



# NINA & PINTA

CONSULT · CREATE · TRAIN

## PROGRAMME MANAGEMENT

AIR – HOTEL – GROUND TRANSPORTATION

**BUILDING AND MAINTAINING AN OPTIMISED TRAVEL PROGRAMME  
THAT WORKS FOR YOUR BUSINESS.**

Programme Management is the process of building and managing a preferred vendor programme that maximises travel spend, whilst balancing the needs of travellers and policy requirements.

At Nina & Pinta, we build programmes that promote traveller compliance by providing a good balance of coverage, without over committing on spend. This requires high-level visibility of data, traveller behavior and market knowledge.

**We provide full contract management support including:**

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

## 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.

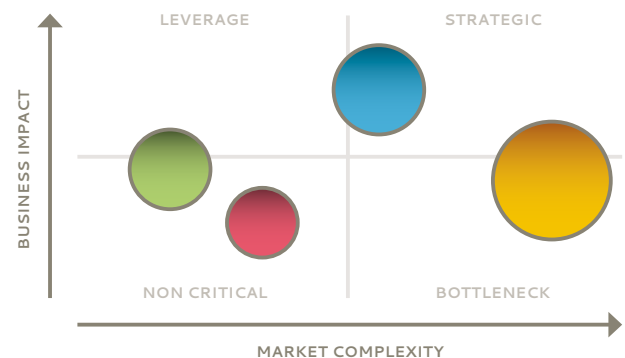
### STRATEGY CREATION

- 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