

GUEST STUDY

DESTINUX
EFFICIENCY & SAFETY IN BUSINESS TRAVEL



¿WHAT IS CUADERNOS RUBIO?

In 1956, Ediciones Técnicas Rubio and the RUBIO notebooks were born. Its founder, Ramón Rubio Silvestre, had the dream of **"making the difficult easy"**, and he achieved it thanks to the creation of his **own method**, which would take the form of the well-known Cuadernos RUBIO.

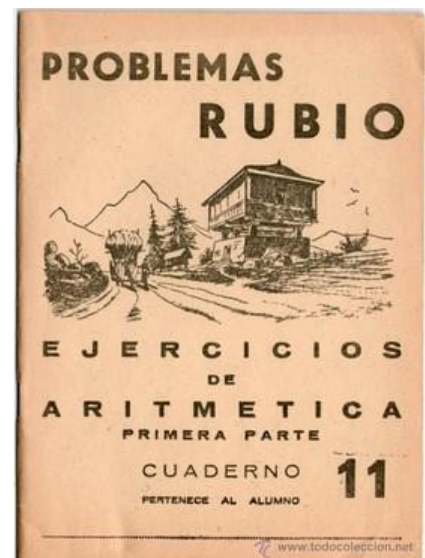
The history of Cuadernos RUBIO is linked to the personality and passion for teaching of its founder, who since his youth had a clear vocation to help others to learn, through a different and accessible system for everyone.

The flexibility and facility to adapt the contents that RUBIO has demonstrated throughout its history has allowed it to adapt its methodology to the new school generations, as well as to the social context of each moment. Its contents evolve and are renewed to bring the same benefits and usefulness for society from its beginnings to the current and future reality.

In addition to the traditional writing and operations workbooks, collections adapted to audiences of all ages and educational needs have been added.

Since its creation, RUBIO has published more than 320 million notebooks from its printing plant, currently located in Quart de Poblet (Valencia), to which it adds an average of 4 million copies of its different collections every year.

RUBIO sells its notebooks all over the world through the website www.rubio.net, facilitating access to the different collections of our products to families and teachers in different countries.



WHAT IS THE COMPLEXITY OF CUADERNOS RUBIO?

The main obstacle faced by such a dynamic company as Cuadernos Rubio was the need to **speed up processes** when it came to organizing travel for its sales team.

The administrative department of the publishing house was looking for a solution to the heavy workload of **managing the accounting** and the large amount of administrative information, delivery notes and bills that were generated as a result of business trips. They were looking for a solution that would allow them to attribute the cost of each trip to each project in a simple, secure and time-saving way.

In addition, they needed a system that would provide them with **the autonomy to find and make their own bookings**, in an agile, efficient and secure way, for everything they needed for their trips and travels. This would mean a significant saving of time and management costs for the company.

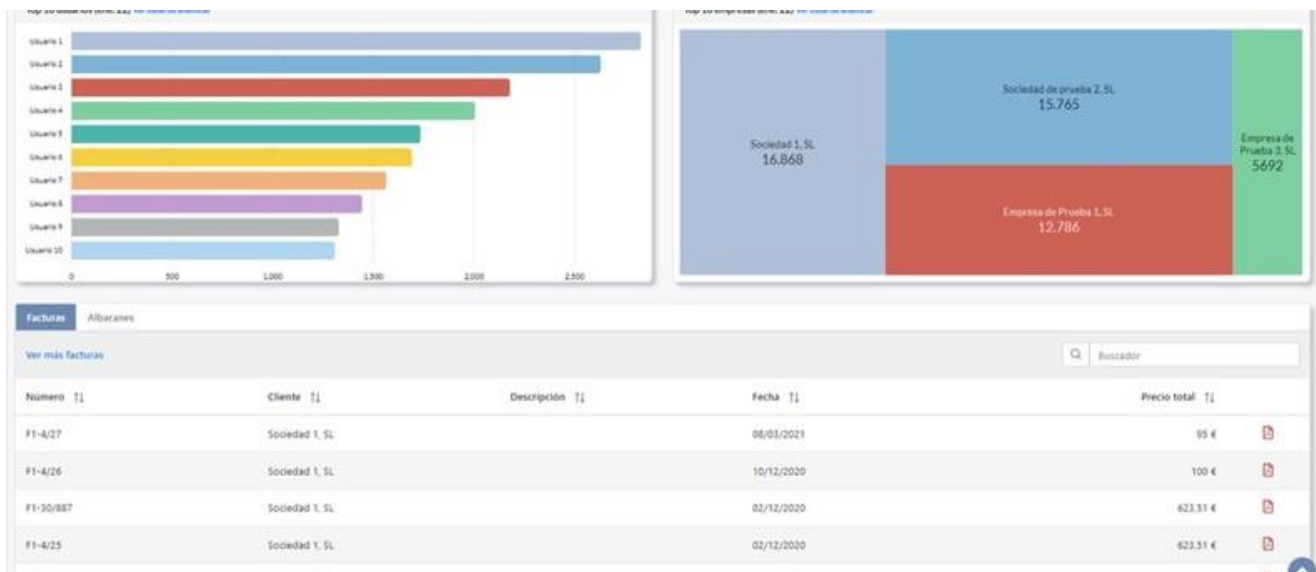
In order to solve this, Cuadernos Rubio contacted Consultia Business Travel, through the website, and from now on, the company manages its trips through the Destinux platform.

WHY DID THEY CHOOSE DESTINUX?

CONSULTIA
BUSINESS TRAVEL

Initially, after the first registration and booking of the company, the commercial department of Consultia Business Travel contacted Cuadernos Rubio, to offer all the help and availability in the management of the trips, as well as assigning a **Personal Travel Assistant** to the company, a professional manager who would help the companies with everything they might need for the management of their trips.

