

MYTH VS FACT

City Pair Fares Should Always Be the Lowest Fare.



City Pair Fares Sometimes May Not Be the Lowest Fare.

Government travelers saved \$305M in FY15,

when compared against large corporation average segment prices paid in the same markets.

The City Pair Program fares offer government travelers unparalleled benefits such as:

- ✓ Last seat available (YCA)
- ✓ No change fees
- ✓ No minimum/maximum stay
- ✓ Immediate payment not required
- ✓ One-way fares may easily be combined
- ✓ Fully refundable
- ✓ No blackout dates

Case Study Example: Government Fares vs. Corporate Fares in CPP's Most Traveled Market (Washington Reagan to Atlanta)

CPP benchmarked the **Discounted Government Fare** (_CA at \$128) and **Government Fare** (YCA at \$190) against every coach fare purchased by large corporations serviced by a major Travel Management Company. Fares were broken out into one-way segment prices for ease of comparison.

Section 1: Corporate fares below the discounted government fare

19% of segments were purchased at prices below Discounted Government Fare (\$128)

- Most of these trips are non-refundable incurring penalties for changes.

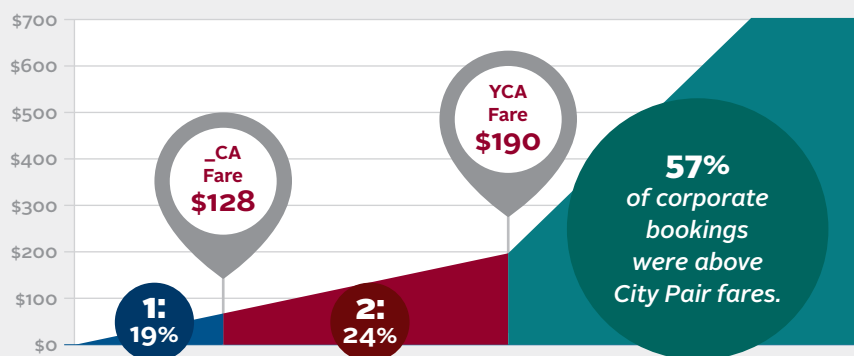
Section 2: Corporate fares in between the Discounted Government Fare (_CA) and Government Fare (YCA)

24% of segments were purchased at prices between the Discounted Government Fare (_CA) and Government Fare (YCA)

Section 3: Corporate fares above the Government Fare (YCA)

57% of fares were purchased at prices above both City Pair Fares.

- On prime-time flights and last-minute purchases corporate travelers pay much more than the flat \$190 government travelers pay. 4% of corporate travelers actually pay more than \$400 each segment.



Corporate discounts are based on a percentage off of commercial fares and are subject to the fare rules & restrictions of that fare.

Tips for Maximizing Savings

- 1. Book reservations as early as possible.** Once a traveler decides that a trip is necessary, the reservation should be made.
- 2. If travel plans are certain or the travel schedule is flexible, booking a _CA fare is a perfect opportunity to get additional savings.** The price differential between YCA and _CA fares varies market-by-market, but can be significant.



For more information, go to www.gsa.gov/portal/category/27075

For questions or assistance booking travel, call **Travel Programs** at **1 (888) 472-5585**