

Rod Richardson
Travel Manager
Wellcome Trust

About us

The Wellcome Trust is the most diverse biomedical research charity in the world. We spend about £650 million every year both in the UK and internationally achieving our mission, supporting and promoting research to improve the health of humans and animals

Gamekeeper turned Poacher?

- Clarity on level of service
- Insider knowledge
- Knowledge of supplier contracts

When is a good deal a good deal?

- Buyer beware
- Valued partnership

Recipe for Success

- Buyer needs to be clear on requirements
- Travel Programme requires flexibility
- Buyer needs to be one step ahead

Takeaway

- Don't undervalue the relationship
- Know your product
- Negotiation, negotiation, negotiation

Rod Richardson
Travel Manager
Wellcome Trust