



Agency Tool Overall High Fidelity

07/22/2019

SMART DATA. POWERFUL SOLUTIONS.

Overall Air Travel Hotels/Lodging Ground Transportation Rail Transportation Administration

Calendar Year : CY 2016 > Dom / Int : ALL > Expense Department : ALL > Category : ALL

VPAO – Overall View

Total Spend
\$2,895,344,153

Air Spend
\$1,985,934,776

Hotel Spend
\$785,934,776

Ground Spend
\$132,116,080

Hotel Attachment Rate
53%

VPAO01

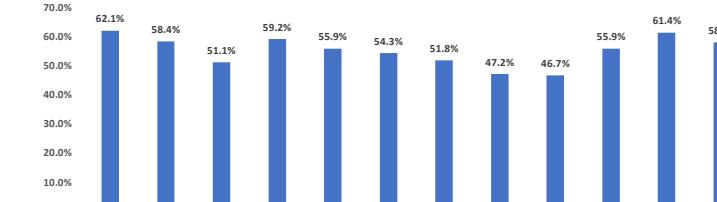
Top Customers by Travel Spend



Customer ID	Customer Name	Amount
12034 ER Consumer - Mpls	ER Consumer - Mpls	\$10,444,113
12205 IB Mgmt/Admin	IB Mgmt/Admin	\$1,000,000
12222 IB Consumer -Mpls	IB Consumer -Mpls	\$1,000,000
12223 IB Industrials-Mpls	IB Industrials-Mpls	\$1,000,000
12226 IB Health Care-Mpls	IB Health Care-Mpls	\$1,000,000
12502 Corp & Inst Access	Corp & Inst Access	\$1,000,000
12561 Meeting & Event Pla	Meeting & Event Pla	\$1,000,000
28541 IB Energy - Houston	IB Energy - Houston	\$1,000,000

VPAO02

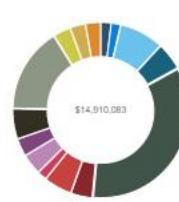
Hotel Attachment Rate



Month	Attachment Rate (%)
Jan	62.1%
Feb	58.4%
Mar	51.1%
Apr	59.2%
May	55.9%
Jun	54.3%
Jul	51.8%
Aug	47.2%
Sep	46.7%
Oct	55.9%
Nov	61.4%
Dec	58.1%

VPAO03

Top 15 Suppliers by Spend Amount



Supplier	Amount
Agent Fee	\$1,000,000
Altrum Honors	\$1,000,000
American Airlines	\$1,000,000
Dav	\$1,000,000
Delta	\$1,000,000
Hilton	\$1,000,000
Marriott	\$1,000,000
Msp Airport Parking	\$1,000,000

VPAO04

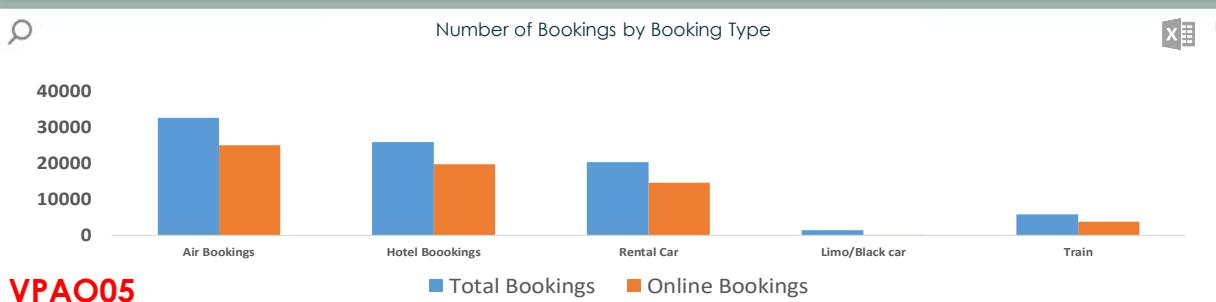
Year Over Year Travel Spend



Month	2016	2017
Jan	\$1.1M	\$1.5M
Feb	\$1.4M	\$1.6M
Mar	\$1.6M	\$1.7M
Apr	\$1.3M	\$1.5M
May	\$1.2M	\$1.4M
Jun	\$1.3M	\$1.4M
Jul	\$0.9M	\$1.1M
Aug	\$1.4M	\$1.4M
Sep	\$1.3M	\$1.4M
Oct	\$1.3M	\$1.2M
Nov	\$1.1M	\$0.9M
Dec	\$1.2M	\$1.1M

