

# HAVE DONE. WILL DO.



## MAKING BUSINESS TRAVEL EASIER IN EGYPT



Business travel can be a good solution for companies that need to meet project or skills needs, and for employees who need to balance an international lifestyle with other home-location responsibilities (e.g., being with their families). Both benefit from the flexibility that a business travel approach provides.

However, business travel isn't quite so beneficial if the employee is forced to live out of a suitcase and/or endure less than acceptable accommodations. Expensive stays can also erode any ROI a business intends to achieve.

One of our clients, who regularly sent business travelers to Egypt on three- to six-month trips, was experiencing such issues. The lack of suitable accommodations in the destination area was making life difficult for employees, who found the location's serviced apartments to be outside of a reasonable commutable distance, of poor quality and value, or a combination of all three. Hotels were being used as an alternative but were both expensive and uncomfortable for extended stays.

Cartus Client Services Manager Daniel engaged one of our Egypt-based representatives to work on the client's challenges. As a result, leased accommodation was chosen as a more suitable option, as tenants can give a one-month's departure notice from the moment of signing a lease. Housing options were also closer to the client's office, and of better quality and value than the serviced apartment/hotel alternatives available.

Daniel implemented a process for vetting potential properties, offering business travelers a choice of the three best options. The traveler's chosen home would then be outfitted just as a serviced apartment would be: furnished, with utilities connected, and other amenities included in the lease, such as regular linen service and broadband connectivity. As an added measure, Cartus also paid rent directly to landlords/agents on behalf of the travelers, giving them more free cash during their stay.

As a result of these changes, travelers now experience a far more comfortable stay and our client now realizes savings of more than \$9,000 per move.

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*No matter how complex the relocation challenge, or how unusual the request, Cartus will find the solution that's right for you. Because in 60 years, we've found solutions for just about everything. Visit [www.cartus.com/havedonewilldo](http://www.cartus.com/havedonewilldo) to see how our "Have Done, Will Do" approach has translated into customized solutions that meet the unique needs of our clients and their transferring employees around the world.*