

Travel GPA Report Card - Travel GPA 2010

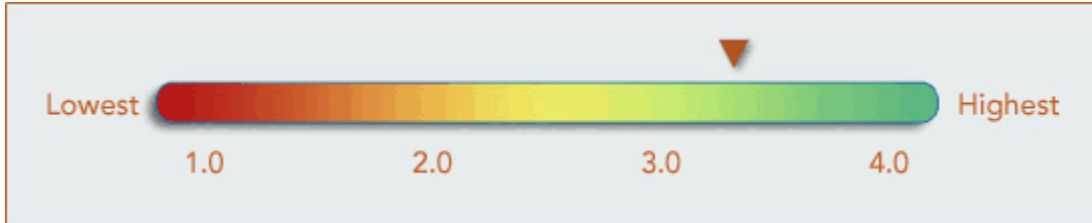


The following report card is based on real-time travel spend comparisons to companies based on the benchmark selections that you chose on the Produce Report Card screen.

Travel Period: Jan 2010 - Jul 2010

Score

Travel GPA 2010 has compiled a Travel GPA of **3.3**



Your Travel GPA classification is **EXCELLENT**

Your Travel GPA is higher than **90%** of companies with similar travel spend.

Congratulations! Thanks to your high Travel GPA, your company's travel program scores in the top percentage of all companies based on your selected benchmark criteria. You have set reasonable goals for your air, car, and hotel spend and have been able to achieve those goals over the course of your report card evaluation period that you selected. With your high Travel GPA, the travel program that is in place for your company is providing the results that were expected. Continued tweaking and fine-tuning in those metrics where you scored lower will further improve your GPA over time.

Overall Metrics and Budget

Air Travel

Number of Tickets	2,343
Total Air Spend	\$1,236,409
Average Ticket Price	\$527.70
Savings	\$2,759,277
Savings Percent	223%
Savings Lost	\$99,829
Savings Lost Percent	8%
Negotiated Savings	\$28,361

Hotel

Number of Stays	1,303
Number of Nights	2,404
Total Spend	\$288,383
Avg Cost / Night	\$119.96

Car Rental

Number of Rentals	1,146
Number of Days	2,610
Total Spend	\$125,230
Avg Cost / Day	\$47.98

Online vs. Agent

	Online	Agent
Avg Domestic Air Ticket Price	\$470.75	\$468.41
Avg Intl Air Ticket Price	\$1,316.20	\$1,106.26
Avg Transborder Air Ticket Price		
Avg Domestic Hotel Cost / Night	\$119.24	\$120.35
Avg Intl Hotel Cost / Night	\$114.82	\$128.08
Avg Domestic Car Cost / Day	\$47.67	\$48.62
Avg Intl Car Cost / Day	\$45.84	\$37.14

Air Budget		Total Spend	Average Ticket Cost
Domestic Air	Budget	\$875,000	\$475.00
	Actual	\$824,630	\$469.61
	Difference	-\$50,370	
	Variance	-5.76%	
International Air	Budget	\$437,500	\$1,200.00
	Actual	\$411,778	\$1,200.52
	Difference	-\$25,722	
	Variance	-5.88%	
Total Air	Budget	\$1,312,500	
	Actual	\$1,236,409	
	Difference	-\$76,091	
	Variance	-5.80%	

Hotel Budget

	Total Spend	Avg Cost / Night
Budget	\$291,667	\$110.00
Actual	\$288,383	\$119.96
Difference	-\$3,284	
Variance	-1.13%	

Car Budget

	Total Spend	Avg Cost / Day
Budget	\$145,833	\$45.00
Actual	\$125,230	\$47.98
Difference	-\$20,603	
Variance	-14.13%	

Goal Analysis

Goal Metrics GPA: 3.40

Category	Actual	Goal	Grade	Weight Towards GPA	Importance	Grade (1-100)	Benchmark Avg.
7 Day Advance Dom. Ticket Purchase	73.63%	70%	4.00	13.70%	10	100+	66%
Acceptance of Low Fare	77.89%	80%	3.74	12.33%	9	97	81%
Online Booking Adoption Rate	51.08%	45%	4.00	9.59%	7	100+	27%
Preferred Domestic Carrier Compliance	61.28%	55%	4.00	6.85%	5	100+	
Preferred Intl Carrier Compliance	39.65%	40%	3.91	2.74%	2	99	
Trips with Hotel Booking	44.56%	50%	2.91	5.48%	4	89	53%
Preferred Hotel Chain Compliance	34.23%	35%	3.78	4.11%	3	98	
Midscale w/ F&B Hotel Bookings	15.12%	30%	1.00	10.96%	8	50	29%
Preferred Car Rental Compliance	97.91%	95%	4.00	9.59%	7	100+	
Intermediate Car Class Rentals	82.11%	80%	4.00	12.33%	9	100+	76%
Ticket Exchanges	11.62%	10%	2.61	12.33%	9	86	12%
Ticket Refunds	1.19%	0%					2%

