



Outcome of cost analysis for business accommodation

- Data received for analysis – all bookings made over a 12 month period
- Divided bookings into hotels per area
- Ascertained most utilised hotels
- Re-negotiated rates using volumes
- Where indicated, found alternative accommodation with better rates
- Result - substantial saving for client

SAVINGS			
Region	Average total spend per area	Average total new spend	Saving
Mpumalanga	R1 641 777	R1 449 476	R192 301
Kwa Zulu Natal	R1 357 906	R 1 157 851	R200 054
Eastern Cape	R2 748 358	R2 271 616	R476 742
Western Cape	R1 002 909	R781 997	R220 912
Northern Cape	R1 141 919	R994 250	R147 669
Gauteng	R1 562 481	R1 218 045	R344 436
TOTAL	R9 455 350	R7 873 235	R1 582 114