



Rate Assurance: Helping clients save thousands



CBTRAVEL.COM
888.462.6328

Substantial savings, no matter when travelers book

Rate Assurance—Christopherson's automated airfare and hotel rebooking solution—captures post-booking savings by rebooking trips when lower, like-for-like prices appear, delivering measurable savings and documented ROI without disrupting travelers.



Continuous price monitoring

Rate Assurance works quietly in the background to capture post-booking savings by:

- Monitoring booked air and hotel reservations multiple times per day
- Continuing price checks until flight check-in or 12 hours before departure, or hotel cancellation windows
- Automatically capturing savings throughout the entire booking lifecycle

The best part? There's no required action from travelers or travel managers.



Savings without compromise

Protecting the traveler experience is non-negotiable. That's why every automated rebooking preserves the original booking parameters, including:

- Same airline, cabin, and fare rules
- Same seat in most cases; same seat type and cabin if reassignment is necessary
- Same hotel property, room type, and amenities wherever possible

Savings are delivered without compromising comfort or compliance.



Real clients. Real savings. Zero disruption.

12-month performance across enterprise travel programs

Across four enterprise travel programs of varying size and travel patterns, Rate Assurance delivered strong, verifiable financial impact.



12-MONTH PERFORMANCE
ACROSS ENTERPRISE TRAVEL
PROGRAMS

Client A

Manufacturing

Key outcomes

\$59,222 in air savings at enterprise scale

- Highest overall savings driven by high-volume travel
- Major wins in September (\$11,920) and October (\$8,755)
- Demonstrates how Rate Assurance scales effectively for large programs
- Quarterly billing structure simplified expense management
- Over \$5.5M in annual air spend

The client maintains airline agreements with Delta, United, and American. Rate Assurance supports policy compliance by keeping travelers within the managed program while reinforcing the value of contributing to company-wide savings.



At our volume, even small price drops matter. Rate Assurance scaled seamlessly with our program, capturing significant air savings while keeping travelers compliant and engaged in saving the company money.

— Client A Travel Manager



12-MONTH PERFORMANCE
ACROSS ENTERPRISE TRAVEL
PROGRAMS

Client B

Retail

Key outcomes

\$24,254 in total savings with consistent results

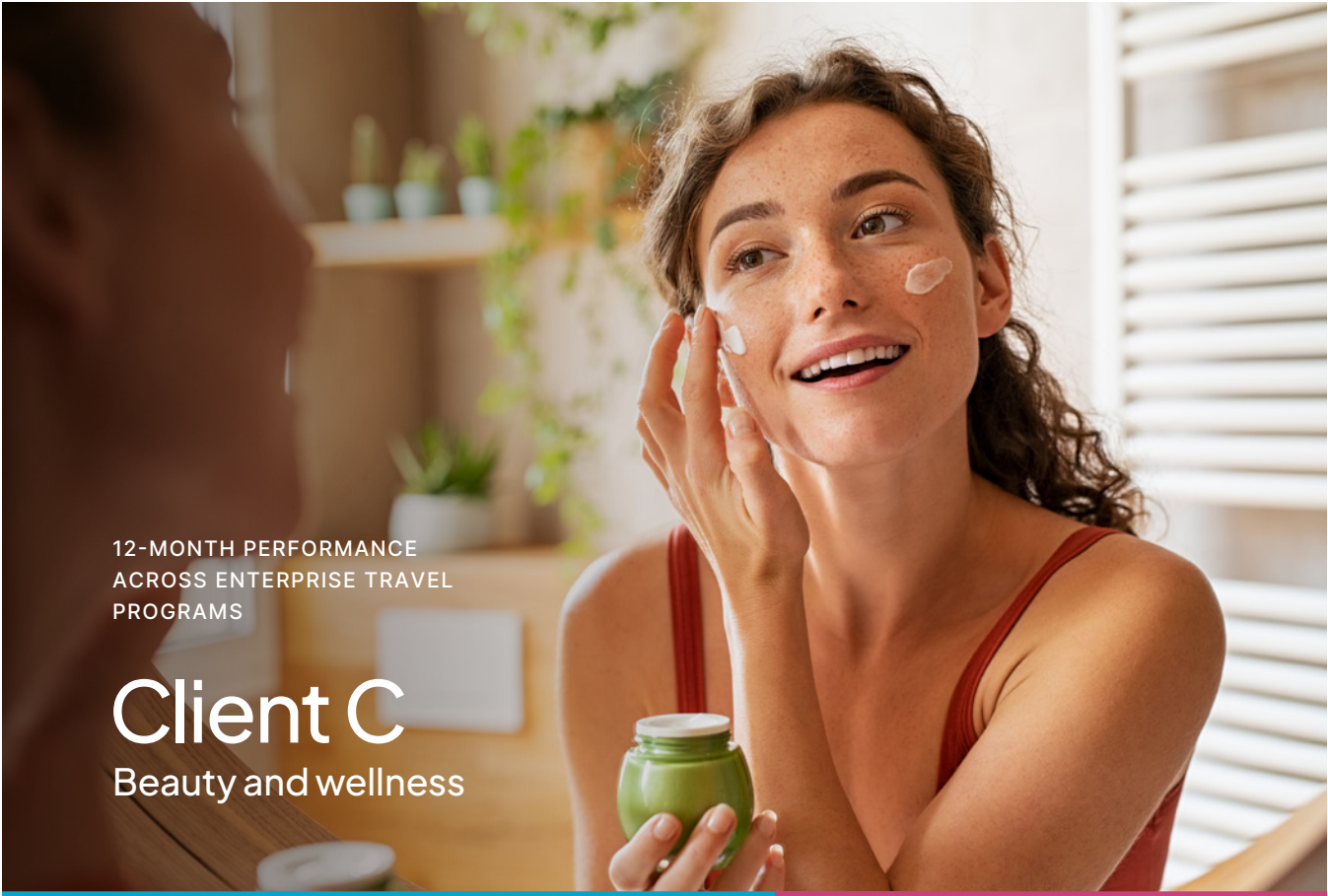
- \$22,045 in air savings
- \$2,209 in hotel savings
- Early-year savings spikes driven by fare volatility
- Consistent capture of savings across nine months
- Travelers quickly adapted to automated rebooking itineraries
- Over \$3.6M in annual air spend

