

DMCNETWORK® COMPANY

Overview:

For SEEK2015, AXS Group sourced, planned, strategically routed and managed a total of 4,733 students on 87 buses originating from 55 campuses across the US all descending on Nashville, TN. Coaches journeyed from as far as Colorado and Connecticut tallying 76,513 miles traveled. The longest trip originated from North Dakota – more than 20 hours drive time each way, while the largest caravan included seven motorcoaches in sync from Lincoln, Nebraska. Working around the clock, all buses converged into a well-choreographed four-hour arrival window on New Year's Day. Then we turned around and sent them all home again safely just four days later!



The Request: Our client's goals and objectives were to offer member campuses a singlesource for their transportation needs while maintaining a fair price to budget-conscious students. Safety was also a top priority as several campuses traveled overnight on New Year's Eve. The role of our company was to communicate directly with campuses, obtain their needs and then source, plan, strategically route and manage the entire bussing process. One major challenge occurred less than three weeks in advance of the program as the group outgrew the Gaylord Hotel and needed to add three routes servicing SIX overflow hotels requiring daily shuttle service, in many cases until 1:30am!

The Result: Our client was thrilled with the outcome of our services. Diligent planning and preparation in advance of the program paid off as the execution of everything was nearly flawless. The additional convenience and cost savings (over \$125k in volume rate negotiations and route/campus pairings) realized from consolidating the efforts with one service provider proved valuable to executives as they, without hesitation, have retained our services again for future years!

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