

Case Study

Proklean Achieves 20% Travel Savings and 3x Lower Hotel Costs with TripGain's Unified Travel Solution



About Proklean

Region:
India

Headquarters:
Chennai, India

Company Size:
Mid-Sized Enterprise

Employee Size:
100 - 500

Industry:
Bio Chemical manufactures

Website:
<https://www.proklean.in>

Proklean is a technology company creating 'Green Chemistry' products to drive a transition in industries and across households. We have developed proprietary and patented technology platforms that allow us to offer non-toxic and biodegradable solutions that help our customers reduce the use of hazardous chemicals and pollutants. 'Green Chemistry That Delivers' is the core message propelling every innovation at Proklean, helping our team redefine what truly green means. With our environment-friendly and affordable products across industries and for household needs, we are setting a new benchmark that challenges greenwashing practices that tout the often superficial greener status quo.

Proklean has been instrumental in spearheading the journey towards a clean tomorrow for our customers, who are now successfully bringing down their carbon footprint while enjoying cost savings and increased output!

The Challenge

Managing travel across multiple vendors created operational inefficiency and cost overruns. The admin team spent excessive time coordinating between platforms, while executives faced the headache of logging into different systems for approvals. Most critically, the lack of price transparency and limited supplier options resulted in significantly higher travel expenses, with some international hotel bookings costing 3x more than available alternatives.

Existing Approach



Fragmented Booking Systems

Employees were using multiple platforms (MakeMyTrip, Booking.com) for different travel needs, creating inconsistency and lack of centralized control



High Convenience Fees

Travel portals charged ₹100-150 per flight booking in convenience fees, significantly inflating travel costs



Limited Supplier Options

Travel aggregators like MakeMyTrip only showed their own partner hotels, limiting price comparison and optimal booking choices



No Corporate Rate Integration

Previously used vendors didn't integrate corporate-negotiated hotel rates, forcing manual processes and missed savings opportunities



Manual Approval Bottlenecks

CEOs and senior managers had to log into multiple systems (Zoho, travel portals) to approve travel requests, creating approval delays



Missed Cost Savings

Approval delays resulted in employees missing lower-priced flights and hotel rates, leading to 50-100% higher costs on international bookings

Results

20%

minimum cost reduction

50%

lower fees (₹30-50 vs ₹100-150 per flight)

Up to 3x

lower costs (₹30,000 vs ₹90,000-₹1,00,000)

40-50%

cost reduction on local bookings



TripGain has been transformative, delivering over 20% total savings and up to 3x lower hotel costs compared to other portals. By consolidating all our travel needs—flights, hotels, cabs, and buses—onto one platform with 50% lower fees and automated approvals, they've streamlined our entire process. Combined with their seamless corporate rate integration and exceptional 24/7 support, TripGain has made managing our corporate travel effortless and cost-effective.



Gopalakrishnan P
Travel Admin | Proklean

TripGain's Solution



Multi-Vendor Aggregation

Integrated 20+ service providers (Agoda, MakeMyTrip, and others) on a single platform, ensuring best price discovery for every booking



Corporate Rate Integration

Seamlessly integrated Proklean's pre-negotiated corporate hotel rates alongside market rates for optimal pricing



Streamlined Approval Workflows

Implemented multi-level approval workflows with parallel approvals and email notifications, eliminating the need for separate logins



End-to-End Payment Processing

TripGain team handles all payment processing and vendor follow-ups, removing administrative burden from Proklean's finance team



Comprehensive Service Coverage

Single platform for flights, hotels, cabs (including airport pickups/drops), buses, and trains—eliminating the need for multiple vendors



24/7 Dedicated Support

Round-the-clock support team accessible via email, phone, and WhatsApp for immediate issue resolution



About TripGain

TripGain Travel & Expense Management Solutions is founded by young and energetic team with matchless combination of expertise in software and travel domains with focus on essential needs of travel industry which is on the verge of its transformation into highly sophisticated, structured and automated system.

We provide a web & mobile based Travel & Expense solution to enterprises with all travel services like Flight, Hotel, Bus, Train, Visa, Cruise etc. driven by our unique multi-vendor system. It eliminates the technology gap by providing a powerful, cost effective and easy to use platform to all stake holders involved in Travel & Expense space, be it employee, Approval manager, Finance team or CFO.

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