

Accelerate Adoption

What is 100% Adoption?

Often statistics on the adoption of Travel & Expense tools are misleading - as they only include simple point to point bookings.

What proportion of bookings made over the phone, reportedly complex, were actually simple point to point trips that could easily be made in the tool?

By giving the phone alternative for complex trips you will always be losing the battle for complete adoption. Worse still your statistics will not reflect the savings you could easily be making.

At KDS we believe that complete adoption is 100% of people using the system as an entry point for ALL travel and ALL expense.

What influences Adoption?

There are a number of factors that will influence the adoption level of any system or process - these can be divided into two main areas:

- The degree you are willing to mandate the use and sponsor the initiative (top down)
- The degree people are willing to use the system and process (bottom up)

How does KDS Accelerate Adoption?

KDS has over 16 years industry experience of uniting the organisations need for 100% T&E policy compliance with the individuals need for flexibility and convenience.

- Our implementation and training services provide the change management necessary to ensure adoption targets are met
- Our software is intuitive and user friendly making compliance the path of least resistance
- Ongoing commitment to customer satisfaction ensures your user community stay engaged

By partnering with you to drive top down compliance and bottom up accountability the result is 100% adoption - which delivers your return on investment

CapGemini increased adoption rate by 25% in one month

What's in it for your organisation?

- Cut down Travel and Expense Costs
- Drive all remaining spend through your corporate policy
- Get the best fares and rates every time
- Maximise your spending power
- Automate manual process to reduce overheads
- Make policy compliance the path of least resistance

What's in it for the individual?

- Everything you need when you need it
- Usability that makes it the easy way to comply with policy
- Flexibility of fares and rates that meet your specific need
- Flexibility to manage your own Travel and Expense - when it's convenient for you
- Spend more time meeting your own objectives rather than travel and expense admin

Request an audit of your program

How KDS drives complete adoption