



*With Destinux we have been able to claim a minimum saving of €238,000 and a maximum saving of €432,000.*

Marivi Martin Hordanza  
FINANCIAL DIRECTOR OF MEDLINE SOUTHERN EUROPE

Save up to **20%** on the management of your corporate travels

The first SaaS that **digitalizes** the corporate travel management processes and includes the **human touch** in a all-in-one solution.

DESTINUX

EFFICIENCY & SAFETY IN BUSINESS TRAVEL

# What is Destinux?

**Destinux** is the first business travel **management platform in the cloud** that integrates with ERPs and includes personalised customer service.

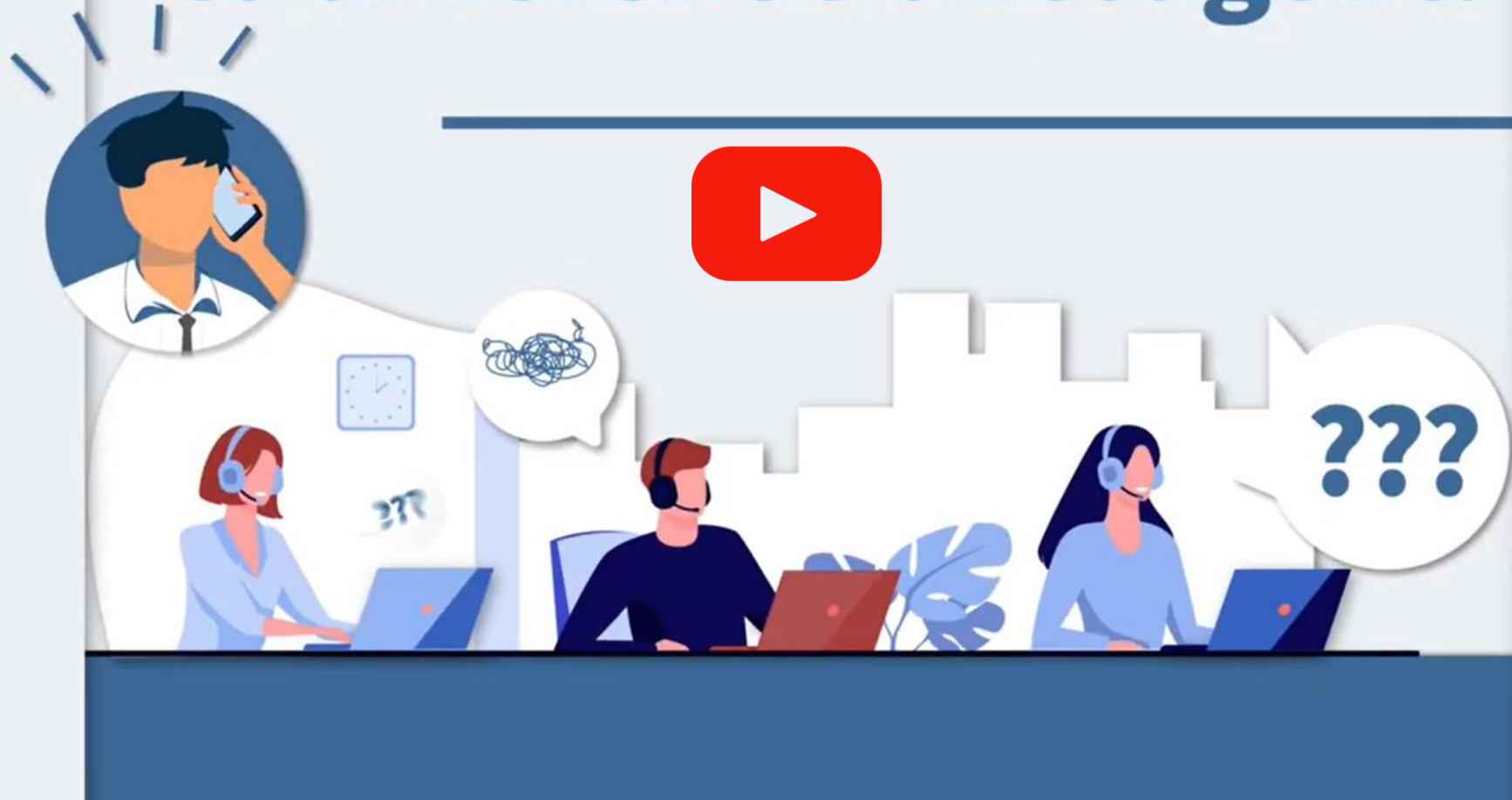
The business travel solution has been developed by **Consultia Business Travel**, a company specialising in corporate travel that offers an **all-in-one solution** with a focus on cost savings and efficiency.

