



CORPORATE TRAVEL | MEETINGS & EVENT SOLUTIONS | BALBOA VACATIONS

Balboa Travel TripShield Technology Suite Offers Significant Savings Clients Average 20 Percent Savings on Airfare and Hotel Rate

FOR IMMEDIATE RELEASE

*San Diego, Calif.--Nov. 23, 2015--*Balboa Travel, a top-ranking corporate travel management company since 1969, today announced the expansion of its latest industry-leading technology suite, Balboa TripShield. The new and advanced tools to date have provided many of their clients, on average, a savings of 20 percent through audits on airfare and hotel rates.

A leading industry innovator, Balboa Travel worked closely with TRIPBAM™ on the product nearly a year ago. As an early adopter of the program, Balboa Travel has more experience with the technology and success than any other travel company in the country.

“Balboa Travel provides a rare combination of fresh approach and seamless execution to innovative travel technology,” said Steven Mandelbaum, Vice President of Information Systems for The Advisory Board Company. “Their TripShield program provides tangible cost savings. Not using Balboa TripShield is like leaving free money on the table. And not just a little, a lot.”

Another key feature under the TripShield umbrella is Balboa Travel's 24/7 FlightStats Trip Disruption Service, providing Balboa clients an experienced emergency response team of agents, dedicated exclusively to managing flight disruptions, including weather, emergencies, or safety issues. During recent 2015 storms, impacting 5,300 flights being grounded across the U.S., the average response time from Balboa's Trip Disruption Service was 75 seconds for all of their customers versus the industry response time of one to two hours.

Balboa TripShield Technology Key Benefits include:

FareTrax Airfare Auditing System

- Customizable to a client's unique corporate travel program
- Audits ticketed flights 24/7 for savings or alternate fares, then immediately rebooks traveler on lower fare - post ticketing
- Identifies savings threshold and re-tickets 24/7

TRIPBAM Hotel Monitoring Platform

- Monitors room rates of same property, non-preferred/preferred hotels up to the date of arrival
- Searches comparable like-to-like room types and amenities for lower rate
- Highly customized to monitor comparable clusters of rooms available in same and/or surrounding preferred/non-preferred hotels for rate changes
- Customized reports to identify unrealized cost avoidance opportunities into visible savings from booking to the arrival day

FlightStats Trip Disruption Service

- Checks itinerary for the latest airport and flight updates so travelers always have the most up-to-date travel information
- Notifies traveler of current delays due to weather, aircraft and/or other unexpected interruptions
- Provides proactive response from Balboa Travel's wholly-owned operation of experienced travel counselors - both inside and outside of standard business hours

"Balboa's TripShield automation system monitors travelers throughout their trip. It audits confirmed air and hotel reservations for rate fluctuations within each policy and provides in-policy alternatives. It increases traveler options and improves service while creating significant savings for our clients," said John Cruse, COO, Balboa Travel.

Balboa Travel has been instrumental in creating processes that yield better results than what is currently available on the market with continuous focus on evolving tools and products to better serve our clients, added Cruse.

About Balboa Travel:

Balboa Travel is a full-service travel management company, offering global services in 110 countries, with a primary focus on corporate travel. Established in 1969, Balboa Travel ranks in the top one percent of travel agencies in the country, and remains privately held. Balboa Travel is a Certified Woman and Minority Business Enterprise (WMBE), Platinum Status-Certified by the Green Business Bureau, and a BCD Travel Affiliate. For more information on Balboa Travel's industry-leading technology, please visit <http://www.balboa.com>.

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