Compliance

Preferred Domestic Carrier Compliance

Carrier	Actual	Goal
American	26.20%	25%
US Airways	35.08%	30%

Preferred International Carrier Compliance

Carrier	Actual	Goal
US Airways	13.70%	15%
American	25.95%	25%

Carrier Contract Compliance

Market	Carrier	Spend	Share	Goal
Charlotte - Chicago OHare	US Airways	\$48,871	76.22%	80%
Charlotte - Dallas-Ft Worth	American	\$25,803	36.88%	40%
	US Airways	\$37,398	56.74%	50%

Preferred Hotel Chain Compliance

Hotel Chain	Actual	Goal
Courtyard By Marriott	34.23%	35%
	0.00%	0%

Hotel Property Compliance

Hotel Property	City / State / Country	This Property		This Market		Share	Goal
		Nights	Spend	Nights	Spend		
COURTYARD HICKORY	HICKORY, NC	111	12,489	250	24,505	44.4%	50%
DOUBLETREE SUITES	OMAHA, NE	25	2,337	46	5,230	54.4%	0%
HYATT REGENCY DALLAS	DALLAS-FT WORTH, TX	55	5,445	414	45,032	13.3%	0%

Preferred Car Rental Compliance

Rental Company	Actual	Goal
Avis	97.91%	95%
	0.00%	0%

Benchmark Analysis

Industry Benchmark GPA: 3.11

Average Cost Differences	Difference	Grade	Weight Towards GPA	Your Company	Benchmark Average	Cost Difference	Your # Items	Benchmark # Items	BM # Companies
Domestic Air Cost	7.10%	2.80	49.12%	\$442.50	\$413.06	\$29.44	1,698	183,319	139
International Air Cost	-41.10%	3.68	25.48%	\$1,159.97	\$1,968.70	\$-808.73	336	22,860	140
Transborder Air Cost	-100.00%	4.00	0.00%	\$0.00	\$687.39	\$-687.39	0	3,781	61
Nightly Hotel Cost	-4.80%	3.29	18.85%	\$119.96	\$126.05	\$-6.09	1,303	85,779	61
Daily Car Cost	7.50%	2.76	6.55%	\$47.22	\$43.92	\$3.30	945	68,020	123

Domestic	Your Company	Comparison Benchmark Avgs
Total Spend	\$751,362	\$544,756
Number of Tickets	1,698	1,319
Avg Ticket Cost	\$442.50	\$413.06
Avg Cost per Segment	\$224.13	\$205.47
Number of Segments	3,436	2,364
Number of Miles	3,898,592	2,390,303
Avg Cost per Mile	\$0.20	\$0.20

Class Policy: Economy, Shuttle

International	Your Company	Comparison Benchmark Avgs
Total Spend	\$389,752	\$321,460
Number of Tickets	336	163
Avg Ticket Cost	\$1,159.97	\$1,968.70
Avg Cost per Segment	\$417.77	\$851.72
Number of Segments	554	276
Number of Miles	1,740,268	938,724
Avg Cost per Mile	\$0.13	\$0.25

Class Policy: Economy, Premium Economy, Business

Transborder	Your Company	Comparison Benchmark Avgs
Total Spend	\$0	\$42,607
Number of Tickets	0	62
Avg Ticket Cost	\$0.00	\$687.39
Avg Cost per Segment	\$0.00	\$327.80
Number of Segments	0	99
Number of Miles	0	104,147
Avg Cost per Mile	\$0.00	\$0.31

Class Policy: All

Overall	Your Company	Comparison Benchmark Avgs
Total Spend	\$1,122,310	\$868,912
Number of Tickets	2,025	1,479
Avg Ticket Cost	\$554.23	\$587.44
Avg Cost per Segment	\$248.54	\$236.15
Number of Segments	3,977	2,598
Number of Miles	5,590,580	3,119,373
Avg Cost per Mile	\$0.18	\$0.20

Class Policy: Economy, Premium Economy, Shuttle



Benchmark Comparison by City Pair Market

Market Pair	Your Company					Comparison Benchmark Avgs				
	Total Spend	# Segs	# Miles	Cost / Seg	Cost / Mile	Total Spend	# Segs	# Miles	Cost / Seg	Cost / Mile
Dallas-Ft Worth - Chicago OHare	\$16,855	72	57,744	\$234.10	\$0.29	\$3,879	18	14,198	\$219.20	\$0.27
Dallas-Ft Worth - Omaha	\$39,119	154	92,161	\$254.02	\$0.42	\$2,799	12	6,938	\$242.43	\$0.40
Charlotte - Chicago OHare	\$51,131	268	160,532	\$190.79	\$0.32	\$4,030	23	13,740	\$175.36	\$0.29
Charlotte - Dallas-Ft Worth	\$51,503	263	248,342	\$195.83	\$0.21	\$2,787	14	13,467	\$194.92	\$0.21



Hotel Comparison	Your Company	Comparison Benchmark Avgs
Total Spend	\$288,383	\$398,253
Number of Stays	1,303	1,406
Hotel Nights	2,404	3,160
Avg Cost per Night	\$119.96	\$126.05
Avg Nights per Stay	2	2

Car Rental Comparison	Your Company	Comparison Benchmark Avgs
Total Spend	\$100,208	\$76,174
Number of Rentals	945	553
Rental Days	2,122	1,734
Avg Cost per Day	\$47.22	\$43.92
Avg Days per Rental	2	3

Car Types: Intermediate, Standard

Goals Summary - Positive Factors

Here are the top factors that raised your Travel GPA based on your stated goals and corresponding weights that you assigned to each metric.

