



The BCD Travel Affiliate program

Your clients' marketplace extends around the globe.

That means life is complex, with more travel and farther distances. It's not the same travel environment it was even a few years ago. New offerings and providers create both challenges and opportunities. Data is more available than ever, as long as we all know how to use it. And when it comes to travel risk – it's not "if" but "when" something happens. To remain competitive you have to be on top of this.

As a BCD Travel Affiliate you can offer the best of both worlds: a personal, high-touch approach and service with the backing of a global TMC. That translates to the care businesses expect from a local partner along with the expert insight, global footprint, innovative technology and cadre of suppliers from a global TMC.

“There are great things about being a BCD Travel Affiliate. What I value the most is certainly the ability to network with other owners and get their feedback and opinions on what’s going on in the industry. We also value BCD’s knowledge of what’s going on in the marketplace. They can advise us on changes, future trends, and even technology. And then of course we love the global network.”

- Affiliate member

What types of agencies are BCD Travel Affiliates?

Affiliates are hand-selected by BCD Travel. These agencies are the leaders in regional markets around the world. They are the best of breed in their arena and over 25% are named as Business Travel News Top 100 travel management companies. They care about their clients and, with BCD Travel behind them, can customize your travel program at the same level as a client with \$400M in travel spend.

How do affiliates benefit from BCD Travel?

Affiliate agencies enjoy a true partnership with us. Our affiliates run their companies independently, the way they want to, with the freedom to use the following:

- Market insight – We have a dedicated consulting team that analyzes industry trends and players to bring insights that help travelers take advantage of opportunities and reduce risk.
- Global reach – We are one of the largest global TMCs in the world. As such, we have the global footprint to provide continuous service outside an affiliate’s normal geography.
- Purchasing power – BCD Travel Affiliates have access to our negotiated air, hotel and car rates, as well as passport and visa processing rates. These tend to be quite attractive given our consolidated client travel volume.
- Support – Our senior executives are all ears when it comes to affiliates. We work with these leading agencies to better serve clients. When a specific need arises, our affiliates have direct access to specialists at BCD Travel who will work together with you to design a solution.
- Technology and tools – From a variety of front-end and mid-office solutions to back-end actionable intelligence, affiliates can access technology that’s ahead of the competition in making travel better, easier and more efficient.
- Access to consulting – Proactively managing their travel program is one of the wisest moves your clients can make to impact their bottom line. Through Advito, our consulting arm, affiliates have access to traveler engagement, sourcing and a variety of strategies that have been tailored for midsize companies.
- Risk management – In times of crisis, BCD Travel affiliates have access to our proprietary security suite. This high level services includes traveler tracking, evacuation, personal access to crisis management providers and more.
- Idea sharing – Affiliates have the opportunity to attend three meetings a year to interact and share ideas with experts from BCD Travel, industry leaders, suppliers, and other affiliates.

How that impacts your clients

When partnering with a BCD Travel affiliate your clients get highly personalized service and immediate responsiveness, backed by the global presence, technology and clout of a mega-agency. That translates to:

- A seamless, superb experience
- Well-informed decisions
- Engaged travelers
- Fewer headaches
- Ability to provide duty of care
- A better bottom line

A partnership with BCD Travel provides you with solutions tailored specifically to your client's needs. That means as you grow, you're covered and have the support of over 13,000 employees behind you.

As a BCD Travel affiliate, you'll be able to offer personal relationship along with global presence, technology and buying power like never before.

"Both our agency and BCD Travel were going after a meetings travel opportunity. We already had the transient business of the client. We spoke with BCD Travel's senior leadership and we agreed it would be better to collaborate on the opportunity. Bottom line – we won the business. Why? Because the client got the personal service they expected from us and the global reach and purchasing power they needed from BCD Travel"

- Affiliate member



“BCD Travel is always looking for the next forefront of where we need to be. They’re willing to pivot, they’re willing to change, they’re willing to be able to listen to their customers. That’s the valuable service and relationship they provide: being able to see what’s going on in the marketplace and adjust to it.”

- Affiliate member



About BCD Travel

BCD Travel helps companies make the most of what they spend on travel. For travelers, this means keeping them safe and productive, and equipping them to make good choices on the road. For travel and procurement managers, it means advising them on how to grow the value of their travel program. In short, we help our clients travel smart and achieve more. We make this happen in 108 countries with almost 13,000 creative, committed and experienced people. And it’s how we maintain the industry’s most consistent client retention rate (95% over the past 10 years), with 2016 sales of US\$24.6 billion.

For more information, visit www.bcdtravel.com.

For more information visit:

www.bcdtravel.us/affiliates

or email us at:

bcdtravel.affiliates@bcdtravel.com

BCD Travel

Six Concourse Parkway, Suite 2400
Atlanta, Georgia 30328 USA

www.bcdtravel.com