The travel manager and Christopherson account executive reviewed reporting during the first 90 days to validate accuracy and ensure confidence in the program.



Airfare Rate Assurance has been instrumental in securing the best possible costs amid constantly changing market conditions.

— Client B Travel Manager



12-MONTH PERFORMANCE
ACROSS ENTERPRISE TRAVEL
PROGRAMS

Client C

Beauty and wellness

Key outcomes

\$8,891 in air savings, captured automatically

- Savings captured in nearly every quarter
- Strong impact during seasonal fare volatility
- All savings achieved with zero changes to traveler itinerary quality
- High international ticket usage
- \$1.5M in total travel spend

The program benefited from reliable savings across a diverse, international travel portfolio without requiring changes to existing booking practices.



Rate Assurance consistently captured savings for us without changing the traveler experience. Even during periods of fare volatility, the program delivered measurable value with no added effort from our team.

— Client C Travel Manager



12-MONTH PERFORMANCE
ACROSS ENTERPRISE TRAVEL
PROGRAMS

Client D

Communications

Key outcomes

\$6,048 in total savings across air and hotel

- \$3,208 in air savings
- \$2,840 in hotel savings
- Balanced value across both categories
- Consistent monthly savings throughout Q1-Q3
- \$2M in combined air and hotel spend for 2025
- No reported traveler issues or program concerns

Rate Assurance delivered reliable, month-over-month savings across both air and hotel spend, reinforcing its value as a consistent cost-control tool for the program.



Rate Assurance delivered exactly what we were hoping for—consistent savings without adding complexity for our travelers or our team. Knowing both air and hotel bookings are continuously monitored gives us confidence that we're maximizing value without disrupting the traveler experience.

— Client D Vice President

ROI without risk

Across all programs, ROI ranged from **96% to 300%**, supported by a pricing model designed to protect client value:

- No implementation or maintenance fees
- Capped, tier-based pricing aligned to performance
- No cost unless savings are achieved
- Fees never exceed savings

Why clients choose Rate Assurance

Rate Assurance earns long-term adoption by delivering savings automatically—without adding steps, oversight, or traveler friction.

- Significant savings with no traveler disruption
- Like-for-like rebooking that preserves comfort and compliance
- Clear, transparent reporting via Value Summary on travel manager dashboard
- Confidence to book at any time
- No behavior change required

Making every booking work harder

Rate Assurance transforms how organizations manage travel spend after booking. By combining automated monitoring, intelligent rebooking, and traveler experience protection, it delivers immediate, measurable savings with documented ROI.

For organizations already booking smart, Rate Assurance is the next step—capturing post-booking savings automatically so every reservation can deliver more value.

Program-wide performance metrics

Rate Assurance consistently captured savings that manual reviews and traditional booking tools miss:

- **6.4%** of air bookings were successfully rebooked at a lower fare
- **75%** of air savings exceeded \$100
- **8.5%** of hotel bookings captured lower rates
- **63.2%** of hotel savings exceeded \$100

Ready to enjoy greater cost savings?



CBTRAVEL.COM
888.462.6328