

# Scenarios for increasing trip success

Illustration for an average company with 5,000 trips yearly

Scenario for increasing trip success	Unsuccessful trips (%)	Unsuccessful trip spend (\$)	Savings (\$)
Each trip has a minimum of two meetings	10.5%	\$525,000	\$75,000
Each trip has over four hours in combined meeting time	10.4%	\$520,000	\$80,000
Each trip has a minimum of two meetings and over four hours in combined meeting time	8.8%	\$440,000	\$160,000

**Source:** CWT Solutions Group, "The value of business travel: the travelers' perspective", (2014).