

2006 Corporate Travel Card Benchmark Survey

See how companies optimize their travel card programs for greater efficiency and cost control.

Is your travel card program delivering on its full potential for increased efficiency and cost control? What do successful organizations do to derive greater value from their travel cards?

Visa can help you answer those questions. Last year, a broad spectrum of organizations, including Visa issuers and their clients, worked with RPMG Research Corporation to develop a detailed portrait of travel card program practices and performance. The findings are contained in the 2006 Corporate Travel Card Benchmark Survey, which offers valuable insights for companies interested in improving their card program performance.

The survey provides a comprehensive analysis of travel card practices across almost every major industry category. It also covers specific card program practices and policies that high-performing companies use to achieve significant organizational and cost efficiencies.

Why more travel spending is shifting to cards.

According to the survey, 2006 North American business travel spending was estimated at \$205 billion, up from \$193 billion in 2004. And based on interviews, RPMG expects spending to rise 12 percent over the next five years, with companies anticipating a greater number of cardholders and increased travel spending in general.

With that kind of money at stake, it pays to know what organizations do to optimize their card programs. Commonly cited benefits from successful travel card programs include:

- More effective negotiations with travel vendors. Survey respondents report additional discounts averaging three to five percent by using card data in contract negotiations.
- Lower costs and higher productivity in expense processing. Integrating travel card data with existing expense management systems cut the average cost of processing expense reports by 58 percent for some survey respondents, and increased staff productivity as much as 169 percent for others.
- Better control over travel costs. Successful organizations use enhanced card spending data to manage costs and monitor compliance.



“By pre-populating card data into the expense tool, our employees are incentivized to use the card as much as possible. Additionally, the company pays the card provider directly on submitted claims, so employees are not burdened with paying the provider and hoping to be reimbursed in a timely manner.”

—Fortune 500 Card Manager

Find out what high performing programs have in common.

Among the organizations surveyed that experienced the greatest success with their travel card programs, strong similarities become apparent. The successful organizations are more likely to support their programs with:

- A higher level of top management support. Best practice organizations report significantly higher senior-level support and are nearly twice as likely to have policies mandating travel card use.
- More liberal card distribution policies. Best practice organizations distribute cards to about 32 percent of employees on average, compared to only nine percent at companies with "need improvement" programs.
- Significantly higher levels of card-based spending by individual cardholders. Best practice companies report over eight times the amount of travel card spending and over seven times the number of monthly travel card transactions as compared to companies with 'need improvement' programs.

To evaluate your company's card program performance, request an Industry Benchmark Analysis.*

For a deeper analysis of your company's corporate card performance, ask your commercial banker about the Industry Benchmark Analysis. Using key program metrics that you provide, the analysis gives you a clear picture of your program's performance compared to similar-sized companies in your industry. You'll see where your program is outperforming, underperforming or in line with industry averages. What's more, we'll provide recommendations for improvement based on your program's performance.

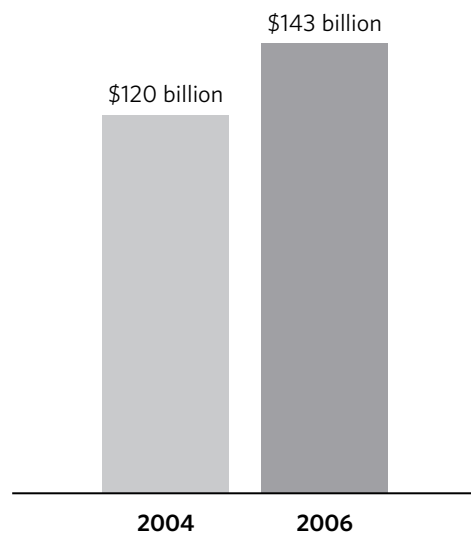
Visa: strategies and solutions for success

As a leading payments brand and the nation's largest payments system, Visa USA has the experience and resources to help you maximize the value of your travel card program. Look to Visa for insights and solutions that help you operate more efficiently, control costs and gain a strategic advantage in the marketplace.

For more information about the 2006 Travel Card Benchmark Survey, contact your Visa commercial banker today.

Travel Card Trend

Amount of North American travel spending captured on travel cards:



*Check with your issuer for availability.