

Connect travelers to policy

Understanding behavior
drives positive change and savings

Pitney Bowes used a reporting and analytics platform to dissect spend, then redirect travelers; the savings added up to

US\$2.7 million

US\$1.275 million
hotel-to-trip-night savings

+

US\$750,000
unused air ticket savings

US\$400,000
international advance
air purchase savings

+

US\$275,000
U.S. advance air
purchase savings



What's the secret?

Pitney Bowes' travel team used DecisionSource® reporting and analytics to understand traveler behavior by department. Then the team engaged departmental leaders in educating and motivating travelers to kick out-of-policy habits.