

# Why is *travel management* so difficult today

The world of travel management can feel like navigating a maze filled with complex challenges. From spiralling costs to outdated technology, the route is often fraught with obstacles that demand innovative solutions.

## 1 CHALLENGE 1 Inflation's Tight Grip

- Escalating prices sparking relentless supplier negotiations
- Finance departments stretched to their limits

### FCM Game-Changers:

- Sharpened, real-time cost reporting
- Smooth supplier communication channels

## 2 CHALLENGE 2 Outdated Tech

- Outdated systems and TMCs, relics of a bygone era
- Poor personalisation and clunky AI implementation

### FCM Game-Changers:

- Upgraded, intuitive travel tech stack
- AI harnessed for insightful programme decisions

## 3 CHALLENGE 3 Unveiling Business Travel's True Worth

- Justifying ROI amid surging costs – a Herculean task
- Company policy creating a bottleneck in the approval process

### FCM Game-Changers:

- Crisp, clear data and streamlined approval flows
- Bolstered sales support, refined methods to calculate ROI

## 4 CHALLENGE 4 Supplier Stand-offs

- Skyrocketing air and hotel prices
- Trepidation around the New Distribution Capability (NDC)

### FCM Game-Changers:

- Dedicated internal negotiation specialists
- Outsourced consultants for optimal results

## 5 CHALLENGE 5 Data Conundrum

- Limited tech for data collection and analysis
- Data accuracy, lost in translation

### FCM Game-Changers:

- Revolutionary reporting and analytics tools
- Skilled data handlers for flawless execution

### The FCM Edge:

- Strategic account management for sustainable growth
- Cultivating value-driven, lasting relationships