



TRAVELTRAX Product Review Session

TRX World

Technology Summit

27 – 29 April 2009

JW Marriott, Buckhead

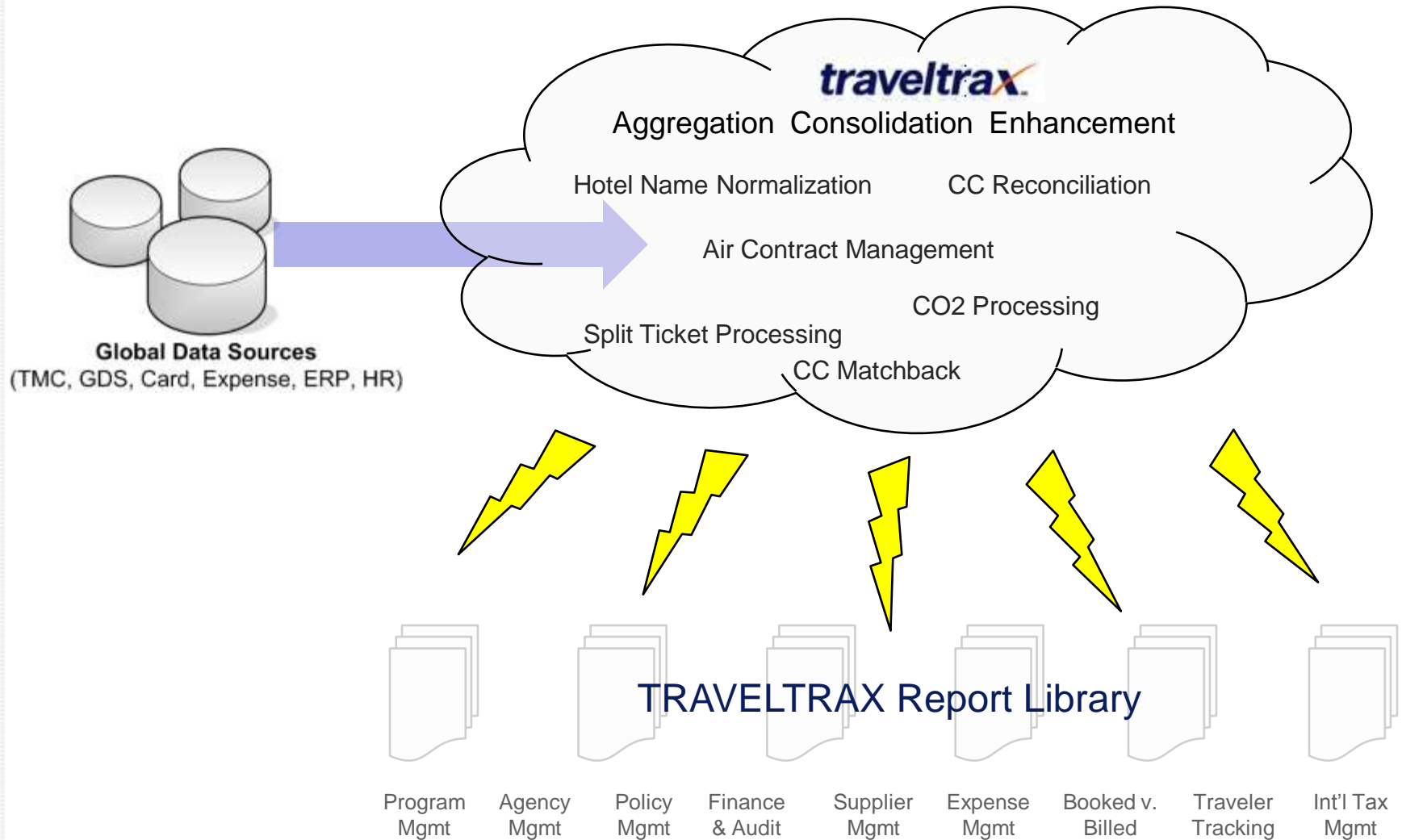
Atlanta, Georgia

Agenda

- > **Product Overview**
- > **Best Practices**
- > **Did You Know?**
- > **Upcoming Feature Preview**
- > **New Feature Discovery**
- > **Q&A**

TRAVELTRAX Product Overview – The Cloud

The continued evolution of the Software as a Service (Saas) delivery platform.



