



State Of The Art Travel Solutions

El Sol Travel has spent decades establishing relationships with the travel industry's best cruise lines, hotel chains and tour providers, enabling them to provide special offers and amenities their clients won't find anywhere else—even online.

As corporate travel managers, they help businesses integrate travel into their expense tools, control and understand travel spend, monitor prices and find lower rates, and suggest travel policy changes.

In 2018, a high-profile client asked El Sol for more comprehensive and customized insights. They wanted to know which expenses were in/out of policy and what departments were driving which types of expenses.

El Sol Travel had no solution for this, but they needed to deliver for their client...and fast!

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The El Sol Travel team researched a number of vendors whose technology might be able to fill this gap. After reviewing collateral, several demos, and pricing they decided to move forward with Cornerstone.

Why El Sol Chose Cornerstone

(In Their Own Words)

Pricing - "Cornerstone's pricing was very competitive."

Support - "The people on their support staff are helpful—and we have an excellent account manager! When we initially installed, Cornerstone came out and helped us set everything up. We were in a hurry to please a large client. They helped make it happen!"

Training - "Cornerstone's tools are feature-rich. They offer training to help us reap the full benefits of the offering."

Flexible and Powerful - "We can use these highly visual tools with ALL of our customers. Now It's so much easier to illustrate the opportunities for our clients to improve their travel programs."



Exceeding Expectations

As El Sol started working with Cornerstone, they realized the opportunities extended far beyond delighting one client. They would go on to use Cornerstone with all of their clients to automate mid-office workflows, optimize travel spend, and improve travel experiences.

And it's a symbiotic relationship.

El Sol has provided fantastic ideas for product enhancements, and Cornerstone has brought those ideas to life.



"As we review other vendors each year, Cornerstone continues to win us over with their products, features, and pricing."



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