

TMC following customers across borders

Create your competitive edge with ProTAS and service your customers locally

In times of increasing globalization many a corporate client wish to be serviced by the TMC on a local basis but still under the same conditions as in the home country. Meeting these needs often involves major challenges for the TMC in regard to:

- Applying to local law regulations, currency, language, etc.
- Accessing travel-profile and company policy
- Establishing local offices with full IT support
- Extracting MIS data for the purpose of reporting
- Streamlining mid and back office workflow

Building a profitable business case containing all the relevant conditions is not likely to succeed. Our team of experts has meanwhile for many years solved these challenges and offer you the simple solution to integrate all your international activities on a single ProTAS database, where you have full access to the flexibility of the ProTAS solution.

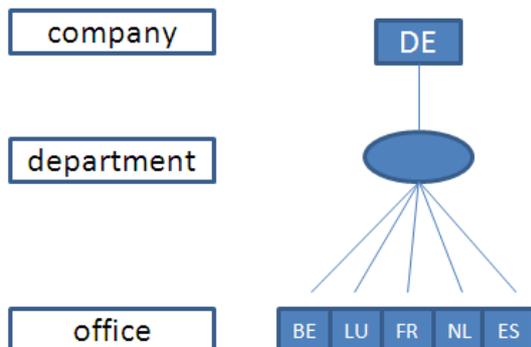
Basically you can narrow your considerations down to 2 major decisions and you have the key to a strong solution build on a perfectly configured database matching your business strategy. In plain words do you have to decide if:

1. The international business is managed from a subsidiary operating in the same common law and currency as the headquarter.
2. The international business is managed from unique foreign companies adapting to local law and currency.

Basically you can chose between two different configurations of a single ProTAS database containing all data to be processed by different ProTAS applications. This all depends on the business structure of your international activities.

Case 1

All international activities belong to the same company structure in Germany and use the same currency in this case Euro.



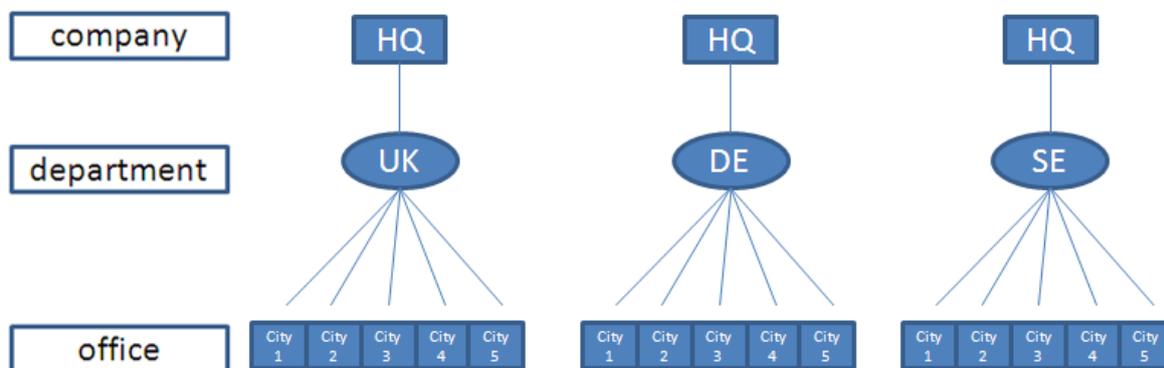
At **company-level** you have access to all data and can perform the various finance processes needed for corporate finance. All transactions are handled under the same DE-setup.

At **department-level** you perform core mid office processes regarding order handling (invoicing, fulfillment & reporting).

At **office-level** your individual offices in various countries have access to the same ProTAS functions and operate in the same currency and law of the company in this case Germany.

Case 2

The international activities are separated in unique companies all adapting to local currency and law having their own CVR and IATA-numbers etc.



At **company-level** you have full access to all ProTAS mid-back office functionalities but share no data with other companies. All share the obligation to report to headquarters.

At **department-level** you perform core mid office processes regarding order handling (invoicing, fulfillment & reporting).

At **office-level** your individual offices for example in various countries have access to the same ProTAS functions but all operate in the local law and currency.

ProCon Solution benefits

The above mentioned cases only illustrate 2 different options. The ideal solution for you might be a third one. Procon Solution engage in close co operation with you to ensure that for every company size, complexity or in-house IT expertise you can benefit from the advanced features in ProTAS Back Office at the lowest possible costs per travel transaction.

More savings

- Only low cost investment in hardware for the local setup as all IT maintenance is handled by corporate IT
- Standard training for all local agents as all core mid office functions are managed in the same set up

More efficiency

- All mid and back office processes are streamlined in the ProTAS workflow
- Reduced time spend on error corrections as entry-data initially are adjusted to client profile

More options

- The strength of a single ProTAS database allows you free choice of applying the advanced finance functionalities at any organizational level of your wish
- Easy access to MIS data allowing for internal as well as external reporting

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