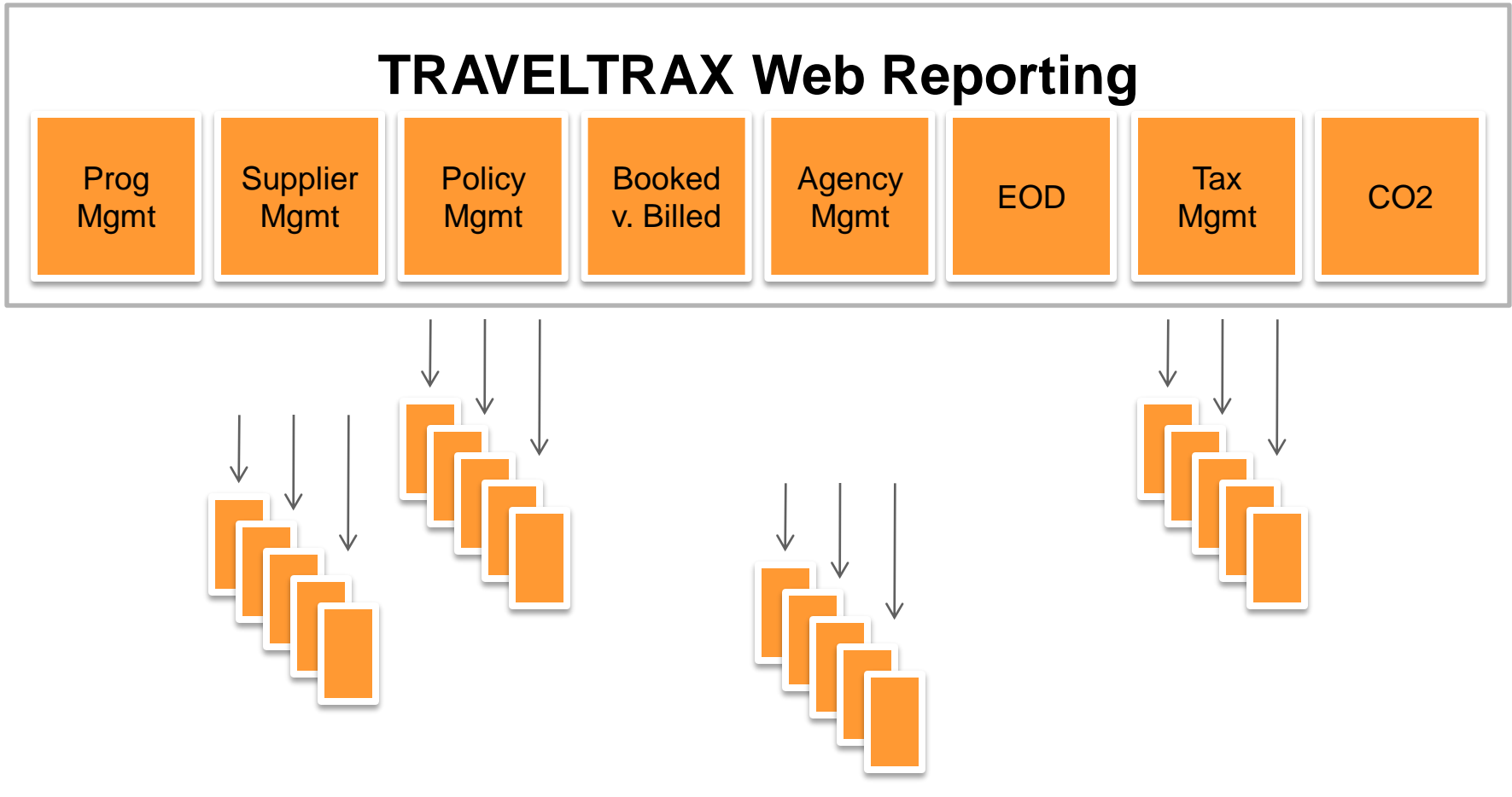
TRAVELTRAX Product Overview

The leading industry report platform that automates the aggregation, consolidation, enhancement of raw data and transforms it into meaningful information.

