

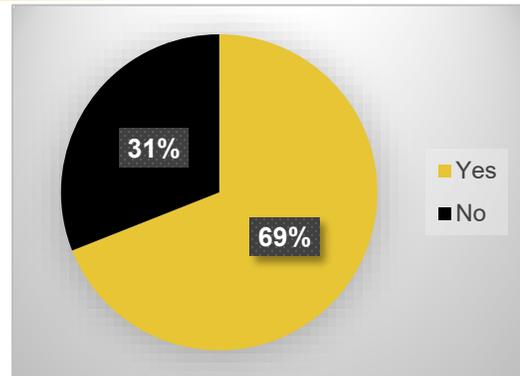


Leadership Exchange

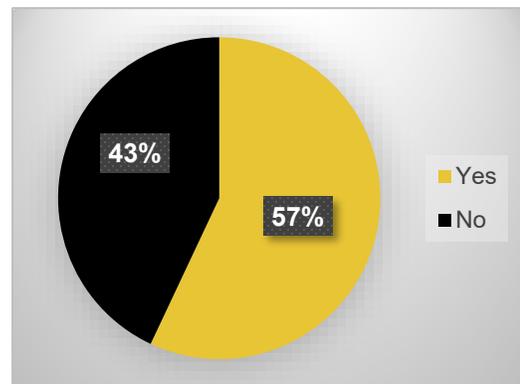
August 2023

Leadership Exchange TMC Spend Poll Results

Do you bill at point of sale for TMC fees?



If Yes, do you OVERRECOVER (bill more than the TMC fees) to cover you internal travel program administration costs?



What you Need to Know

Respondents cite many advantages of billing at POS: highlighting managed travel value with each transaction (for both travelers and arrangers), simplifying payment to the TMC and fairly allocating costs with activity.

Most do not overrecover these fees for these exact reasons. For those that do overrecover, respondents shared "easier to get funding for other projects", "ease of collection as the POS billing is already in place" and "congruent with similar indirect categories where project funding is needed."

