



ADDED VALUE COMPARISON CHART

There are intangibles that underlie the quality and added value that Access 2 Tanzania brings to the table. We are thinking about added value all the time and have realized that it is sometimes difficult for us to effectively convey how we offer added value. To that end, I have put together a table to make it easier to see how much added value we really offer:

When you are comparing Access2Tanzania to another tour operator, please consider the following:

Questions to consider....	Access 2 Tanzania	Other Operator	Consider this...
Does the company retain a staff of full-time professional safari guides that are on salary and exclusive to their company?	<input checked="" type="checkbox"/>		Our guides are paid well and well-respected. The result: We attract, select and retain the very best guides.
Are you working with the tour operator directly?	<input checked="" type="checkbox"/>		A2T is the direct tour operator. Our guides are full-time, and we own our vehicles. We are not an agent subcontracting to another company that simply puts a sticker on its vehicles to change "brand."
Does the company have local & international ownership?	<input checked="" type="checkbox"/>		Dual ownership provides the best of both worlds: local connections and perspectives balanced with customer service that meets international standards.
Are the safari guides professionally trained (schooled) as well as with multiple years of field experience?	<input checked="" type="checkbox"/>		Most companies can check this box, but not all.
Are guides provided with substantive annual & customized training?	<input checked="" type="checkbox"/>		A2T spends thousands of dollars on this each year. Our guides bond and learn at the same time, resulting in a happier and more knowledgeable guide for you.
Does the company limit its intake of clients to ensure a high level of quality control – not booking beyond its full-time guides' capacity?	<input checked="" type="checkbox"/>		A2T does not hire guides from other companies. We may be the only company that restricts the number of vehicles on safari at any one time. This gives you ultimate comfort to know that your guide will be top-notch, and you receive personal attention.
Does the company own new or like-new Toyota Land Cruisers?	<input checked="" type="checkbox"/>		Everyone says yes but a safari vehicle can cost between \$10,000 and \$75,000. Despite what it may seem, not every company can have the best vehicles.
Does the company invest in proper maintenance and upkeep of its vehicles? Buying new tires regularly, having a mechanic on staff, etc...?	<input checked="" type="checkbox"/>		A bald tire loses traction when it is needed most. This is dangerous.
Are the vehicles safari-ready? (Binoculars for guests, plenty of water and/or soda, guidebooks, extra cushions, electrical outlets, etc.)	<input checked="" type="checkbox"/>		Are these standard with every safari? Or only upon request?

www.Access2Tanzania.com

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Questions to consider....	Access 2 Tanzania	Other Operator	Consider this...
Are all the vehicles properly licensed and insured by the tour operator?	<input checked="" type="checkbox"/>		Most companies can rightfully check this box, but not all, especially when they are hiring vehicles and guides from other companies.
Is the company licensed by TANAPA and a member of TATO (Tanzanian Association of Tour Operators)?	<input checked="" type="checkbox"/>		Most companies can rightfully check this box, but not all.
Does the company register all its guests in the AMREF Flying Doctor's service gratis?	<input checked="" type="checkbox"/>		https://flydoc.org/
Does the company have a <u>real</u> social mission or policy of reinvestment into the local community?	<input checked="" type="checkbox"/>		Everyone says they have a social mission and 'do good' but they are NOT all the same. We started Project Zawadi (www.projectzawadi.org) YEARS before starting A2T. A2T was started as a result of the non-profit, not vice versa.
Are you working with a safari consultant who is knowledgeable, interested in your needs, honest about the realities of a safari in Tanzania, helpful and committed to designing a customized itinerary specifically to your satisfaction?	<input checked="" type="checkbox"/>		The client's needs are the #1 priorities of A2T. Since we do not own or operate accommodations, we can give clients unbiased suggestions to design the ideal safari. Most companies can rightfully check this box, but not all.
Can you pay in full by credit card without additional fees?	<input checked="" type="checkbox"/>		A2T does not charge fees for credit card use. Paying by credit card often allows guests to benefit from insurance offered by the card as well as earning points.
Can you pay by personal check?	<input checked="" type="checkbox"/>		Not possible for a company based in Tanzania.
Does the company carry General Liability Insurance in the USA?	<input checked="" type="checkbox"/>		
Does the company have a long-standing reputation for quality service?	<input checked="" type="checkbox"/>		
Does the company offer multiple client references (recent travelers)?	<input checked="" type="checkbox"/>		A2T will offer references upon request.
Does the company provide proof of confirmed bookings within one week of booking?	<input checked="" type="checkbox"/>		A2T does. We call it a triple-check system: Arusha office checks the booking, USA checks the booking, the client checks the booking. Very few errors and surprises.
Does the company stand behind each client's experience? Can you reach an oenrt 24/7?	<input checked="" type="checkbox"/>		A2T offers a "Worry Free Guarantee". Should you run into any problems while traveling, we are there to back you.
Is fuel/mileage unlimited?	<input checked="" type="checkbox"/>		When a company gives a guide little fuel and/or little fuel money, how can mileage really be unlimited? Answer: It is limited. But everyone says they offer unlimited mileage.
Fair Price?	<input checked="" type="checkbox"/>		Every company includes a profit margin in their price. We have noticed that the profit margin in the safari industry ranges between 5% & 75%. We are confident that our service level is unbeaten; we are on the lower end of this range.

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