Aggregation & Consolidation	Data Enhancements	Report Packages
<ul style="list-style-type: none">▪ Agency Back Office▪ GDS▪ Card Program and Financial▪ Direct Vendor▪ ERP▪ HR▪ Expense▪ Healthcare	<ul style="list-style-type: none">▪ Hotel Name Normalization▪ Credit Card Matchback▪ Air Contract Processing▪ Split Ticket Processing▪ CO2 Processing	<ul style="list-style-type: none">▪ Agency Management▪ Supplier Management▪ Program Management▪ Policy Management▪ Traveler Security & Tracking▪ Booked vs. Billed▪ Expense Management▪ International Tax Management▪ Data Scorecards

TRAVELTRAX Product Overview

TRAVELTRAX Web Reporting



TRAVELTRAX Report Packages

TRAVELTRAX Product Overview

New Navigation and Report Packages



File Edit View Profiles Admin Multiselect Data Scorecard Finance and Audit Policy Management

Multiselect

Please select the items below.

Profile Name ABC Corporation

View Reports

Action Run

- + Agency Management and Audit
- + Airline Contract Management
- + Data Scorecard
- + Finance and Audit
- + Policy Management

TRAVELTRAX Best Practices

Implement a repeatable methodology to drive change across your travel program:

1. Measure your current program state and create a benchmark

2. Create new goals by analyzing trends and performing ‘what if’ analysis against the benchmark

3. Garner support from new corporate stakeholders with your quantitative results

4. Implement the modified/new policies

5. Enforce policies through consistent and accurate reporting

6. Measure achievement of your goals and count savings

TRAVELTRAX Best Practices

Apply this methodology towards the actionable situations that matter most to your Travel Program:

- 1. Advance Purchase**
- 2. Air Contract Management**
- 3. Online Booking Tool Adoption**
- 4. Booked vs. Billed Supplier Spend Analysis**
- 5. Lowest Logical Airfare Selection**
- 6. Adding non-preferred hotels to your travel program**
- 7. Developing new Expense policy**

Did you know?

In addition to the core functions of consolidating data and launching configured reports, TRAVELTRAX provides the following features:

- > Support for multiple report outputs (PDF, Excel, Xcelsius, Flex)
- > Ability to perform data edits directly to the TRAVELTRAX Database
- > One time, or scheduled report extracts for purposes such as ARC Reporting or Expense Management integration
- > Adhoc report generation via the online web interface
- > Multilingual support
- > Multi-currency capability

Product Roadmap - Current Feature Review

- > **TRAVELTRAX Web Reporting v6.0 (April 2009)**
 - Profile Security Optimization and Search Enhancement
 - Security Enhancement - SHA1 to SHA2 (SHA256) Password hashing
 - Expense Data, Phase 1 – universal expense data compatibility
 - Dashboards and Reports
 - Executive Overview Dashboard
 - Multilingual support
 - Child Module redesign

- > **TRAVELTRAX Desktop Reporting v6.0 (April 2009)**
 - Profile Security Optimization and Search Enhancement

Product Roadmap - Future Feature Preview

- > **Business Objects Xcelsius 2008 compliance**
- > **DART/Ad Hoc reporting optimization via removal of Active X controls**
- > **Dashboards and Reports**
 - Expense Management
 - Billed to Expensed
 - CO2 Dashboard
 - Executive Key Performance Indicator (KPI) Platform
 - Online booking tool adoption
 - Traveler awareness enhancement
- > **Expense Data, Phase 2 – automated data consolidation (PeopleSoft)**
- > **Direct GDS/pre-trip data connectivity (via CORREX)**
- > **Hotel Name Normalization, Phase 2 - credit card data support**
- > **Microsoft Office 2007 compliance**
- > **Microsoft Vista compliance**
- > **Profile optimization and search enhancement**
- > **Pre-trip authorization email functionality**
- > **TRAVELTRAX Professional data architecture upgrade**

