

Issue LXV  
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## The Deloitte Corner Booth

A Deloitte Consulting Newsletter for the Chicago Booth Community

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### Editors

Matt Lackowski  
Nate Demmy  
Tonia Shen

## Greetings from the Editors

The spring quarter is in full swing and summer internships are just around the corner. Even if you are not joining Deloitte Consulting as a Summer Associate this summer, we encourage you to join us for the Alumni Panel event in the Deloitte Chicago office on May 30th. These Deloitte alumni have a wealth of knowledge and experiences to share with us, and we are excited for the discussion.

In this edition of The Deloitte Corner Booth, the newsletter dedicated to keeping in touch with the Chicago Booth community, Deloitte Consulting develops a transformative strategy that optimizes how the client travels.

**We want to hear from you! Submit a Virtual Coffee Chat question and your name to [thedeloittecornerbooth@deloitte.com](mailto:thedeloittecornerbooth@deloitte.com) for a chance to be featured in an upcoming issue. Also let us know what you think about our new look!**

Thanks,

The Editors of the Deloitte Corner Booth

## Deloitte at Booth

Check out when we'll be on campus!



### Key Dates

Friday, May 30<sup>th</sup>

Deloitte and Booth Alumni Panel

12:00 – 1:00pm CST

Chicago Office – 111 S Wacker Drive

Join us for a special panel discussion with former Deloitte practitioners who graduated from Booth. Hear about how their experiences at Deloitte have helped prepare them for work in different industries, sectors, and companies!

\*Lunch will be provided\*

Please fill out a quick survey [here](#) if you plan to attend!

## Virtual Coffee Chat

**Deloitte Consulting develops a transformative strategy that optimizes how the client travels.**

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Learn more about the impact we have on our clients



#### The Issue

Over the past twenty-plus years, our client has rapidly been expanding throughout the world and with that growth came a significant increase in their global travel spend. However, despite over \$300 million dollars in travel spend per year, the company did not have adequate visibility into their spend profile with their various travel services suppliers. Without this level of spend visibility, the company was unable to determine if they were paying fair market prices for travel services. The client engaged Deloitte Consulting to help them understand their travel spend and identify cost reduction opportunities that they could leverage globally.

#### The Action

Over a six week period, the team conducted a detailed analysis of travel spend that revealed a highly fragmented supply base, significant spend outside management, costs that well exceeded industry benchmarks, and internal travel guidelines without compliance enforcement. In addition to delivering strong analytical capabilities, Deloitte also focused on developing a comprehensive understanding of the client's travel needs and pain points. To address all these issues, the team leveraged deep travel industry expertise and best practice sourcing principles to ultimately develop a holistic strategic sourcing strategy that was designed specifically for the client's unique requirements and immediately executable.

#### The Impact

As a result of this phase of the project, Deloitte identified several strong savings opportunity, which exceeded 10% of current global travel spend. Deloitte's recommendations were data-driven and focused on optimizing client value. In addition to completing the project work, Deloitte also helped build the client's internal capabilities to enable them to better understand their spend and identify future cost reduction opportunities. Because of the success of the recommendations, Deloitte is continuing to work with the client to execute the sourcing strategy and ultimately drive the identified savings to the bottom line.

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## “Strategy”

Check out the latest thoughtware from Deloitte Consulting



Need some insightful reading outside of class? Download the latest in Deloitte publications...

#### The Digitized Employee

Learn about the impact wearable technology can make on employees and whether these devices can help create a healthier, more productive workforce.

Check it out [online](#).

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## Why Deloitte?

Link to what others are saying about Deloitte

Deloitte celebrates 15 years on FORTUNE's “100 Best Companies to Work for List”. What an accomplishment!

Read about it [online](#).

Also, check out the following links!

- [FORTUNE's 100 Best Companies to Work For 2014](#)
- [Top 50 Companies for Diversity](#)
- [CNNMoney.com's Top MBA Employer](#)



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- [Consulting Magazine's Best Firms to Work For 2013](#)



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