

# Travizon



Travizon saves over \$250,000 a year, cuts dependence on technical staff and improves services

TRAVEL MANAGEMENT

Travizon is a family-owned, \$670m business and the 12th largest full service travel management firm in the United States. It provides travel management, travel technology, meeting and incentive travel services to 2000 customers.

## Vertical expertise

Sabre® CentralCommand™ powered by Unit4 is the only back office travel management software offering a fully integrated end-to-end business information system for travel agencies and travel management companies.

### VALUE ACHIEVED

\$250,000 cost savings per year.

11% improvement in productivity and profitability in

the first 6 months alone of using Business World.

“A combination of numerous data elements and ease of running reports and extracting data has meant that within minutes of events happening around the globe, we know where our myriad of travelers are and can report status to our customers. Can you imagine the sense of security this provides?” **Matt Cummings, CFO and COO of Travizon**

OPERATES IN  
United States



Revenue  
\$670m

Customer since  
2002

No. of employees  
500

## Why did they need to change?



### CHANGE PRESSURES

- Governmental Regulations and Compliance ●
- Expansion ●
- Mergers and Acquisitions ●
- Business Process Change ●
- Financial Management-Driven Change ●



### ROADBLOCKS

Travizon's legacy system was stagnant and inflexible so the firm found it more and more difficult to manage its software as the number of data fields grew. The lack of flexibility in its back office was creating barriers to developing new innovative products.



### RISKS

As the economy and competitive pressures squeeze the industry, the imperative to stay technologically current is undeniable. Firms that don't keep up can't re-invest in their own infrastructure and will ultimately lose customers to those who do.

## How did Unit4 help?

With Unit4 Business World Travizon was able to redefine revenue recognition and break it out so that income really did match expenses. Accurate knowledge on profitability and productivity - where its good and where its not - makes a huge impact on business.



## What did we achieve?

**Monetary savings**  
\$250,000 cost savings per year due to Unit4 Business World and Sabre® CentralCommand™.

**Improved operations**  
Being able to integrate data on demand and as required, combined with the ease of running reports, means Travizon has virtual real-time visibility of where its travellers are.

**Efficiency and governance**  
With Unit4 Business World Travizon can completely map out what they need. They can craft their accounting system to mirror the front-office workflow and backend reporting.