Product Roadmap – Future Feature Preview



CARBON FOOTPRINT

Period 1: 1 Jan 2008 - 30 Jun 2008
Currency: USD

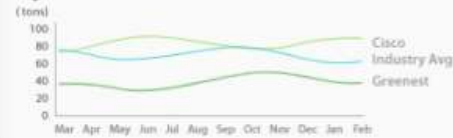
Business Unit: Corporate

	CO ₂ Emissions (in tons)			Spend (in millions)	Trips (count)	Savings (in millions)	CO ₂ Savings (in tons)
	Cisco	Indsty Avg	Greenest				
Current Totals:	326.3	215.6	180.6	87.9	13,790	--	--
Adjusted Totals:	232.6	215.6	180.6	62.3	10,235	3.6	14.3

Top Cities Pairs: Co₂ Emissions

City Pair	CO ₂ Emissions (in tons)			Spend (in millions)	Trips (count)	Spend Reduction (in millions)	CO ₂ Reduction (in tons)
	Cisco	Indsty Avg	Greenest				
Atlanta - Berlin	3,200	3,200	3,200	13.4	3,200	-	-
Sydney - London	4,300	4,300	4,300	12.8	4,300	-	-
Atlanta - Sydney	1,200	1,200	1,200	10.2	700	1.2	1,200
Atlanta - London	1,800	1,800	1,800	8.7	1,800	-	-
St. Louis - Los Angeles	1,700	1,700	1,700	8.6	1,700	-	-
Chicago - Berlin	1,400	1,400	1,400	5.4	500	0.8	1,400
Berlin - St. Louis	1,200	1,200	1,200	4.3	1,200	-	-
London - Chicago	900	900	900	4.2	900	-	-
Atlanta - Berlin	800	800	800	4.0	800	-	-
Sydney - London	700	700	700	3.6	700	-	-
Atlanta - Sydney	700	700	700	2.1	700	-	-
Atlanta - London	900	900	900	1.2	0	1.6	900
St. Louis - Los Angeles	700	700	700	1.0	700	-	-
Chicago - Berlin	600	600	600	0.8	600	-	-
Berlin - St. Louis	600	600	600	0.4	600	-	-
Chicago - Berlin	600	600	600	0.8	600	-	-
Berlin - St. Louis	600	600	600	0.4	600	-	-

CO₂ Emissions (ton)



Emissions Offset

To offset emissions of **326.3 tons**

Or an area equivalent to **2.4 times** the size of Delaware.

You would need to plant **43,576 trees**

See: Something scientific

- To offset emissions of:
- > 1 cross-country flight
 - > 1 trans-atlantic flight
 - > 1 50-mile road trip
 - > 1 night in a hotel room
 - > 1 national conference

- You would need to plant:
- 248 trees
 - 356 trees
 - 278 trees
 - 213 trees
 - 4,567 trees

ONLINE BOOKING ADOPTION

Period 1: 1 Jan 2008 - 30 Jun 2008
Currency: USD

Business Unit: Corporate

Abc Corporation | Generated 6 June 2008

Category	BOOKING MARKET SHARE		BOOKING REVENUE		Total	Adjusted	Add'l Rev. Cost
	Online	Offline	Online	Offline			
Current:	50.0%	50.0%	1,000,000	\$12,500	3,112,500	1,880,000	612,500
Adjusted:	50.0%	50.0%	1,000,000	\$12,500	3,112,500	1,880,000	147,500

Sydney - London (12% of total CO₂ emissions)

TOTALS (trips)	Spend (in millions)	CO ₂ Emiss. (in tons)	
Current:	45,000	13.4	3,200
Adjusted:	35,000	12.1	2,400

AIR (segments)

Segment	32,000	32.6	32.6
Cochair	12,000	32.6	32.6
Business	4,500	32.6	32.6
First Class	45,000	32.6	32.6

CAR (rental days)

Rental Type	32,000	32.6	32.6
Economy	12,000	32.6	32.6
Compact	4,500	32.6	32.6
Full-size	45,000	32.6	32.6

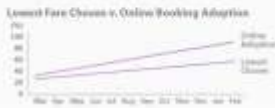
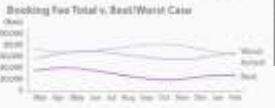
HOTEL (room nights)

