

How Airlines' Direct Corporate Push Impacts Business Travel

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Globalisation, technological advancements, and international business emphasize the importance of efficient travel management.



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Airlines should not be pushing organisations to bypass TMCs' established travel policies, causing **fragmented travel programs**.



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Travel Management Companies (TMCs) bridge **corporate travel needs** with **travel logistics**. By doing so, they ensure a seamless end-to-end travel journey.

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TMCs are vital for **managing carbon emissions data and sustainability**.

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TMCs provide more than flight booking. They offer **risk management, crisis support, management data, cost-saving analysis, and sustainability reporting**.



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Airlines cannot replace TMCs' support. By attempting to do so, they **jeopardise central management and booking flexibility**.



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TMCs provide an **essential human touch** that corporate programs can't replicate and that travellers need.

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The push to drive corporates directly to airlines **negatively impacts staff productivity and imposes hidden costs on organisations**.

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Booking directly with airlines **endangers net-zero goals and environmental impact assessment**.

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TMCs offer **efficiency, cost control, risk management, sustainability, and consider traveller well-being**.



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Businesses must **embrace technology** without sacrificing TMCs to protect **choice, service, and a sustainable future**.

