



GPD Evaluation

By Brad Hostein, HRG Business Manager

Our client is a very successful, environmentally conscious global chemicals company. They operate worldwide with a 100 year history of producing chemicals and a long history of supplying environmentally preferred dioxide technology to the pulp and paper industry. They serve a variety of industries including municipal and industrial water treatment, food processing, fertilizers, agricultural intermediates and oil and gas.

Their situation saw a year on year percentage increase in travel expenditure, with further travel expanding to Japan, China and South America. The client needed to find a way to cut costs without compromising their flexibility.

HRG presented a Global Pricing Desk option. As this was a new concept to them our client was unsure of what savings would be obtained in order to validate the cost of the GPD options. The solution we offered was a trial period. Together with the client it was decided that two routes would be priced during the initial trial period.

This is a collaborative project with ongoing communication and evaluations. This trial project is still in process but from the initial summary we were already able to identify savings.

When the trial has been completed and by collecting additional data, we will present the results to the client and highlight all of the savings for international travel segments, then we will move forward by creating a strategy to effect and implement these savings together with the client. Our client is delighted with the results so far and pleased to be able to trial a solution before making a final decision.