VPAO05

Number of Bookings by Booking Type



Booking Type	Total Bookings	Online Bookings
Air Bookings	30,000	25,000
Hotel Bookings	25,000	20,000
Rental Car	20,000	15,000
Limo/Black car	2,000	0
Train	5,000	3,000

VPAO06

Top Customers and Top Destinations



VPAO01 – Top Customers by Travel Spend – Drill Down Path

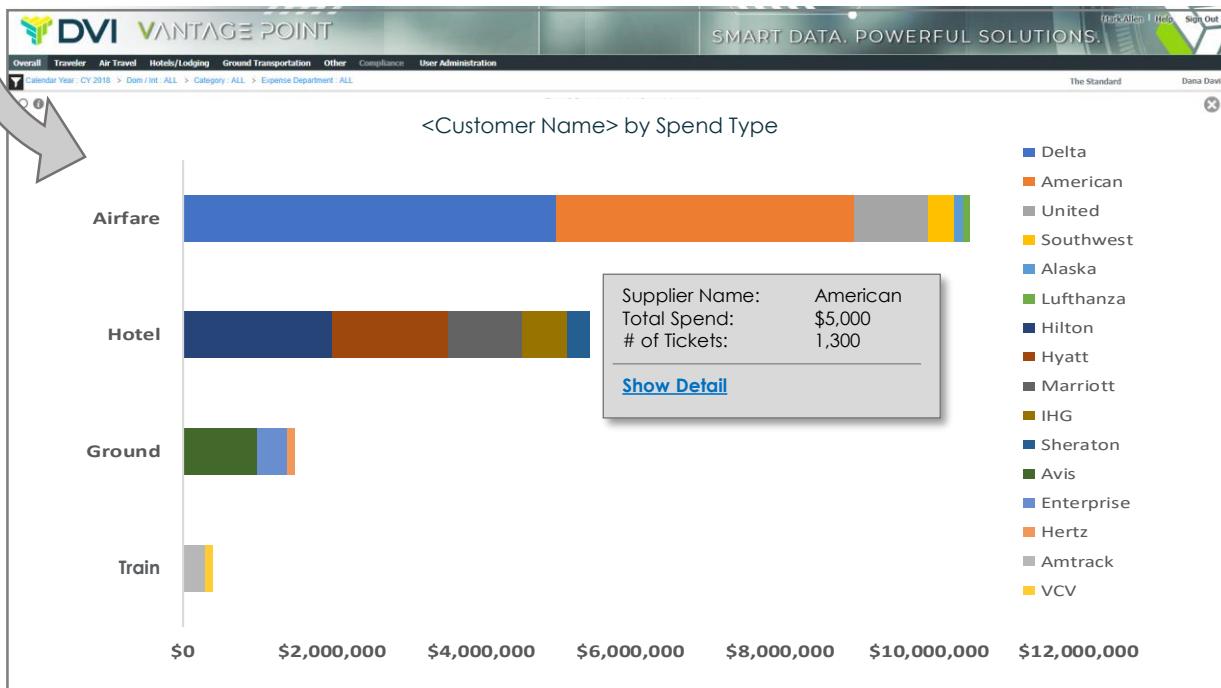


VPAO01



By choosing "Show Detail" on the VPAO01 Hover over, you will be directed to the "Company Name by Spend Type"

