



Is the phrase "We book via the internet its cheaper!!" stopping you getting through the doors of potential customers

mrg offers TMC Sales Team easy to use fully customised laptop tool to dispel the myth and truly demonstrate the real cost and value of your transaction fees.

Demonstrate quickly and effectively.....

- True cost of any organisations Hidden Costs of Booking Direct
- Shows comparison Cost of your agency fee against Companies actual cost to procure direct
- Gives a report and comparison on a range of Personnel dedicated to "booking travel direct"
- Quickly show your savings and quantify your true worth
- Give evidence quickly and accurately to Financial Directors
- Send report direct at meeting from laptop to the decision maker.

How many times have you or your sales made calls and had the doors quickly closed because the potential business company is now booking via the Internet to avoid transaction fees.

How many times during that call do you try and convey your true worth yet you cannot get past the fact the organisation only sees you as an additional cost and not a benefit.

mrg have devised an easy to use model which your team can place in front of the FD and clearly demonstrate the exact cost that booking direct generates. Taking into consideration time factors and process flow. This tool gives your team the ability to input relevant data gathered at the meeting and professionally show the costs in report format giving your sales team the ability to quickly print email or fax direct to the man who

can say yes.

Netfeecom ® is an easy to install easy to use laptop tool which will add a real benefit to your selling process and assist in the elimination of fee versus the benefits of managed travel. Giving you real demonstrative evidence in a quantifiable information report and help speed up your selling process.

The model can be tailored to suit your company image including colours and logo and is easy to maintain and adjust.

Speed up your selling cycle and market your worth in true Travel Management arenas and give your business the credit it deserves.

Version 1.1 of Netfeecom® is now available from mrg consultancy services for a price of £199.00 to Advantage Members and £245.00 to non members + £5.00 P and P

To order send an email to mick.gibbs@mrg-consultancy.com with a jpg image of your company logo. You will receive the programme on a USB Flashdrive compatible for Windows Operating Environment ready for use



Start demonstrating your true worth and evidence the myth that do it yourself travel is cheaper and using a TMC brings little value to the procurement chain.

"Can you email that now!!!"

Chris Parlour MD - Broads Travel

"That is the best demonstration I could possibly give to my clients true Travel Management"

Allan Lockhart - Sales Director BS Executive Travel

"I have needed that for so long when is it available?"

Mark Firth - Director Travelwise Ilkley

For further details of our services visit us at

www.mrg-consultancy.com

The screenshot shows the 'Transaction Comparison Analysis' interface. It includes a header with the mrg logo and the title 'Transaction Comparison Analysis'. Below this, there are several input fields and buttons:

- Client: ABC Travel Management Services
- Agency: ABC Travel Management Services
- Date: 02 February 2006
- Buttons: Calculate Comparisons (Click Here), Summary Sheet (Click Here)
- Prepared For: Mr J Smith - Financial Director
- Title: ABC Transaction Fee

At the bottom of the interface, there is a footer with the text: 'Professional Travel Management Solutions', 'English Version 1.1', and 'Copyrights of mrg travel management consultancy. No reproduction or copies may be taken without explicit permission of mrg directors. www.mrg-consultancy.com'.