

## COMPARISON AND ANALYSIS OF COSTS ASSOCIATED WITH BUSINESS TRIPS

The following chart compares the costs of carrying out business trips as a result of:

- Standard quarterly reviews
- A problem has arisen and is to be addressed personally
- There is a need to recalculate terms of cooperation with suppliers and third parties

This example takes into account that an average monthly western European salary paid to a person who bears these responsibilities, is approximately EUR 2.500

	ONE-DAY TRIP	TWO-DAY TRIP
Salary Expense	113	226
Diet	40	80
Flight ticket	500	500
Car/Taxi	75	150
Accommodation	-	100
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Total:	728 - 800 Euro	1056 - 1200 Euro
Business Trip results:	<b>Poor</b> - In such a short period of time is difficult to reach optimal outcome; a more likely scenario is that the mission will be merely accomplished.	<b>Acceptable</b> - Two days could be enough to carry out the necessary diligences, although potential business opportunities could be overlooked.

The chart shows that a One-day trip can cost your company approximately 800Eur and a Two-day trip 1200Eur.

Some of the advantages of using our services are therefore evident:

- No language barriers. A foreigner might need a translator; we speak the local language and communicate with our clients primarily in English.
- Taking an employee away from his/her normal environment does not always bring up the best results, while having a person perform a task within his/her environment is always more productive.
- We have a functional and real understanding of the local business culture and practices.
- We can dedicate to looking after your business without time pressure or usually tight agenda associated with a business trip.

- It will provide you with much better customer service, flexibility, higher operability plus a local suppliers control and closer supervision.

While you spend approximately 1200 Euros when sending an internal source for a two-day mission to the site, you could for instance, make use of our Standard Value Package and obtain:

- 1 to 5 visits per month associated to customer support activities, they can be based on a regular schedule and/or urgent needs.
- 2 monthly hub visits including a physical count.
- Daily operational task involving activities such as: RMA, hubs report control, tracing of key shipments.

See our different **Packages** to learn the ideal solution for your organization's needs.

### **Tangible advantages**

- For a monthly flat fee your company has an "office" and an "employee" in the Czech - Slovak region; there is no upfront investment, you'll benefit from total presence without having fixed assets, released from payroll procedures and responsibilities involved to having an employee.
- Bringing to a close your business in this region causes no trauma at all, you can leave at once whenever you consider is the right time. Closing down an office is a big hustle in terms of human resources, physical assets, fiscal aspects etc.