



USE CASE

By Nicki, the leader of a large oil and gas company

WHAT GAVE ME CONSISTENCY:

- 1 One complete solution with tools for shorter-term, transient stays and a managed solution for complex projects
- 2 Room management for team members that need to come and go with up-to-date rooming lists and accurate timing
- 3 A dedicated account manager to provide program insights and monthly trends
- 4 Centralized reporting and audited, coded billing to control costs
- 5 Corporate housing options for our longer-term projects
- 6 Pre-negotiated rates at over 15,000 hotels, plus negotiated projects at any hotel for complex or long-term projects

MY CHALLENGE

Complex project needs and an inconsistent process that was hindering growth

My job is to grow our North American business. We have production work happening in numerous locations that requires sending engineers, geologists, and crews into the field for days, weeks, or even months at a time. We book rooms under tight deadlines and frequently need to make changes to them.

We had two different lodging solutions with varying costs and processes that we needed to be able to tightly control to ensure profitability—one that let teams quickly book hotel rooms for shorter stays and a second outsourced solution that provided affordable options for long-term projects.

We needed visibility, data-driven insights, and consistent rates to be able to budget effectively. To ensure we were getting the best rates and avoiding errors, our team was having to double check every transaction for all lodging, which was adding to our indirect costs. I needed to find a way to optimize our process and bring consistency to our expenses in order to make the most of our travel investment.

MY SOLUTION

A centralized lodging process for all of our needs

CLC Lodging offers the industry’s only comprehensive lodging solution for our shorter-term, transient stays and complex, long-term projects. With pre-negotiated and discounted rates at over 25,000 hotels, I can always find a solution for my shorter-term team stays. And for the more complex stays, CLC negotiates options at any hotel based on our project needs, according to our exact travel policy. They even provide options to set up corporate housing for more extended stays upon request.

We no longer have to go back and double check our bookings or transactions—CLC Lodging keeps track of it all for us. They streamline our chaotic and costly reconciliation process to save us time and money. And with a dedicated account manager and centralized reporting, I can get the program insights and monthly trends I need to make sure we’re getting the most out of our travel investment.

CLC Lodging fulfills our requests to the letter, because our needs are complex and we have to ensure profitability. They work with my teams to help place our people and make the process as smooth as possible.



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600,000+

Travelers Supported

\$400 Million+

Savings for Our Members Annually

17 Million

Annual Nights Booked