

SkyGate International - in Brief

SkyGate International provides leading-edge application software, core technologies, and solutions for a number of vertical industries.

The company has earned a reputation as a focused and highly skilled organization with extensive technical expertise — particularly when it comes to emerging, e-business-centric technologies.

Founded in 1992 and headquartered in Copenhagen, Denmark, SkyGate International maintains a customer base that includes several multinational corporations located throughout Europe.

Focus on e-business Infrastructure

SkyGate International helps its customers gain competitive advantages in a number of ways. The company provides traditional and web-enabled applications to help companies optimize existing business processes. What's more, SkyGate International provides software infrastructure technologies that help companies create new business models that are designed to exploit emerging opportunities in the new economy.



SkyGate International A/S
Amagertorv 19
DK-1160 Copenhagen K



Tel. +45 3337 8080
Fax. +45 3337 8090
e-mail. info@skygate.dk

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SkyGate4

Optimize the cost of business travel

Software infrastructure for e-business

Take Better Control of Travel Costs

SkyGate4 is a comprehensive travel management system used by corporate travel managers at medium and large-sized companies. The increased control provided by SkyGate4 enables corporations to dramatically cut travel costs while increasing service and productivity.

SkyGate4 delivers a wide range of unique benefits for companies that depend on travel to meet their business objectives.

Primary SkyGate4 Business Benefits:

- Reduce direct travel costs and travel-related costs
- Enforce the corporate travel policy
- Increase service and productivity
- Reduce travel administration costs via self-service
- Gain better use of frequent-flier miles
- Confirm employee adherence to the corporate travel policy
- Confirm value of rebates provided by suppliers of flights, hotel accommodations, and car rentals

Reduce Travel Costs and Travel-related Costs

SkyGate4 enables your company to consolidate and leverage actual travel data from a wide variety of sources. These sources include Global Distribution Systems, travel agency invoices, and other suppliers you may use.

With the consolidated travel data in SkyGate4, you get a broad range of options for determining where and how cost reductions can be made. You can also use the data to, for example, negotiate better discounts with travel suppliers and gain better use of frequent flier miles.

Enforce the Corporate Travel Policy

Using SkyGate4, your organization gains a centralized method for enforcing the corporate travel policy. SkyGate4 is delivered with extensive functionality that makes it easy to enforce both simple and complex travel policies.

With SkyGate4, you can maintain control, measure the effectiveness of your travel policy, and give individual travellers consistent travel guidelines.

Increase Service and Productivity

Whether travel requests are made via phone or e-mail, SkyGate4 provides a shared work queue that lets travel booking personnel process bookings quickly and efficiently.

The ability to centrally process bookings from one, easy-to-use queue translates into better service for corporate travellers and enables travel managers to maintain full control.

Reduce Travel Administration Costs via Self-service

By deploying SkyWeb, an intranet travel-request "front-end" for SkyGate 4, your organization can leverage the benefits of self-service for individual travellers while enforcing the corporate travel policy.

SkyWeb includes a wide range of useful features that provide increased convenience and better productivity – both for individual travellers and travel management personnel.

The "book anywhere" feature in SkyWeb enables travellers to manage their travel requests at the office or on the road. The "Who is Where" screen, which can be made available to all employees via the corporate intranet, shows the day-to-day whereabouts of any corporate traveller.

Typically used by receptionists and other administrative support personnel, the "Who is Where" screen is an effective tool for saving time simplifying logistics for travelling employees.