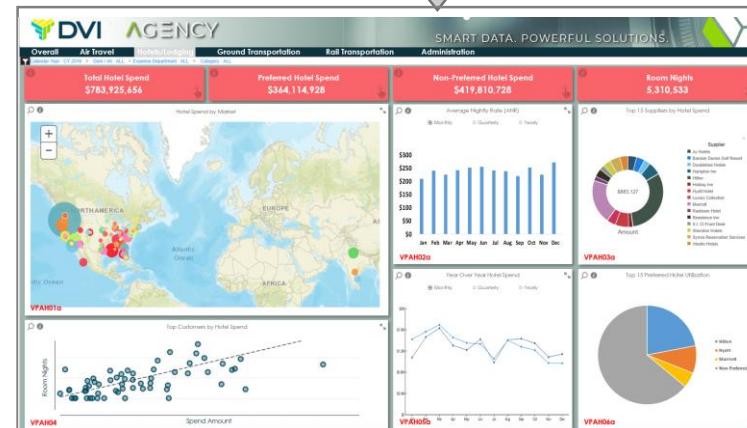
Note: "<>" indicate that the title changes depending on the choice selected. For example, the <Supplier Name> would be "Delta" if the user selected "Delta."



By clicking on a specific segment on the segmented bar, you will be directed to the corresponding tab in VP Agency **in a new tab** with specific parameters passed. See the right-hand examples.

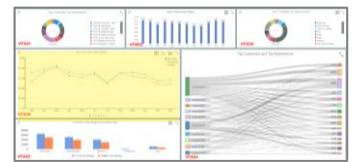


Example: user selects "Delta" segment on the Airfare bar and is directed to the Air Tab with "Supplier=Delta" as the filter parameter **in a new tab**.

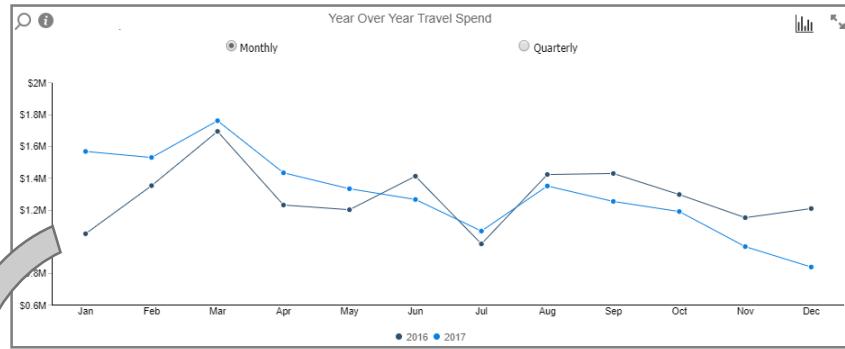


Example: user selects "Hilton" segment on the Hotel bar and is directed to the Hotel Tab with "Supplier=Hilton" as the filter parameter **in a new tab**.

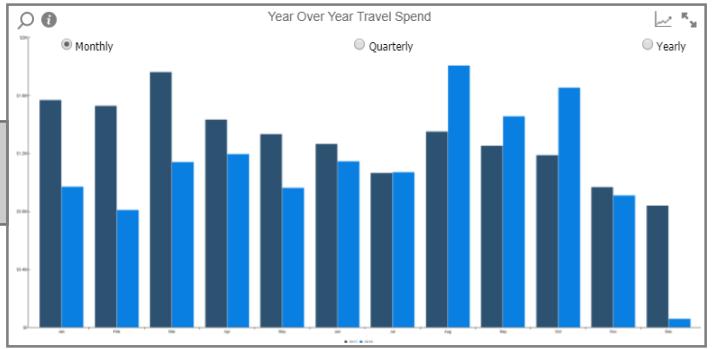
VPA004 – Year Over Year Travel Spend – Drill Down Path



VPA004A



VPA004A can be switched to bar view in VPA004B. If possible, please make the lines "smooth" in VPA004A.
Note: VPA004A intentionally does not have a "Yearly" radio button – please leave this omitted.



VPA004B

Month: February
Total: \$2,000,000
% Change YoY: +10.0%
of Bookings: 5,000,000
% Change YoY: +10.0%

[Show YoY Comparison by Customer](#)