Consultia Business Travel carried out a study of the needs of the publishing house, to offer them a **personalized service in the management of their trips**. What their travellers needed, what their type of trips were, what their financial department needed, how they could optimise costs, how to manage their corporate trips more efficiently, how the company could gain greater profitability in management.



After the study, the necessary parameters were registered in Destinux to **achieve a more efficient process flow for Cuadernos Rubio**, the necessary functions were included according to the peculiarities of the company and the accesses to the tool were generated in a personalized way.

WHAT BENEFITS HAVE THEY GAINED?

CONSULTIA
BUSINESS TRAVEL

With access to the Destinux booking module, Cuadernos Rubio directly makes its travel bookings by making the entire travel industry available to you in a single click.

In addition, this module allows travellers to access their travel diary, where they can find all their travel documentation organized, regardless of whether the booking has been made through Destinux's self-booking system or its Personal Travel Assistant. The module automatically registers the documentation, so users can access their travel documents as soon as the booking is made or at any time.

Cuadernos Rubio has been able to obtain a system with which they can optimize the accounting and financial management of its business trips, thanks to Destinux's Management, Administration and Financial Module, and online access to all financial information, detailed reports and invoices.

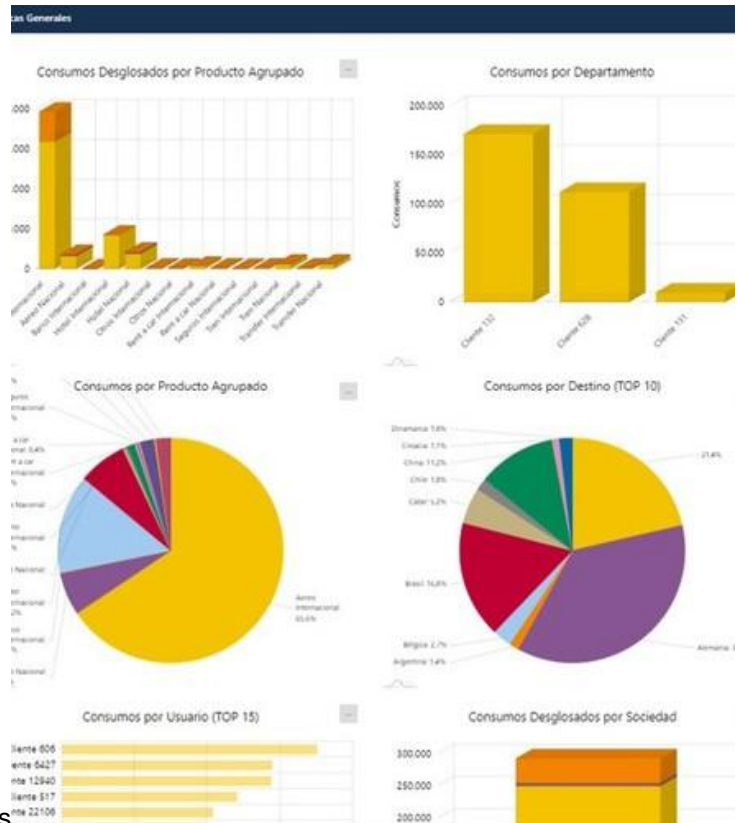
The company receives the conciliation of its cards to see where its travellers are with the geolocation module. **Thanks to Destinux, the company has all the information at its disposal and can make decisions at any time.**

With the Analysis and Data Module, Cuadernos Rubio has possession of and access to all the information and travel data generated, which allows them to make decisions based on data analysis at any time.

In addition, at Consultia Business Travel we assigned Cuadernos Rubio a Personal Travel Assistant to whom the entire editorial team can turn to for any need, who knows the company, attends to them, advises them, manages all requests and ensures the safety of travellers when they are away. This has meant a lot of peace of mind for the company and the human treatment they were looking for. Now travellers can focus on the reason of their trip because they have the certainty that someone is going to help them throughout their journey.

One of the main benefits for which Cuadernos Rubio chose Consultia Business Travel over other alternatives is the **ability to digitalize and streamline internal processes and the savings** that this caused them, making them more efficient. After an analysis of the first months working with Consultia Business Travel, **Cuadernos Rubio has detected that in the case of administrative management, there is a saving of around 40% in the time spent before and the time spent now.**

For the sales team, however, **the time savings are even greater**, as their consultant is in most cases responsible for researching and proposing flights, hotels and car rentals, which **can save up to 60% of their sales team's time.**



"From our first contact with Consultia Business Travel, they have always aimed to solve our problems, as well as facilitating all the formalities for us. From the registration process to the actual contracting of services, the treatment has been exquisite, helping us at all times to achieve greater efficiency and time and cost savings. It has been a great relief for our administration department to be able to reduce the number of invoices and procedures due to the facilities and customisation options of the company's services"

Pablo Caram, Commercial Director of Cuadernos Rubio.

"For us it has been a responsibility to take on the management of Cuadernos Rubio's corporate travel and we are pleased to see how our business model, a SaaS for digitising and improving the efficiency of travel management, helps companies such as this one. With Destinix we have managed to exceed the client's expectations, with a personalized model that adapts to their specific needs, a technological solution that solves the management of their trips in an efficient way from contracting to planning and management, which was also combined with the personal attention of a professional manager. For Consultia Business Travel, the greatest satisfaction has been to be able to offer the client a comprehensive service that has managed to generate savings".

Anabel Leal, Commercial and BTC Director of Consultia Business Travel in Spain and Portugal.



Consultia Business Travel

Carrer de Sant Antoni, 36
46910 Sedaví, Valencia

+34 961 961 905

comercialbtc@consultiatravel.com