

1. **In business since August 1986, El Sol Travel is highly experienced as both a prime and subcontractor. El Sol Travel serves Corporations, the Federal Government and Higher Education.** El Sol Travel is a Business Travel Plus Member of Travel Leaders Network: Offices in over 90 countries; 1,000+ empowered employees; over 38,000 negotiated hotels, \$29.5B in leveraged buying power, Ranked #1 by Business Travel News for 7 straight years, \$7 average return for every \$1 spent
2. **For State and Government Contractors:** *El Sol travel serves 11 Divisions of the DOD, also serving DOI, SBA, NRC, DPA, DOC and FAA/DOT. Dun & Bradstreet Number: 788529357 Federal Tax ID: 86-0556654 SIC: 4724 NAICS: 561510 UNSPSC: 90120000 GSA Advantage TSS Approved SAM GSA TSS Contract #: GS-33F-0026T Cage Code: 4LZJ7 SBA Certified Woman Owned Small Business; WBENC certificate expected in November 2017; Payment options to allow using the value of the airline ticket, as well as, the service fee toward your strategic diversity spend requirements by the Government.*
3. **Duty of Care:** If your travelers are booked through El Sol Travel, they are in our database. We continually monitor World events and react on behalf of our clients. Client facing, GDS integrated risk management technology and mobile apps are also available. (short video) [SafePoint](#)
4. **Comprehensive Account Management Services** include customized strategy to achieve your company's travel management goals. Travel policy compliance features throughout the booking process. Web-enabled reporting through Cornerstone.
5. **Save time, save money, add convenience booking online using Concur Travel through El Sol Travel.**
 - o A typical air, car, hotel booking takes less than 5 minutes; online service fee saves 64% compared to full service
 - o Custom negotiated rates and El Sol Travel's negotiated rates are consistently offered to the traveler/travel arranger.
 - o Concur Travel is very user friendly and provides comprehensive rate availability including all Southwest Airlines fare types.
6. Whether booking online (Concur Travel) or through El Sol Travel Counselors, **negotiated Hotel Rates at Per Diem or Lower are offered when applicable.** **StateRates:** All UA Employees on business travel **FedRates: UA Employees traveling as Federal Contractors; 3,500** participating hotels (for CRC's Tiers 1 and 2); *Pay No resort fees / No early departure fees / Additional amenities* often offered such as – breakfast, Wi-Fi, parking. *Can cancel by 4pm day of arrival (USA) and up to 24 hours in advance internationally. If StateRates and FedRates are not available, you are offered volume based, discounted hotel rates that save on average 13.67% to 17.7% compared to "BAR" (Best Available Rates).*
7. El Sol's **Hotel Rate Checker** technology works to find even lower hotel rates before departure. Hotel Rate Checker will recheck inventory for new lower rates at the same hotel, same room type, to provide increased savings up to the day before departure. Found savings averaging \$55.28 per stay. If/when Hotel Rate Checker finds a lower rate, our agents will automatically rebook it – at no extra fee. (StateRates/FedRates, if booked, are not likely to be further reduced.)
8. **Tracking Unused Tickets:** Our travel counselors automatically review your unused tickets for application to new online bookings and El Sol Travel provides automatic 90 day, 60 day and 30 day advance notifications of expiring tickets via email to individual travelers.
9. **Problem Resolution:** If an issue arises regarding your air, car or hotel, El Sol will "go to bat for you" often saving your employee hours' on hold with the supplier. We have successfully bird-dogged lost luggage, found iPads left on planes, resolved frequency program issues, waiver requests / extensions for old tickets. El Sol Travel also offers 24/7/365 after hours' emergency service.
10. 25% Discount on all *Wireless Traveler* products: Wi-Fi Pocket Devices, SIM Cards, Satellite Phones etc. www.elsoltravel.net
11. **Meetings, Groups, Events:** Air Fare Analysis, Booking, Ticketing, Air Contract Review/Negotiations, Site Selection, Hotel Contract Review/Negotiations, Manage Room Blocks, Ground Transportation, and more.

Testimonials: "Our institute has staff working in 4 different states, so using El Sol Travel to book flights helps us to coordinate travel plans with ease for our staff who work remotely. The El Sol booking system Concur provides a great way to find the best flights, and to keep flights for staff members and consultants organized. The booking technology is quick and easy for us to use, whether in the office or on the go with our mobile devices using the app." Arika J. Wells, Manager, Operations and Finance, University of Arizona, National Institute for Civil Discourse

"My name is Stephanie Birchard, and I am an account manager with CyraCom who travels a lot for business. I have very easy access to scheduling my flights etc. through Concur, however, I have found that speaking with your incredibly professional, kind, and competent staff at El Sol Travel adds another layer of personal care and client services.

Though I have many examples, I do want to thank Leslie for her great work on 05/25 at 3:18 PM PST (Ref: ULORAS), who seamlessly booked me for a very complicated trip with several stops, but also at the lowest cost to our company. She remained cool, calm, and collected as I gave her my convoluted schedule and did not mind walking through different possibilities with me. Leslie is a gem of a worker, and I have had her on the line quite often. Because I work in client services, I know what to look for in service provisions. It is my modest opinion that your team has it all right, and we are fortunate to have your services. And even when flights get cancelled, your solutions are in place before I even leave the plane. Wow!!"