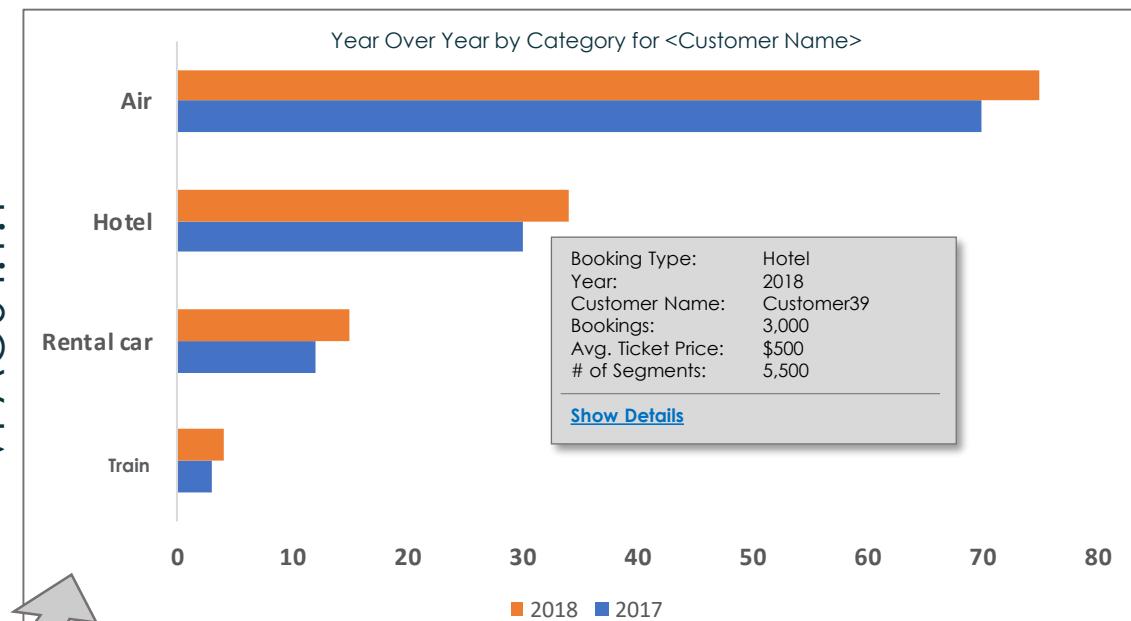
Note: The top line can be Month, Quarter, or Year.

VPA04.1



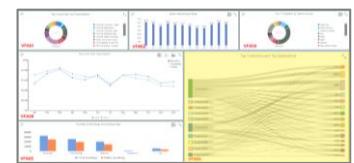
Note: VPA04.1 detailed features can be seen in the next slide.

