

# SAVING A CLIENT \$600,000 ANNUALLY

## Challenge: Reducing Relocation Cost



CapRelo's Client Services Team analyzed customer data and found that policy exceptions and lump sum usage made up more than \$1,000,000 of the customer's program annual expenses.

GOAL: Capture top talent, ensure a quality experience without sacrificing services and improve program efficiencies while containing costs.

## Solution: Data Analytics



CapRelo introduced new policy options to reduce lump sum usage and tax gross up on cash payments. This decreased the number of policy exceptions by 50%. CapRelo also reduced annual costs of home sales by more than \$30,000 and household goods expenses by more than \$50,000.

SERVICES: Home Sale assistance; Move management; Cost containment; Expense management

## Results: Program Cost Savings



↓ **\$560K**

CapRelo identified savings to the program and reduced the client's annual exception expenses from \$1,130,000 to \$564,000.



↓ **\$85K**

CapRelo's global supply chain network helped the client reduce its annual real estate and household goods moving expenses by \$85,000.



What's your global mobility business challenge? Let's talk!

+1.703.260.3323 ■ [info@caprelo.com](mailto:info@caprelo.com) ■ [CapRelo.com](http://CapRelo.com)  
EMEA: +44 (0)17.2244.6224 ■ Canada: +1.888.808.1187