# DESTINUX

EFFICIENCY & SAFETY IN BUSINESS TRAVEL

CONSULTiA  
BUSINESS TRAVEL

# Repeating again and again the same thing to different travel agent?



# For whom Destinux is good for?

What do companies and users demand in post-pandemic Business Travel management?

## Company

**FORRESTER®**

1. **Current T&E management continues to present a number of challenges, including manual and fragmented processes, regulatory compliance and security.**
2. **Accelerating the digital transformation of travel and expense management will be vital to improving the employee experience and achieving corporate objectives in the coming year.**
3. **Improving integration between travel and expense (T&E) technologies and other enterprise systems was the top priority (72%).**
4. **Desire to improve the end-to-end travel and expense management experience (70%).**

✓ **Increased efficiency**

## User



1. **They want a better travel experience, personalisation, control and flexibility.**
2. **Want to combine work and leisure, 82% of business travellers.**
3. **Want personalised policies and travel benefits ("let me be me").**
4. **Want technology, but not restrictive: efficiency, convenience, personalised experience but accommodates the traveller's priorities.**

✓ **Best traveller experience (Cx)**

Sources: Forrester survey (October 2022) of 525 global travel and expense (T&E) managers. GBTA survey (January '23) of travel and expense managers at major corporations.

# The all-in-one solution



The travel industry at the user's fingertips. Connectivity with 3 million hotels, more than 600 airlines, 27 car rental companies around the world and private transfers in more than 160 countries, RENFE, Iryo and taxis and VTC in more than 90 states.



Automation, digitisation and integration of the processes involved in corporate travel management.

Recording of travel expenses and per diems, expense note management and validation processes with an approved platform.



Assignment of a specialised manager, who advises, manages, plans, accompanies and ensures the safety of travellers.



# What does it offer to you?

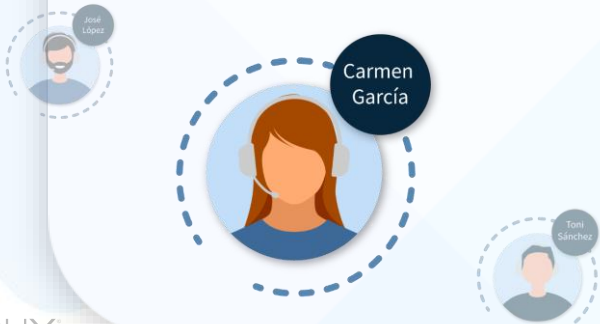
- An integral and unique solution in the market that provides the necessary **technology to manage more efficiently the processes and documentation** that generate business trips, and the travel agency service to manage and accompany the user at all times.

**DESTINUX**  
EFFICIENCY & SAFETY IN BUSINESS TRAVEL

Technology that digitises and automates the management of travel and business expenses and provides companies with: the travel industry, automates and digitises travel processes by integrating them into the company's systems (if needed) and allows expenses and per diems to be recorded and expense reports to be managed digitally with an approved platform.



The personalised travel manager service (**Personal Travel Assistant**) assigns you a travel management professional to assist you at all times. He/she knows the company and its users, and assists, advises and accompanies them throughout the process.



# How can it be hired?

## Destinix® Premium:

- It is a combination of technology (greater efficiency) and personalised attention (better experience for the traveller).
- It contains 6 modules for the comprehensive management of corporate travel and the Personal Travel Assistant service for any incident.
- It adapts to any size of company, small, medium and large corporations.

## SaaS model, the company pays for:

- Annual subscription for the use and maintenance of Destinix.
- Installation and parameterisation of Destinix (set up). The package includes 3 training sessions.

## Offer depending on:

- Annual travel expenditure volume.