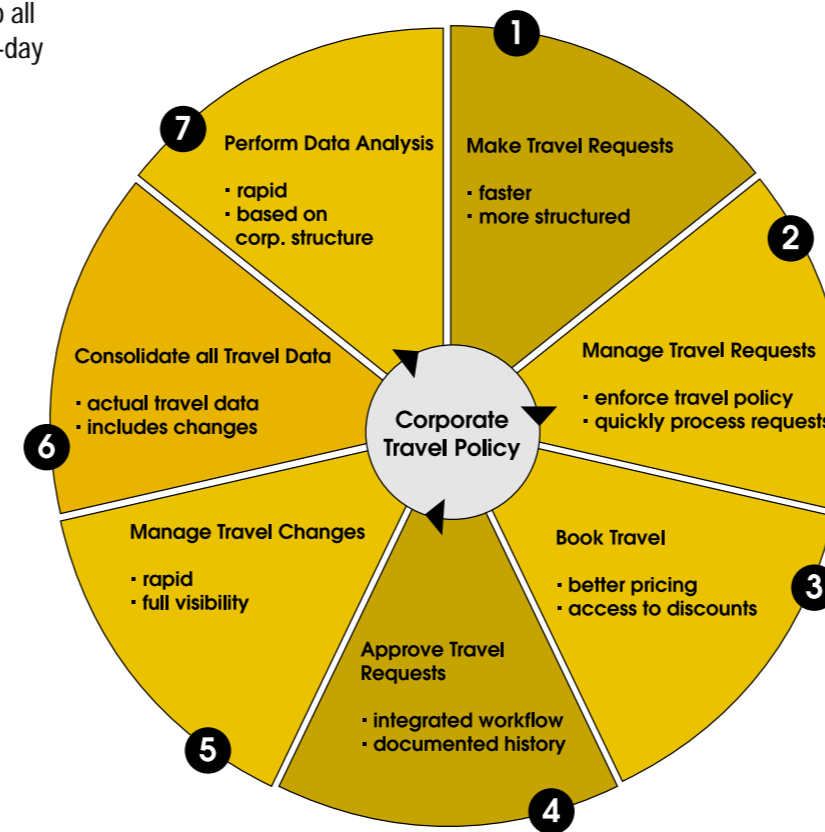
Reduce Internal and External Travel-related Costs

SkyGate4 enables corporate travel managers to optimize both internal and external costs. Internal costs are typically where the most extensive cost reductions can be made.

For example, SkyGate4 enables auditors to determine whether or not travellers are consistently selecting lower-fare tickets when offered and whether travellers are consistently booking with short lead times.

In terms of external costs, SkyGate4 provides a range of cost-cutting capabilities such as verifying that the rebates provided by suppliers are accurate.

The illustrations below shows a number of ways that SkyGate4 helps traveling organizations reduce travel costs and increase employee productivity.



K E Y S K Y G A T E 4 C A P A B I L I T I E S

SkyGate4 provides a wide range of capabilities for total travel management. Key SkyGate4 capabilities include:

- Maintain a profile for each traveller that includes travel history, number of available frequent flier points, relevant cost-center numbers, and individual preferences
- Book air tickets as well as car and hotel reservations directly via a Global Distribution System such as Amadeus or Galileo, while managing these bookings more efficiently and via your own database
- Manage a large number of travel requests and bookings via an easy-to-use workflow queue. Queues for individual booking agents can be centrally managed to increase overall productivity
- Manage complex travel requests that involve numerous travel legs for one traveller or delegations involving many travellers with different itineraries
- Gather all travel data — even changes made after tickets have been issued — in one database for easy analysis
- Analyze data and generate reports using SkyGate's award-winning Zoom 'n View data mining tool that's integrated with SkyGate4

Simulate Cost Cutting

Use the actual travel data in SkyGate4 to calculate the impact of various modifications to the travel policy before actually making changes.

Quickly Locate Excess Costs

Analyze travel data to compare travel patterns to travel policy and determine which divisions, departments, and individuals consistently adhere to policy.

Reduce Last-minute Bookings

Provide ease and speed for travellers making travel requests so that bookings are made further in advance and without the extra expense of short-lead bookings.

Analyze Data More Accurately

Analyze travel costs more accurately by comparing to "lower fare offered" — not only full fare business class. This way, you can determine savings if lower fare options are selected by travellers.

Deliver Consistent Service

Provide flexibility via individual traveller profiles in SkyGate4 while maintaining guidelines for airlines, hotels, and car rentals.

Verify Rebates

Confirm the value of rebates provided by suppliers for flights, hotels and car rentals by consolidating actual travel usage in SkyGate4.

Re-use Relevant Data

Add employee data automatically from your ERP system or back-end database.

