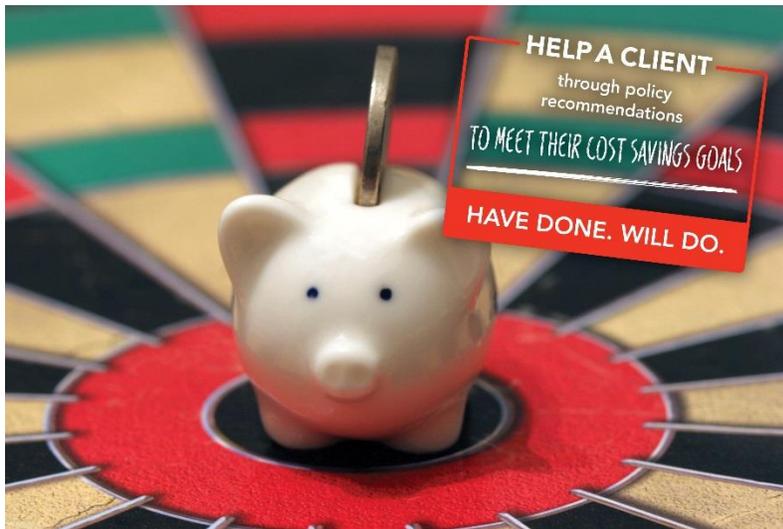


HAVE DONE. WILL DO.



IF WE HAD A BILLION DOLLARS



Cost savings is a significant focus in many clients' relocation programs, and **at Cartus we put all of our knowledge and resources to work to find every cost-saving opportunity available.** Our cost measurement efforts are especially useful in high-cost locations and those that pose unique challenges in any one of a variety of relocation-related areas. We work with our clients to examine options to drive these costs down, ensuring ongoing competitiveness.

When a long-term Cartus client stated a new goal to “save a billion bucks,” we partnered with them to generate a variety of cost savings through changes to their policies and practices. **Our familiarity with their program, combined with our more than 60 years of industry experience, allowed us to quickly expedite suggestions and changes to support our client's cost savings goals.**

Among our many recommendations were moving to a standard Buyer Value Option (BVO) program, helping relocating employees to find permanent housing more quickly to avoid the cost of corporate temporary housing, requiring move estimates prior to offers, and shifting household goods and tax assistance benefits. One area of particular importance to the client was India, where cost control was a primary and crucial area of focus. Because of our experience with nearly 8,000 moves to the country in an average year, we were able to save our client 40% in India alone, as well as 25% overall globally.

A creative look at existing policies, significant cost savings recommendations, and close collaboration with our client resulted in a five-year contract extension, as well as a renewed and strengthened partnership with a long-standing client, a point of pride at Cartus.

WANT TO READ MORE STORIES LIKE THIS?

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 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.