Destinix® PREMIUM	
1. Destinix Booking Module	<p>Module for booking hotels, flights, vehicles, transfers, trains, boats, flats.</p> <p>User and multi-user diary module.</p> <p>Access to Consultia's negotiated rates.</p> <p>Personalised web module for travel requests.</p> <p>My quote module.</p> <p>My latest bookings module.</p> <p>Negotiations for new corporate cards.</p> <p>Automated authorisation system.</p> <p>Incorporation of company-specific agreements.</p>
2. Destinix management, administration and finance module	<p>Procurement policies module.</p> <p>Commercial rules module.</p> <p>Profiles module (including authorisers, buyers and loyalty cards).</p> <p>User update module.</p> <p>Invoice module and adaptability to electronic invoicing (E-Invoice).</p> <p>Delivery note module.</p> <p>Automated periodic reports module.</p> <p>Indexing of invoice attachments.</p> <p>Credit card reconciliation system.</p>
3. Módulo de dados e análise do Destinix	<p>Travel management dashboard: upload budgets, align with company objectives and calculate ROI, control expenses, deviations and compliance with travel policies.</p> <p>Destinix® Green: CO2 reporting, carbon footprint offsetting and traceable certificate.</p> <p>User geolocation module.</p> <p>Customisable consumption file module.</p> <p>Analysis module.</p> <p>Foreign declaration for personal income tax purposes.</p>
4. Destinix expenses and per diems module (OPTIONAL)	<p>Module for communicating expenses and per diems to online users, which is the subject of an independent contract.</p> <p>If the client already has an expenses and per diems platform, Destinix allows integration with other expenses and per diems platforms.</p>
5. Destinix Technology Module	<p>API connection to consumption, users, delivery notes, invoices.</p> <p>Standard ERP connection: Business central (MSFT), ****</p> <p>Travel request forms that can be integrated into the client's intranet.</p> <p>Access from any device.</p>
6. Consultia's Personal Travel Assistant service	<p>Personalised manager service. The client is assigned a personal travel assistant to help with their business travel needs. Service from Monday to Friday, from 09.30 to 18.30.</p>
Technical Support Service ("Destinix Hotline")	<p>Call centre service. Monday to Thursday, 9am to 6pm; Friday, 9am to 3pm.</p>

# To stop wasting your time and money



## Save 15% off

Complies with company policies and saves 5-15% of the travel budget.  
(Source: Aberdeen Group)



## Save up to 70%

Automate travel authorisation and approval processes and save up to 70% of your team's time spent on this task.  
(Source: Aberdeen Group).



## Saves 6%

Digitally allocate travel expenses to the relevant CECOS, project or unit.  
(Source: Aberdeen Group).



## Save money

Eliminates integration costs between suppliers (technology and travel agency) to provide a single solution for the company.



## Save money

Eliminates fees, with a SaaS management model that maintains the service of a Personal Travel Assistant.



## Save time

All travel documentation in the employee's online diary. Eliminates document loss, claim time, and misplacement.



## Save time

It has a process and information system that allows for historical records and easy preparation of annual budgets.



## Saves time and money

Assigned Travel Assistant staff. It saves resources and time for the customer. The traveller focuses on the reason for their trip.  
(Source: Quintana Research 2021)



## Saves time and money

Integration with the client's ERP. Eliminates islands of information and manual processes  
(Source: Doit Software 2019)



## Save time

Digitise expenses and per diems. Saves time and eliminates manual errors, and integrates all travel expenses into a single system.



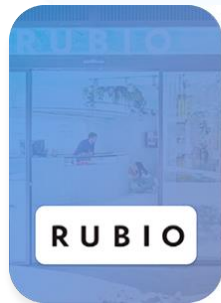
# And improve the experience of your travellers and the atmosphere in the company

- Destinix includes the service of a Personal Travel Assistant, a professional assigned to the company who knows your idiosyncrasies and your team, attends you before, during and after the trip and manages and advises you on what the client needs.



*We have seen that Consultia Business Travel is a different company, which combines personalised attention with technology, offering us great added value. They have achieved everything we have proposed, which has allowed us to optimise the way we work and has solved any shortcomings we had.*

Ana Benítez  
**PURCHASING MANAGER**



*They have always sought to solve our problems, as well as to facilitate all the procedures. In addition, the treatment has been exquisite, helping us at all times to achieve greater efficiency and time and cost savings. It has been a great relief to be able to reduce the number of invoices and procedures due to the facilities and options for personalisation of the services.*

Pablo Miguel Caram Moreno  
**COMMERCIAL DIRECTOR**



*Thank you so much for everything!!!! Faced with an unforeseen event of this magnitude and such a quick solution, I can only say that I take my hat off to you. That's a real pleasure.*

Alex Villena



*It is important to us that all our employees, including those who are not used to travelling, feel safe and have someone to turn to in case of any emergency or unforeseen event. The Consultia Business Travel solution seems to us to be a good idea and a leap in quality in business travel and has also allowed us to make this area more efficient.*

Agustín Jiménez  
**HR BUSINESS PARTNER OPERATIONS**



*The truth is that I can't stop being amazed by your efforts. Ordered at 16:54h and sent as expected at 17:09h. Total 15 min. I don't know what they pay you, but I don't think it's very much!*