Room Type	32,000	32.6	32.6
Single	12,000	32.6	32.6
Double	4,500	32.6	32.6
Suite	45,000	32.6	32.6

RESET ALL Trips for this city pair

ONLINE BOOKING ADOPTION

Period 1: 1 Jan 2008 - 30 Jun 2008
Currency: USD



City Pair	Current	Adjusted	Current	Adjusted	Current	Adjusted
Atlanta - Berlin	3,200	3,200	3,200	3,200	13.4	13.4
Sydney - London	4,300	4,300	4,300	4,300	12.8	12.8
Atlanta - Sydney	1,200	1,200	1,200	1,200	10.2	10.2
Atlanta - London	1,800	1,800	1,800	1,800	8.7	8.7
St. Louis - Los Angeles	1,700	1,700	1,700	1,700	8.6	8.6
Chicago - Berlin	1,400	1,400	1,400	1,400	5.4	5.4
Berlin - St. Louis	1,200	1,200	1,200	1,200	4.3	4.3
London - Chicago	900	900	900	900	4.2	4.2
Atlanta - Berlin	800	800	800	800	4.0	4.0
Sydney - London	700	700	700	700	3.6	3.6
Atlanta - Sydney	700	700	700	700	2.1	2.1
Atlanta - London	900	900	900	900	1.2	1.2
St. Louis - Los Angeles	700	700	700	700	1.0	1.0
Chicago - Berlin	600	600	600	600	0.8	0.8
Berlin - St. Louis	600	600	600	600	0.4	0.4
Chicago - Berlin	600	600	600	600	0.8	0.8
Berlin - St. Louis	600	600	600	600	0.4	0.4

Rate Rules

Rate Rule	Current	Adjusted	Current	Adjusted
Coach	12,000	12,000	32.6	32.6
Business	4,500	4,500	32.6	32.6
First Class	45,000	45,000	32.6	32.6

HOTEL

Room Type: 25.0
Rate: \$2,000
Occupancy: 62%

Reset All Trips for this city pair

New Feature Discovery – Booked vs Billed

Booked To Billed

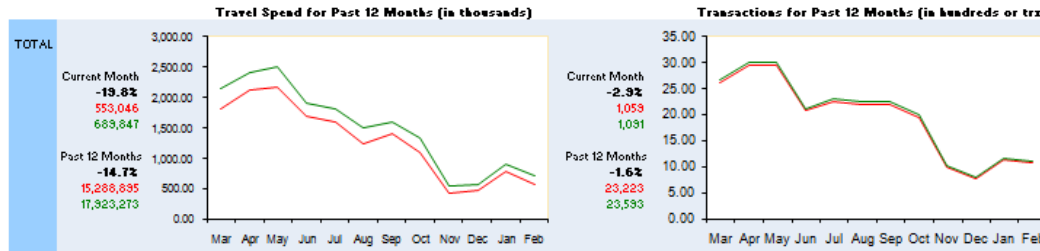
Report Date: Past 12 Months 3/1/2008 TO 2/28/2009
 Report Date: Current Month 2/1/2009 TO 2/28/2009
 Monetary Values in USD Currency

Level 1: ALL | Level 2: ALL | Level 3: ALL | Level 4: ALL | Level 5: ALL | Level 6: ALL | Level 7: ALL | Level 8: ALL | Level 9: ALL | Level 10: ALL

Enable Credit Card Matchback Change Variance Type

Business Unit Selected: Level 2: ALL
 Match/Unmatch Selection: Unmatched
 Variance Type Selected: Matched Financial