VPA04.1.1

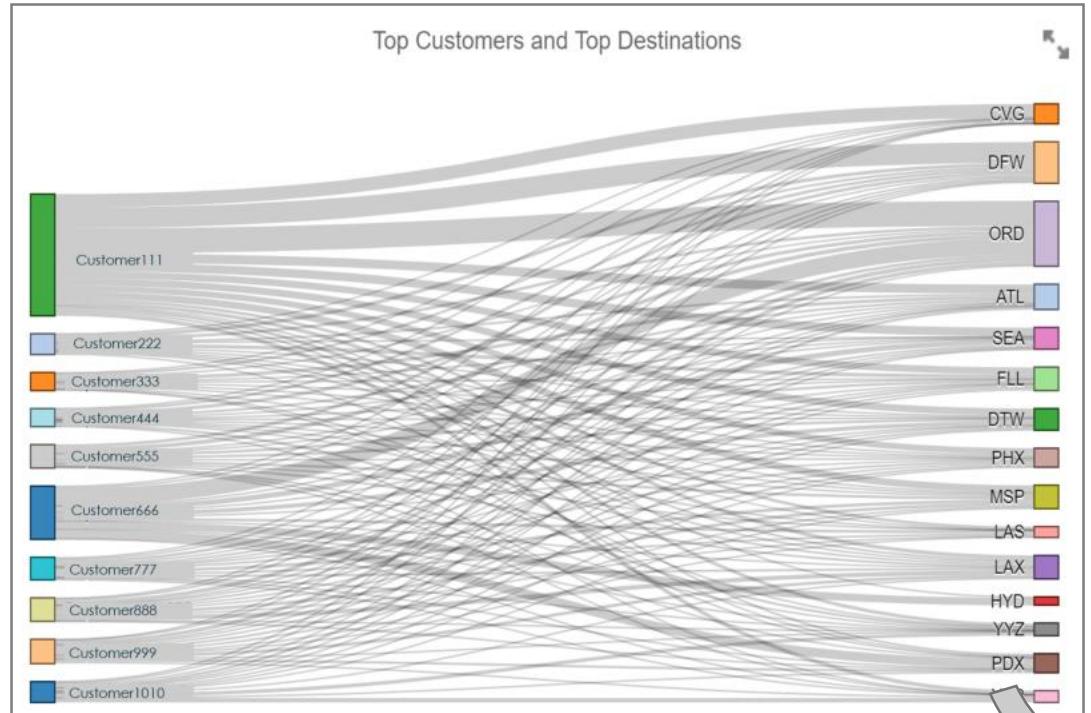


Show Detail Links User to the top level of the appropriate VPA [Tab](#), passes the **Customer Name** and **Year** as the filter criteria.

VPAO06 – Top Customers and Top Destinations – Drill Down Path

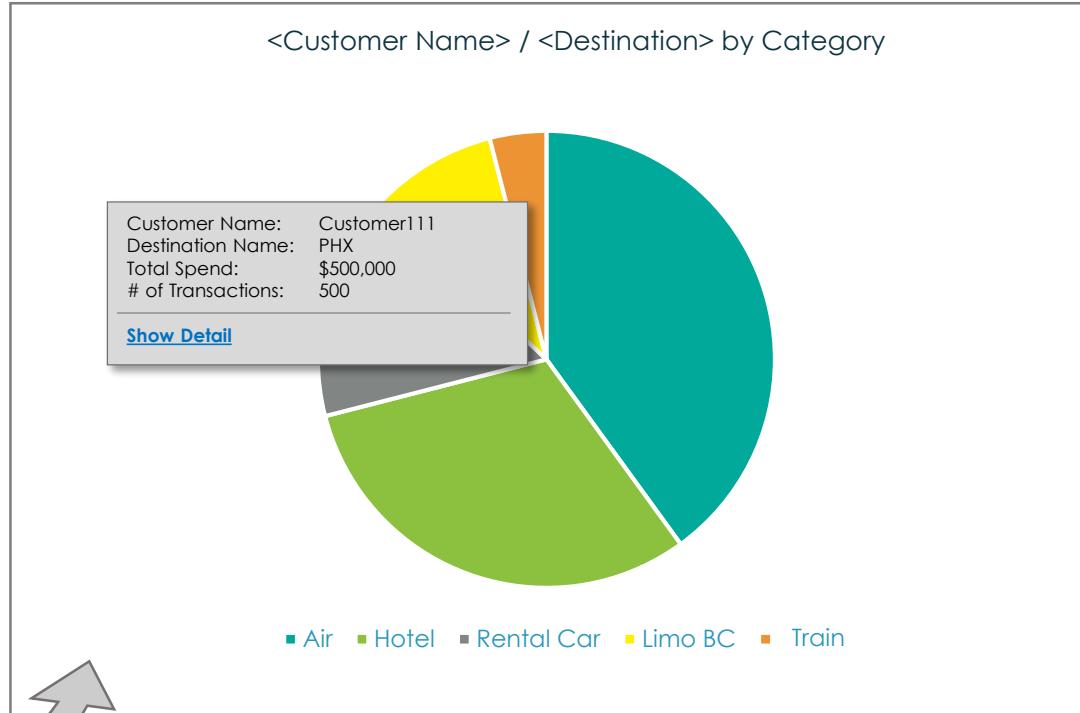


VPAO06



By choosing "Show Detail" on the VPAO06 Hover over, you will be directed to the "Customer Name / Destination by Category" chart.

VPAO06.1



Links to appropriate Tab with either **customer name** or **destination name** or **both** passed as a variable.

Note: "<>" indicate that the title changes depending on the choice selected. For example, the <Customer Name> would be "Customer111" if the user selected "Customer111."

If the user hover overs the Customers, this hover over will show:

Customer Name: Customer111
Total Spend: \$100,000,000
of Transactions: 10,000

[Show Detail](#)

If the user hover overs one of the gray paths, this hover over will show:

Customer Name: Customer111
Destination Name: PHX
Total Spend: \$500,000
of Transactions: 500

[Show Detail](#)

If the user hover overs the Destination, this hover over will show:

Destination: PHX
Total Spend: \$80,000
of Transactions: 1,000

[Show Detail](#)