



**Travel Smarter Consulting  
Overview Presentation  
Spring 2024**

# About Travel Smarter Consulting (TSC)

- Founded in 2019, incorporated in Apr 2020
- Diverse client base comprised of corporations (SMEs), nonprofit (NGOs) & individual clients
  - Evolution since 2022 largely towards corporate clients
- Corporate client base has included firms in political consulting, business management consulting, crypto (f), among others
- Worked with NGOs to evacuate at-risk Afghans and Americans from Kabul following US withdrawal in August 2021



**105**

Countries in which travel has  
been booked into/out of

**10-35%**

Avg reduction in travel costs

# Two Streams

## Credit Card Consulting

Credit card rewards optimization can provide a Return On Spend (ROS) of AT LEAST 2% (2 c / 1 USD)

Most businesses, pre-TSC consultation, have a ROS near 0 (debit cards/bank transfers) or 1% or less (single points-earning card)

ROS becomes significantly higher than 2% (5%+) for businesses which have significant travel needs (particularly, long-haul premium cabin travel)

## Itinerary Planning

Corporate travel 'agencies' (i.e. Amex) will price & sell a publicly available internet fare

Aside from using credit cards rewards, there are a variety of methods (holistic, discounted mileage purchases, etc) to reduce long-haul premium cabin travel costs. Note that TSC is NOT a mileage broker.

In addition to above, TSC provides a concierge service & tailored assistance on hotels/transfers/etc

Effective itinerary planning and mileage/points-earning strategies can reduce travel costs without compromising on luxury/comfort

## Air Travel



24/7 Concierge Service (NY/LDN/Malaysia) in case of flight changes/disruption/assistance



Expert Travel Advice (seat assignments, inflight products, etc)



Focus on points maximization (for personal travel if nothing else...)

## Hotels/Transfers/Misc:



Tailored Hotel Bookings



Car Transfers

# Fee Structure

## Credit Card Consultation

Annual Spend  
0 USD - 500,000  
USD

500 USD flat fee + 20% of  
savings

Annual Spend  
500,000 USD - 1M  
USD

500 USD flat fee + 15% of  
savings

Annual Spend  
1M USD +

500 USD + 10% of savings

## Airfare

Avg 10 - 35% reduction in airfare as compared to  
internet avg

Max fee 150 USD + 3.5% of trip cost when discount  
on internet pricing not achieved

24/7 on-the-go assistance complimentary

## Hotels

Max fee 150 USD + 3.5% of trip cost

Discounts available thru corporate partnerships &  
leveraging of points

## Miscellaneous

Car transfers, airport VIP services, etc.

Max fee 75 USD + 3.5% (often waived when  
booked in conjunction w/int. travel)



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