■ Booked ■ Billed



New Feature Discovery – Booked vs Billed

Booked To Billed						
Report Date: Current Month 2/1/2009 TO 2/28/2009						
Monetary Values in USD Currency						
Return To Main Dashboard			Business Unit Selection: Level 2 ALL		Match/Unmatch Selection: Matched	
Airline Vendor Summary			Variance Type Selection: Financial			
Sort	↓	↓	↓	↓	↓	↓
Airline Vendor	Variance %	Variance Amount	Booked Transactions	Booked Amount	Billed Transactions	Billed Amount
AEROFLOT RUSSIAN	0.0%	0	1	-669	1	-669
AEROLINEAS GALAPAGOS	0.0%	0	1	102	1	102
AEROMEXICO	0.0%	0	2	589	2	589
AIR CANADA	0.0%	0	7	3,229	7	3,229
AIR FRANCE	0.0%	0	2	0	2	0
AIRTRAN AIRLINES	0.0%	0	2	328	2	328
ALASKA	0.0%	0	2	215	2	215
AMERICAN	0.1%	206	268	185,955	267	185,749
AVIANCA	0.0%	0	1	261	1	261
BMI	0.0%	0	2	452	2	452
BRITISH AIRWAYS	0.0%	0	22	85,638	22	85,638
CONTINENTAL	6.8%	2,536	44	39,616	43	37,080
COPA - PANAMENA	0.0%	0	2	1,522	2	1,522
DELTA AIR LINES	1.9%	957	114	51,375	112	50,419
IBERIA	0.0%	0	1	745	1	745
JET AIRWAYS	0.0%	0	4	10,578	4	10,578
JET BLUE AIRWAYS	0.0%	0	11	2,452	11	2,452
LAN CHILE	0.0%	0	1	390	1	390
MIDWEST EXPRESS	0.0%	0	2	853	2	853
NORTHWEST AIR	0.0%	0	16	8,206	16	8,206
QANTAS AIRWAYS	0.0%	0	4	51,289	4	51,289
SAUDI ARABIAN	0.0%	0	1	872	1	872
SINGAPORE AIR	0.0%	0	2	8,206	2	8,206
SN BRUSSELS AIRLINES	0.0%	0	1	266	1	266
SOUTHWEST AIR	0.0%	0	16	3,300	16	3,300
SWISS	0.0%	0	1	-7,560	1	-7,560
UNITED AIRLINES	0.0%	0	34	12,281	34	12,281
US AIRWAYS	0.0%	0	25	7,630	25	7,630
Total	0.8%	3,699	589	468,122	585	464,423

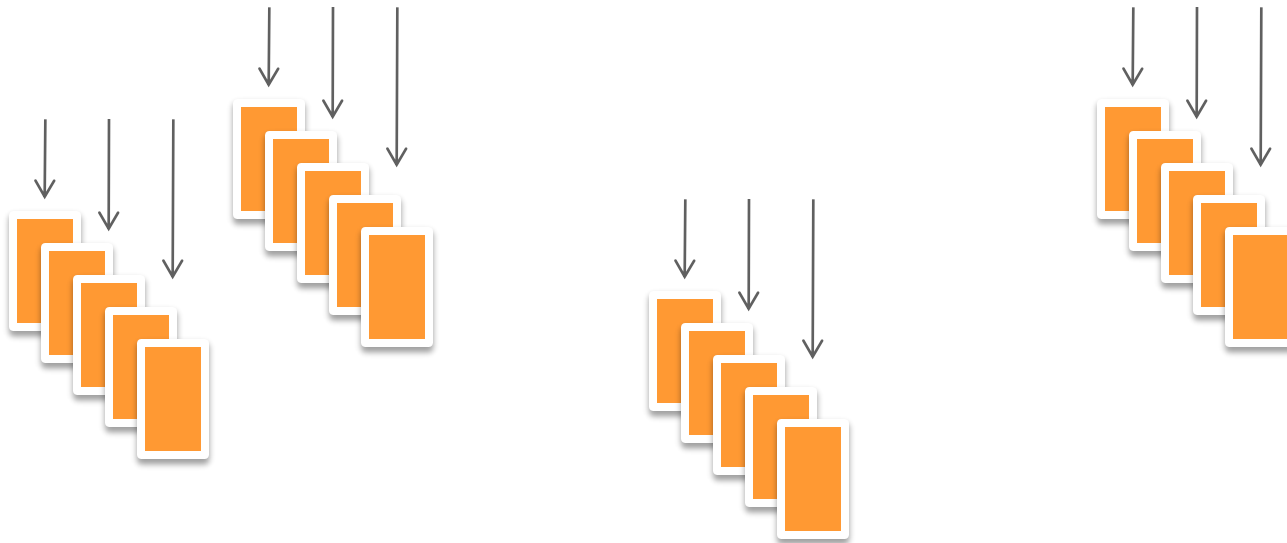
New Feature Discovery – Booked vs Billed

