

TYPE OF PRESENTATION

- Regular Reporting
- Strategic Topic
- Project
- General
- Public Relations

OBJECTIVES

- Information
- Approval/Decision

>> CASE STUDY 02 <<

**TELLMANN CONSULTING GMBH**  
**- SETUP / IMPLEMENTATION TRAVEL &**  
**EXPENSE MANAGEMENT -**

APRIL 2021

SOURCE THE BEST -  
FORGET THE REST

## Company

- Leading global provider of a shared services platform in the telecommunications sector
- Over 10 million transactions in more than 110 countries
- Turnover: approx. EUR 350 million
- 500 employees in 12 companies and presence in over 27 countries
- Increased security and confidentiality requirements by customer Motorola

## Function

Interim Manager "CPO Indirect Sourcing" (without official position)

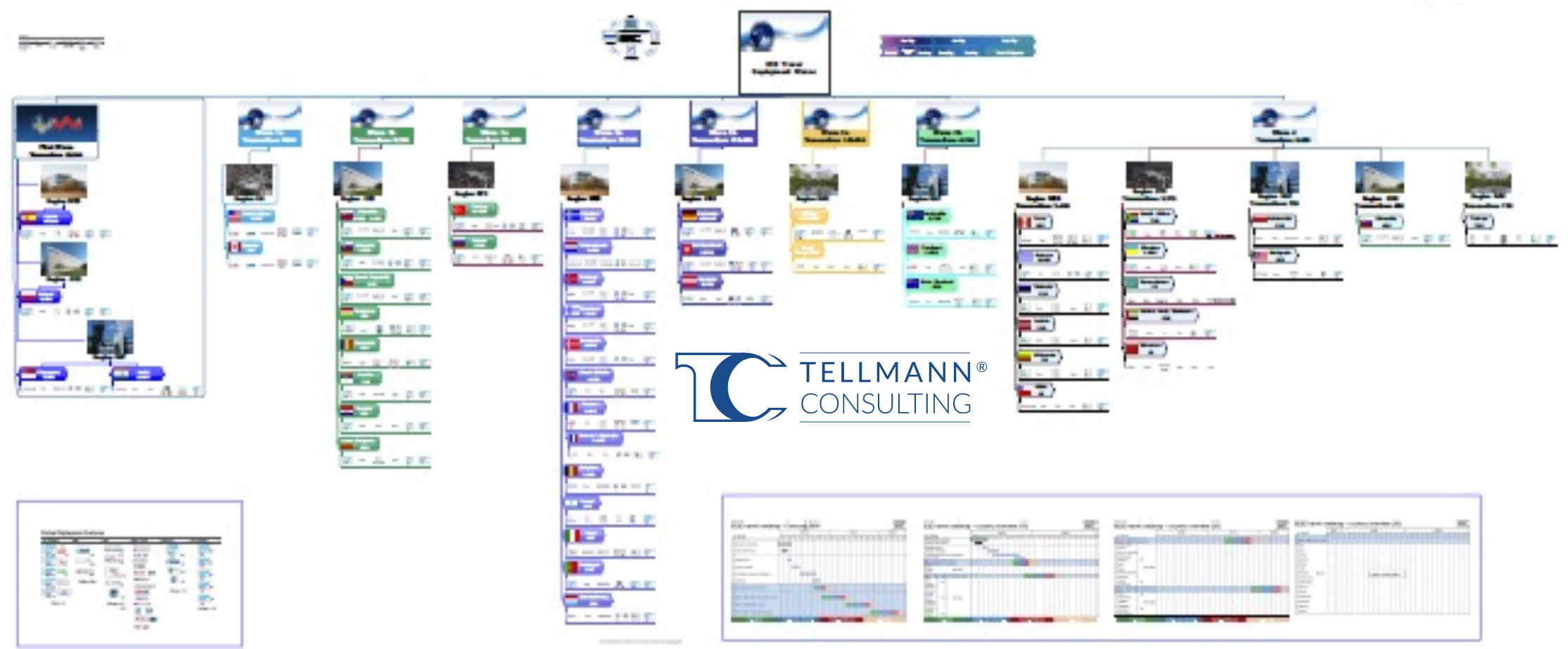
## Challenges

- Decentralization of indirect sourcing and travel management .
- Identification and screening of controllable spend volume, process optimization in matrix and country organizations
- Introduction of a travel management system with the modules "Travel" and "Expense" / international regulations
- Dependence on suppliers and time pressure through renegotiation and implementation

## Results

- International process analysis and documentation of results in a travel management "master data base
- Transparency of expenses and contracts (end-to-end view) in all country organizations
- Negotiations with all key suppliers, tenders, exchange of service providers and travel agencies (TMC), credit cards
- Implementation of travel policies in all countries / creation of an international deployment map (roll out plan)
- Implementation of a travel management system with the modules "Travel" and "Expense" in all 27 countries
- Coaching / training of employees and colleagues

## Example: Travel Management Deployment Map



**Legend**

HR System	OBE	TMC	Bank/Card	Expense	ERP System
	None				