

Case Study - Maximising your Budget

RS Components  
maximise their travel  
budget with the use of  
corporate reward  
miles and benefits from  
payment solutions



## INTRODUCTION

RS Components and Allied Electronics are the trading brands of Electrocomponents plc, the world's leading high service distributor of electronics and maintenance products. With operations in 32 countries, we offer around 500,000 products through the internet, catalogues and at trade counters to over one million customers, shipping more than 46,000 parcels on the same day the orders are received. RS products, sourced from 2,500 leading suppliers, include electronics, automation and control, test and easurement, electrical and mechanical components.

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## THE CHALLENGE

RS Components were looking at ways of reducing their travel budget without impacting on the comfort, safety and wellbeing of their personnel. The need for fast and efficient travel solutions meant that indirect flight options were not suitable at this point to assist in the reduction.

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## MEON SOLUTION

The Meon account manager ensured induction into all key company reward schemes. Meanwhile we worked with the RS Procurement Team on a project to change of payment solution from a credit account to an American Express BA Corporate Card Plus which is used for all in-direct purchasing. All accumulated reward points are then redeemed against business travel with the Meon team sending proactive reward point availability emails bi-monthly to travel bookers to help with free flight redemption. Each individual booking enquiry received by Meon is researched for Air Mile and Avios availability by the travel team.

## RESULT

- Savings of £660,000 through redemption of free flights and hotel using BA Avios and BA On Business reward points, all managed by the Meon RS travel team.
- Between 6-8% year on year reduction in travel spend due to the reward schemes.
- Improved cash flow for RS with an up to 80days interest free credit.
- Sourcing and distribution of free flight availability maximise utilisation of reward flights and an increased awareness of the benefit of booking in advance to reduce costs.