## By Brian, the founder of a Midwestern paving company

# MY CHALLENGE

## Not enough resources or expertise to manage our unpredictable lodging needs

My crews travel regularly, but their stays are everything but regular. We have several two-day, eight-person projects and a longer 20-person project at a different location each month.

Each project requires a new round of hotel negotiations by my administrators and supervisors. If a project needs to start quickly, I'm limited on choices and captive to whatever price a hotel demands. If a project ends early, I often have to pay for rooms we don't use. My admin team doesn't always have the resources or expertise to get us the savings, locations, or flexibility that might be out there.

We needed a way to manage the unknowns of when, where, and how much without investing in more lodging negotiators. I wanted to find an expert lodging partner who could help us find properties at consistent savings, but also equip us with the tools and technology to better manage our complicated bookings—and be available to answer questions quickly.

# MY SOLUTION

## A complete, scalable lodging management program to help me control my project unknowns

CLC Lodging program tools give us the expertise we need to take control of our unpredictable lodging needs and scale at a moment's notice. A customized lodging directory gives us a centralized place to manage all of our lodging variables and view hotel options in one place.

The CLC Network gives us access to 25,000 hotels so we can always find the right amenities in the right location, no matter where our projects take us. And the reporting visibility allows me to see and track what used to be unknowns. I can add cost codes during the reservation process so I can break down expenses by project or department.

Our lodging needs still change with every project, but CLC Lodging's program tools provide the expertise we need to manage the variables.

## WHAT GAVE ME PREDICTABILITY:

1  A custom directory with 1000s of pre-negotiated hotels to help admins and travelers quickly choose properties for their project needs

2  Travel reports that let me see where and how lodging dollars are spent

3  Cost coding during my reservation process that lets me categorize costs by project and department to improve the way I bill my clients

4  Billing audits and hotel authorizations to track and prevent unauthorized charges

**CLC LODGING**

1.866.369.4755 | clclodging.com

**600,000+**
Travelers Supported

**$400 Million+**
Savings for Our Members Annually

**17 Million**
Annual Nights Booked