



PROGRAMME MANAGEMENT

**BUILDING AND MAINTAINING AN OPTIMISED TRAVEL
PROGRAMME THAT WORKS FOR YOUR BUSINESS**
· AIR, HOTEL, GROUND TRANSPORTATION ·

Good programme management requires managing a preferred vendor programme that maximises your travel spend, whilst balancing the needs of your travellers and policy requirements. Building a programme that doesn't over commit on spend, promotes traveller compliance and provides a good balance of coverage requires visibility of data, traveller behavior and market knowledge.

The Nina & Pinta Programme Management provides its customers with full contract management support:

- Detailed projected savings by contract and category, helping to model decision scenarios with ease.
- Market intelligence and expertise will evaluate the balance of power for negotiation strategies, highlighting areas of opportunity and risk to your programme.
- Independent technology provides benchmark information from over 2,500 cities and city pairs worldwide

Nina & Pinta works with clearly defined procurement strategic sourcing methodologies and provides a tailored solution for every customer based on their programme needs and requirements.

Creating a comprehensive project plan drives the process with the required information and knowledge, allowing our customers to make informed decisions throughout the sourcing, selection and implementation process.

NINA & PINTA
CONSULT · CREATE · TRAIN

THE
NINA & PINTA
GROUP

PROGRAMME MANAGEMENT PROCESS

PLANNING

Identifying goals and objectives for the programme

STEP 1

SITUATION ANALYSIS

- Collecting data from existing programmes, reviewing spend, compliance, targets and identifying current performance
- Evaluating market landscape for negotiations

STEP 2

STEP 4

STEP 3

NEGOTIATION

Implementing negotiation strategies and providing clients with the level of support they require throughout the process. From providing advice and guidance through to full face-to-face negotiations, we provide our customers with visibility and confidence throughout.

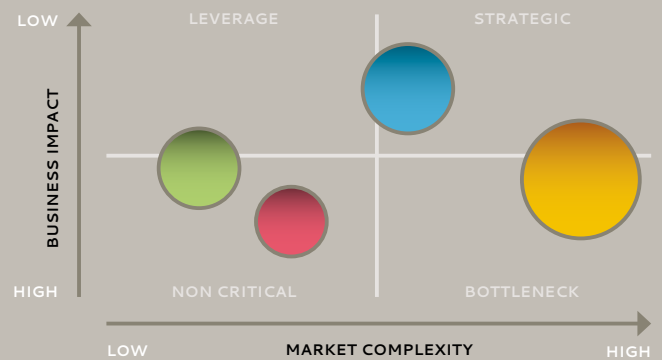
STRATEGY CREATION

- Developing a full report of data analysis and findings
- Recommendations for programme management and negotiation strategies

AIRLINE RELIANCE & POTENTIAL SPEND

AIRLINE	CURRENT PERFORMANCE	MINIMUM	MAXIMUM
Airline 1	\$7,098,927	\$3,097,719	\$8,999,630
Airline 2	\$1,407,711	\$270,309	\$3,457,566
Airline 3	\$1,299,452	\$261,349	\$1,642,997
Airline 4	\$1,208,476	\$394,318	\$1,473,444

RECOMMENDED NEGOTIATION APPROACH



■ Airline 1
 ■ Airline 2
 ■ Airline 3
 ■ Airline 4