Alfredo Sanchis Pérez  
**HEAD OF OCCUPATIONAL HEALTH AND SAFETY AREA**



*Very good work. I know it was complicated. Cheers.*

Encarna Perez Culebras  
**PEOPLE AND TALENT MANAGEMENT**



*I would like to congratulate and thank the entire Consultia team for all the effort and daily dedication to our companies. The team we have assigned to Consultia is the most efficient I have seen in the last 30 years as a user of companies in your segment. The recent incorporation of our group to the Destinix application has been another step towards the effectiveness we are looking for to be better at managing our travel agenda.*

Javier Juarez  
**CEO**



*I want to thank you for the incredible work you have done on the issue of my partner's family, you have been there at all times and you have moved heaven and earth. You have been there at all times, no matter what, and you have moved heaven and earth, you have worked hard! A thousand thanks to both of you and to all the people involved that I don't know about. That's a pleasure!*

Carmen Giménez  
**GENERAL SECRETARY**



José López

# What are the fundamental pillars on which Destinux was born?

## ✓ Efficiency

With the comprehensive corporate travel service that makes the management of business travel and expenses efficient and cost-effective.

## ✓ Security

With Destinux®, the ERP that digitises and automates the management of corporate travel and expenses. The technological solution that puts the travel industry at the user's fingertips and integrates with company management systems.

## ✓ Humane touch

With the service of a Personal Travel Assistant, who accompanies the entire management process, advises, assists and takes care of the company and users.

## ✓ And ...



# ... sustainability

Destinix Green offers tools that enable companies to be more efficient and sustainable in their business travel. It consists of:



- **CO2 emissions reporting**

Calculates the CO2 emissions produced by corporate travel and provides clients with a CO2 emissions report.



- **Offset projects**

Companies can offset their carbon footprint by participating in environmental and social responsibility projects, allowing them to choose from a selection of projects.



- **Official certificate**

Provides an official certificate of the offsetting of the carbon footprint generated by corporate travel through a traceable blockchain key system developed by Climatetrade.



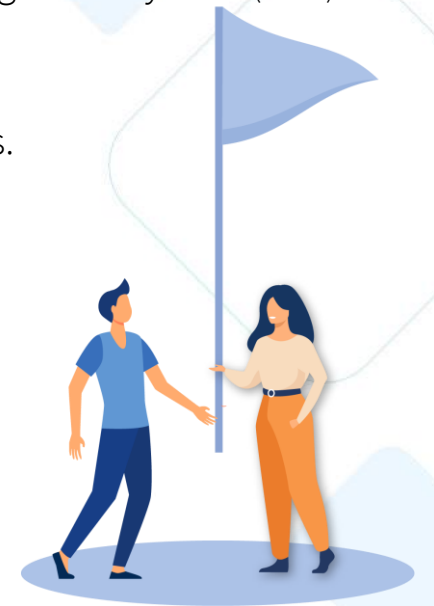
- **Destinix Green Seal**

Customers who offset all the carbon emissions they have generated during a year will receive the "Destinix Green" seal issued by Destinix.



# What makes it different from other solutions?

- What new customers who have chosen our solution, after evaluating different options on the market, tell us. With our hybrid solution:
  - **The company can:**
    1. define a (flexible) travel policy and ensure it is adhered to.
    2. distribute and control in real time, the travel budget by department or business unit and allocate it down to the individual, and align it with the company's objectives to calculate the return on investment.
    3. integrate all travel-related documentation under one platform and connect it to the company's own management system (ERP).
    4. digitise travel management and save up to 20% on the cost you are currently incurring.
    5. have a single supplier, less integration and management costs.
    6. be sustainable, offsetting the carbon footprint generated when travelling by obtaining the certificate of this.
  - **... and the traveller has:**
    1. flexibility, speed and choice when booking your trips.
    2. your preferences considered without having to repeat them.
    3. security that if there is a hitch in your trip, you have someone looking out for you.
    4. peace of mind that everything you need is in your own diary.
    5. convenience of having pre-paid bookings and simplicity in passing on expenses.



You deserve it

# Awards



**Destinux: Best business travel software**

Gaceta 2023 awards



**The best travel agency in Spain**

Iberia 2023 awards



**Destinux: The 100 best ideas of the year**

Actualidad Económica 2022 awards



**Best innovative project**

CICV 2021 awards



# More than 700 companies operate with Destinux in Spain and Portugal



CONSULTiD  
BUSINESS TRAVEL

DESTINUX

EFFICIENCY & SAFETY IN BUSINESS TRAVEL

+ 34 961 961 905  
comercialbtc@consultiatravel.com  
[www.destinux.com](http://www.destinux.com)