

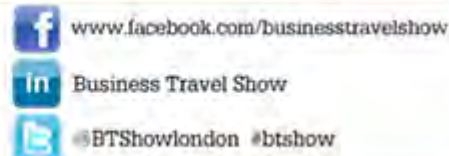


## How to leverage Expense Management Integration to drive travel policy compliance and cost savings

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## lev-er-age

[ le-və-rij, lē-; lev-rij, lēv-] *noun*

The power or ability to act or influence people, events or decisions.



What is your adoption rate?



- European Online SBT Average is around 30%
- The Expense system is at 100% - Always

What is your leakage?



# Why is End-to-End important?



# Hotel Program – was it honoured?

## Upcoming Hotel Reservations with Rates in Excess of Negotiated Rate

Potential Refunds by Hotel				
Booking Currency	Hotel Vendor	Estimated Cost	Potential Refund	%
CAD	Sheraton	1,440.00	-440.00	30.6%
<b>CAD</b>		<b>1,440.00</b>	<b>-440.00</b>	<b>30.6%</b>
Booking Currency	Hotel Vendor	Estimated Cost	Potential Refund	%
EUR	Hilton Intl	480.00	-45.00	9.4%
<b>EUR</b>		<b>480.00</b>	<b>-45.00</b>	<b>9.4%</b>
Booking Currency	Hotel Vendor	Estimated Cost	Potential Refund	%
USD	Aloft Hotels	1,012.00	-220.00	21.7%
	Crowne Plaza	278.00	-40.00	14.4%
	Doubletree	1,474.56	-355.56	24.1%
	Embassy Suites	4,749.20	-845.20	17.8%
	Extended Stay	524.95	-129.95	24.8%
	Hampton Inns	4,649.60	-1,509.60	32.5%
	Hilton	3,131.04	-837.04	26.7%
	Hilton Garden Inn	1,173.72	-308.72	26.3%
	Holiday Inn	258.00	-28.00	10.9%
	Hyatt	1,910.20	-170.20	8.9%
	Marriott	1,139.70	-119.70	10.5%
	Renaissance Intl	2,344.00	-280.00	11.9%
	Sheraton	631.20	-39.20	6.2%
	Sierra Hotels	1,112.00	-80.00	7.2%
	TravelCLICK	1,032.00	-80.00	7.8%
<b>USD</b>		<b>25,420.17</b>	<b>-5,043.17</b>	<b>19.8%</b>

- How do you know if your free Wi-Fi was included and not actually charged?
- The Expense system could tell you, if it knows the rate code

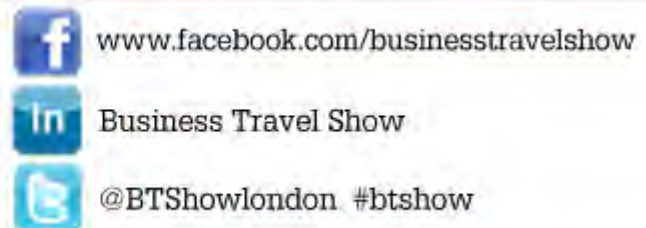


What is the payoff?



Thank you for your attention!

Questions?





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