

# PART 2 - HOW TMCs CAN TURN CHALLENGES INTO PROFITABLE GROWTH

While part 1 of our infographic focuses on the challenges facing TMCs, this graphic will look at ways TMCs can act progressively to overcome the challenges in the business travel market.

## What are the solutions?

### HOW CAN TMCs ADAPT TO THE CHANGING MARKET?



Gear towards mobile



Embrace expense management



Drive online adoption



Diversify transactions



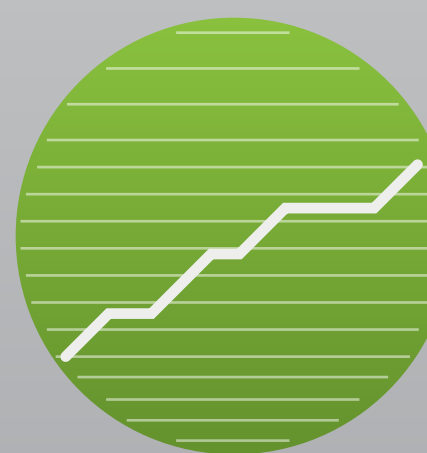
Offer consultancy services



Develop independent POS and mid-office



Prepare for fast-growth



Take advantage of growing economy

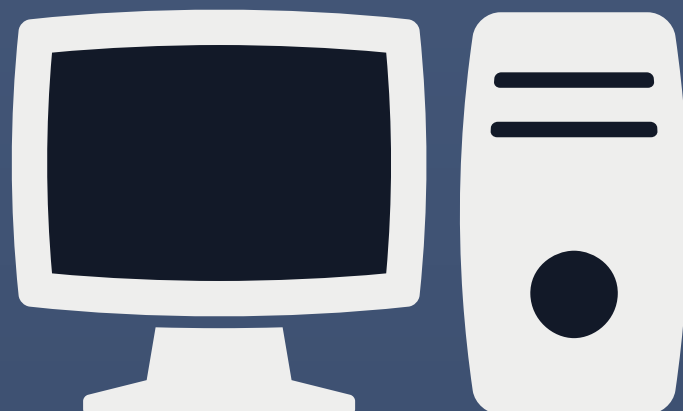
### HOW CAN TECHNOLOGY HELP TMCs TO THRIVE AND EXPAND?

Enables TMCs to conduct certain operations round the clock

Makes for more accurate data, as human error is minimised

Enables easier access to all information

Gives easy access to streamlining workflows from booking to accounting and finance processes



Improves productivity by freeing up employees' time through automation of manual tasks

### THE PROTAS TECHNOLOGY PLATFORM CAN BE USED BY TMCs TO INTEGRATE ALL CORE BACK OFFICE FUNCTIONS, WHICH CAN RESULT IN:



Lower transaction costs



Increased efficiency by automating manual processes



Improve average transaction productivity by up to **33%**



Increased collaboration due to open architecture allowing third party involvement



Expansion without the need to replace your technical platform



Improved reporting of consolidated data

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#### Sources:

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- <http://www.tnooz.com/article/travel-management-companies-are-increasingly-working-with-corporate-travel-managers-study-finds/>
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