

Beating Excessive Covid-19 Testing Costs by Working Together

Dear Sir/Madam

The ITT Board of Directors is calling on all outbound travel companies to pool their combined buying power and to force down the currently excessively high costs of “Private” Covid-19 PCR or Lateral Flow tests, required by customers to receive fit to fly certificates or to be released from UK quarantine.

The UK Government has failed consumers with a list of “Approved” test providers that do not take into consideration price, convenience of location or reliability of service. The UK outbound travel industry therefore needs to take the lead and create a recommended supplier list that we all jointly promote based on the following considerations.

1. Number of suppliers

(a short list to be decided by an independent panel)

The industry can force prices down by directional selling and creating competition between companies to get into the top list of suppliers.

2. Independent panel

The choice of suppliers must be independent of individual company commercial terms and it is suggested that a panel of independent experts is assembled to meet monthly to update the short list.

3. Selection criteria

A weighted score taking into account:

- **Price.** A maximum selling price of £50 or lower per PCR test
- **Convenience of service.** Shorter travel times to get a test or reliable home testing should be our preferred options
- **Reliability.** Reliability is crucial and will be measured via publicly available review scores and confidential sharing of complaints within the industry.

4. Prominent promotion

All members of the scheme will promote the “short list” to its customers via links on its website and via pre-departure email communication.

We strongly recommend companies sign up to this initiative.

Steven Freudmann
Steven Endacott
Peter Robinson
Lucia Rowe
Claire Steiner

Barbara Kolosinska
Miles Morgan
Fiona Jeffery
Phil Gardner
Paul Cowley

Chris Mottershead
Stephen Bath
Danny Waine