

Autoliv cuts booking time in half with Booking.com for Business.

Booking.com **business**

Autoliv

Meet Autoliv

The worldwide leader in automotive safety, Autoliv has a presence in 27 countries and their products save more than 30,000 lives and prevent 10x as many injuries as competitors each year. When they came to Booking.com for Business looking for a more seamless way to book travel we were able to help them transition with ease and efficiency.



“It’s just been so flawless. Effortless. Time-saving.”

Monique Areano, Travel Manager for Autoliv Americas.

Before booking.com for business...

The 3 person in-house corporate travel team at Autoliv was faced with the task of booking up to \$15M in accommodations per year through GDS. **Finding the right accommodations, especially in international destinations, was often a challenge.**

Verifying details about accommodations, such as amenities and location details, could also be time consuming. Travel frequency varied considerably and could be tough to predict, making a quick and easy solution for booking travel essential. Here’s how Booking.com for Business was able to provide a comprehensive solution.

More options:

With over 29 million listings in 230 countries and territories worldwide, Booking.com for Business was able to provide more accommodation options in international markets.

Autoliv operates plants around the world and was able to access a full listing of hotels in specific destinations, even in more remote locations in Europe and South America. **“Where we have plants it was beneficial to see everything that’s available,”** said Areano. Booking.com for Business also allowed the various Autoliv

employees — engineers, marketers, designers and more — to book specific hotels if they had a preference, boosting traveler satisfaction. Finally, according to Areano, **“with Booking.com you get last minute availability; that’s a big deal.”**

Transparency:

Using the Booking.com for Business travel management platform, Autoliv was able to see all of the necessary information upfront when searching for accommodations. **Areano used search filters to sort properties by reviews, and find the best deal for the highest rated properties.** She could easily identify properties offering free breakfast, WiFi and workout rooms.

Perhaps most importantly, she was also able to see the hotel location on a map. With GDS, the Autoliv team used Google Maps to ensure that hotels were near the traveler’s business destination. The seamless map integration in Booking.com for Business eliminated the additional step of using Google Maps to determine how close the property was in relation to a business destination.

“This is a huge time saver, money saver and you know you are getting a decent hotel,” continued Areano, **“It cut our time in half, at least on hotel bookings.”**

And the final results:

- Autoliv had a much wider range of accommodation options to offer employees
- Travelers were able to make requests and see more hotel information upfront, increasing their satisfaction
- According to travel manager Monique Areano, “Booking.com has been the solution for us to save time, money, opportunity, and everything else that we would need to make our hotel program work, and work the best that it can.”
- Implementation was easy: “It’s a 1-page, 1-step process, and it’s all in front of you.”

“Overall being able to get what you need quickly, efficiently, and know you are getting a good deal – what the customers actually ask for - I don’t think there’s anything better.” Monique Areano