitalisation and internationalisation.

11. Corporative awards

The company has been recognised for its contributions to innovation and development in the world of corporate travel, with around fifteen awards for its work, among which the following stand out in recent years:

Award to Destinux as "**Best Business Travel Software**" by **Gaceta 3** in 2023 and "**Best Travel Agency**" by **Iberia** in the same year..

Award to Destinux as one of the "**100 best ideas of the year**" by **Actualidad Económica** in 2022 and award to Destinux as "**Best innovative project**" by **CICV** (based on the criteria of the European EFQM Model) in 2021.

12. Contact with the media

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