

## FCM Travel explores the future of corporate travel pitches

Whether you are a seasoned 'RFP' pro or are just starting out, structuring an effective Request For Proposal (RFP) for your business travel needs can be challenging. To help streamline the process, FCM Travel Solutions has released its latest whitepaper, examining how travel managers can structure an effective travel Request For Proposal (RFP).



Image source: [Gello/Getty](#)

"FCM's Step-by-Step Guide to Structuring an Effective Travel RFP provides insights into how and when travel managers should embark upon the RFP process. It also identifies common pitfalls, and whether travel managers should consider global or local Travel Management Companies (TMCs) for their travel needs," says Nicole Adonis, the corporate travel brand's general manager.

The report questions what's non-negotiable and nice to have. It also asks, what's included in the contract, and what's not? How can you get a big-picture view of your company needs and future?

"In the whitepaper, FCM Travel Solutions guides travel managers through the entire RFP process, unveiling a number of techniques that can be used to elicit the best RFP responses. It will show travel managers the right structures to ensure vendors deliver the level of service required at the right price," explains Adonis.

Travel managers can also learn how to assess their current travel technology by asking themselves ten well-defined questions. That will help to identify gaps in their travel programme, and buyers will be able to start structuring their RFPs around those needs.

Adonis comments: "Going out to tender needn't be a complex process. By taking the time to identify your individual and company requirements, you can easily select a TMC that is the best fit."

The [paper](#) is the latest in a series of insights, whitepapers and case studies written by FCM Travel Solutions. Past articles have covered the impact of [data](#) on the corporate travel programme, how to build a [mobile strategy](#), and [how to prevent employee burnout](#) by travelling smarter.

