

# CWTSatoTravel Compass

Quarterly newsletter providing industry information and advice for government travel managers

October 2013

## CWTSatoTravel Awarded E-Gov Travel Services-2 Master Contract

CWTSatoTravel has been awarded an E-Gov Travel Services-2 (ETS-2) Master Contract by the U.S. General Services Administration (GSA). ETS-2 is the second generation travel management program, built on the success of ETS-1, which will help the government further consolidate online travel booking services and expense management platforms to drive cost savings and efficiencies.

This contract award was based on GSA's determination that CWTSatoTravel met the technical requirements established in the ETS-2 solicitation. It will enable CWTSatoTravel to service federal agencies through the E2 Solutions application service that was deployed under the ETS-1 Master Contract over the past 10 years.

"We value our continued partnership with the GSA and look forward to providing federal agencies with an integrated platform of travel and expense management services that leverages our experience in servicing the federal traveler over the past 10 years," said Matt Beatty, CWTSatoTravel president. "We're committed to fashioning travel programs that fulfill federal agency missions while assisting travelers to travel smarter and more efficiently."

"With ETS2's improved usability and optimized online travel planning — travelers



will be able to navigate easier and optimize travel planning to make informed cost and sustainability decisions at point-of-sale.

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## CWTSatoTravel President Discusses Benefits of a Travel Management Program

Recently an article written by CWTSatoTravel president, Matt Beatty, was featured in Government Executive. "You May think You Know How to Save Your Agency Money on Travel" focused on the benefits of an effective travel management program. Here is an excerpt of the article. You can read the full version [here](#).

"Intense pressure on federal agencies to reduce costs has been particularly visible in the area of travel. In May 2012, the Office of Management and Budget directed agencies to reduce travel spending by 30 percent from fiscal 2010 levels, which was

followed by sequestration in March 2013, and stories of government travel excess. This environment has created arduous challenges for agencies in managing their travel dollars.

Many have reduced travel costs by choosing lower fares, limiting hotel bookings, reducing or sharing car rentals and, in some cases, canceling trips altogether. What's surprising, though, is that some federal entities aren't fully optimizing their travel programs. A bigger concern is that agencies are advising employees to avoid using approved travel management

companies and arrange trips directly with airline, car rental and hotel vendors.

On the surface, bypassing these contractors may seem like a simple way to save money. What agencies might not know is that in the long run this approach will likely result in higher costs and more risk.

Teaming with travel management contractors -- whose fees generally represent less than 2 percent of an agency's overall travel costs -- can help agencies optimize spending, provide better services to their employees and travel managers, boost security on the road and save time."



It serves as the gateway to optimize the government's scale and full market leverage to lower travel costs," said GSA Director of Travel and Transportation Services, Tim Burke. "Additionally, ETS2's strengthened operational environment will improve management by adopting commercial best practices in software development, data transparency and improved security controls. This will achieve efficiency and cost saving so agencies can accomplish their mission and deliver value for the American taxpayer."

"We're excited to be working with GSA and look forward to implementing clients on the ETS-2 platform in partnership with Northrop Grumman," added Beatty.

## A vibrant collage of 20 square photographs with white borders, arranged in a grid-like fashion. The images depict a wide variety of subjects: a globe held in hands, a windmill, a city skyline, a person on a horse, the Eiffel Tower, a sunset, a sunflower, a hand holding a heart, a cow, a statue, a clock face, a bridge, a palm tree, a red building, the Colosseum, and a green field.

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The General Services Administration (GSA) increased per diem rates for fiscal year 2014 in most markets.

Twenty-nine locations moved from a NSA status into a standard CONUS status including Winston-Salem, NC and Montgomery, AL. Some NSA locations will see a decrease in rates including Washington, D.C. which will drop to \$219 from \$226. For a list of all per diem rates, please visit [gsa.gov](https://gsa.gov).

Per diem rates are the set maximum allowances that federal employees traveling on official business can be reimbursed for lodging and food while traveling. GSA is responsible for establishing rates in the lower 48 Continental United States.

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