Booked To Billed										
Report Date: Current Month 2/1/2009 TO 2/28/2009							Dev_Match2BookedToBilled4 Monetary Values in USD Currency			
Return To Main Dashboard		Return	Business Unit Selection: Level 2 ALL							
				Match/Unmatch Selection: Matched						
				Airline Vendor Selection: SOUTHWEST AIR						
Traveler Air Detail Matched										
Sort	↓	↓	↓	↓						
Traveler	Variance %	Variance Amount	Booked Amount	Billed Amount	Transaction Date	Ticket Number	Routing	Departure Date	Class	Record Locator
TRAVELER/MICHAEL	0.0%	0	479.20	479.20	2/9/2009	533833366	BWWSTL/BWI	2/10/2009	COACH	CRKOBZ
TRAVELER/MICHAEL	0.0%	0	371.80	371.80	2/18/2009	1788306066	BWWSTL/BWI	3/3/2009	COACH	OLCUWM
TRAVELER/MICHAEL	0.0%	0	243.20	243.20	2/9/2009	8391476146	PIT/MCO/PIT	3/8/2009	FIRST CLAS	MTSQWY
TRAVELER/MICHAEL	0.0%	0	219.20	219.20	2/10/2009	534627516	STL/DTW/STL	2/25/2009	FIRST CLAS	CDMLAT
TRAVELER/MICHAEL	0.0%	0	218.60	218.60	2/9/2009	7251879676	PHX/SFO	2/10/2009	COACH	NMNSWX
TRAVELER/MICHAEL	0.0%	0	211.70	211.70	2/19/2009	1789754916	STL/OMA/STL	3/9/2009	COACH	NVPXJV
TRAVELER/MICHAEL	0.0%	0	211.70	211.70	2/19/2009	3349009956	STL/OMA/STL	3/9/2009	COACH	LPBTNI
TRAVELER/MICHAEL	0.0%	0	211.70	211.70	2/20/2009	5134928396	STL/OMA/STL	3/9/2009	COACH	LNZUKE
TRAVELER/MICHAEL	0.0%	0	207.20	207.20	2/20/2009	1790981816	STL/MCVSTL	2/26/2009	COACH	BTZUVO
TRAVELER/MICHAEL	0.0%	0	189.70	189.70	2/26/2009	5141951636	HOU/SAT/HOU	3/16/2009	FIRST CLAS	BABTWH
TRAVELER/MICHAEL	0.0%	0	169.70	169.70	2/24/2009	4012882016	STL/OMA/STL	3/25/2009	COACH	IWOGQX
TRAVELER/MICHAEL	0.0%	0	168.70	168.70	2/13/2009	3342503266	STL/DAL/STL	3/1/2009	FIRST CLAS	CLSLOA
TRAVELER/MICHAEL	0.0%	0	119.20	119.20	2/3/2009	6364194566	BUR/SJC/BUR	2/17/2009	COACH	FPLSPI
TRAVELER/MICHAEL	0.0%	0	119.20	119.20	2/17/2009	8402564106	BUR/SJC/BUR	3/3/2009	COACH	GHLNGZ
TRAVELER/MICHAEL	0.0%	0	79.60	79.60	2/2/2009	4990050616	JAX/FLL	2/25/2009	COACH	DARRLE
TRAVELER/MICHAEL	0.0%	0	79.60	79.60	2/5/2009	6366483886	STL/MCI	3/6/2009	COACH	NMSNON
Total	0.0%	0	3,300.00	3,300.00						

TRAVELTRAX Product Overview

TRAVELTRAX Web Reporting

KPI Dashboard



TRAVELTRAX Report Packages

> **General Questions**

- What aspects of the tool are most important for you
- What functionalities are lacking
- Are questions on how to better use certain functions of the tool

> **Specific Product Questions**

> **DEMO**