Category	Actual	Goal	Grade	Weight Towards GPA	Benchmark Avg.
7 Day Advance Dom. Ticket Purchase	73.63%	70%	4.00	13.70%	66%
Acceptance of Low Fare	77.89%	80%	3.74	12.33%	81%
Online Booking Adoption Rate	51.08%	45%	4.00	9.59%	27%
Preferred Domestic Carrier Compliance	61.28%	55%	4.00	6.85%	
Preferred Intl Carrier Compliance	39.65%	40%	3.91	2.74%	
Preferred Hotel Chain Compliance	34.23%	35%	3.78	4.11%	
Preferred Car Rental Compliance	97.91%	95%	4.00	9.59%	
Intermediate Car Class Rentals	82.11%	80%	4.00	12.33%	76%

Online Savings

By booking online, you saved **\$13,455.00** in service fees over the cost of booking with an agent.

Overall, the more goals that you achieve the higher the score will be for your Goal Metrics GPA. Since all metrics are not weighted proportionately, it is important to continue to focus on the metrics that will affect your overall travel budget the most: advance ticket purchase, acceptance of lowest fare, use of an online booking tool, and preferred suppliers for all segments of travel.

If you are using an online booking solution provided by your travel management company, then you will see just how much they have saved for you in additional transaction fees through our cost savings indicator shown in this section. As a guideline, try to establish reasonable yet attainable goals with your travel program and you will notice an above average score in both your Goal Metrics and Benchmark GPAs.

Goals Summary - Negative Factors

These are the factors that lowered your overall Travel GPA. Since all metrics are not weighted proportionately, it is important to continue to focus on the metrics that will affect your overall travel budget the most: advance ticket purchase, acceptance of lowest fare, use of an online booking tool, and preferred suppliers for all segments of travel.

If you are using an online booking solution provided by your travel management company, then you will see just how much they have saved for you in additional transaction fees through our cost savings indicator shown in this section. As a guideline, try to establish reasonable yet attainable goals with your travel program and you will notice an above average score in both your Goal Metrics and Benchmark GPAs.

Category	Actual	Goal	Grade	Weight Towards GPA	Benchmark Avg.
Trips with Hotel Booking	44.56%	50%	2.91	5.48%	53%
Midscale w/ F&B Hotel Bookings	15.12%	30%	1.00	10.96%	29%
Ticket Exchanges	11.62%	10%	2.61	12.33%	12%

Industry Statistics - Air Travel

Air Tickets	Year	Sample Size (Tickets)	Average Cost	Avg Published Fare	Savings
Domestic	2010	1,193,235	\$429.61	\$650.34	33.9%
Domestic	2009	2,534,445	\$398.21	\$1,124.61	47.6%
Domestic	2008	2,961,305	\$445.46	\$1,579.63	67.1%
Domestic	2007	2,177,694	\$426.25	\$896.65	43.6%
International	2010	232,679	\$1,670.60	\$2,170.62	23.0%
International	2009	426,362	\$1,519.87	\$1,946.51	21.9%
International	2008	483,225	\$1,774.68	\$2,913.06	34.9%
International	2007	302,594	\$1,870.75	\$2,338.61	20.0%
Transborder	2010	15,365	\$678.19	\$934.41	27.3%
Transborder	2009	10,048	\$615.62	\$1,361.92	54.3%
Transborder	2008	22,913	\$697.22	\$1,329.24	47.3%
Transborder	2007	16,971	\$661.11	\$987.36	33.0%

Air Segments	Year	Sample Size (Air Segments)	Average Cost	Avg Miles per Segment	Average Cost per Mile
Domestic	2010	2,378,400	\$208.84	1,004	\$0.21
Domestic	2009	5,033,982	\$191.04	1,018	\$0.19
Domestic	2008	6,049,235	\$206.88	1,017	\$0.20
Domestic	2007	4,488,986	\$201.23	1,032	\$0.20
International	2010	522,022	\$752.46	3,284	\$0.23
International	2009	951,438	\$678.89	3,206	\$0.21
International	2008	1,086,218	\$794.42	3,238	\$0.25
International	2007	664,810	\$862.42	3,560	\$0.24
Transborder	2010	33,325	\$310.29	1,141	\$0.27
Transborder	2009	21,058	\$284.22	1,060	\$0.27
Transborder	2008	48,284	\$309.17	1,107	\$0.28
Transborder	2007	35,149	\$292.77	1,154	\$0.26

Top Airlines - Domestic	Sample Size (Air Segments)	Average Cost	Avg Miles per Segment	Average Cost per Mile
DELTA	619,330	217.88	1,001	0.22
UNITED	406,810	227.07	1,211	0.19
US AIRWAYS	305,477	203.24	875	0.23
AMERICAN AIRLINES	284,141	216.50	1,128	0.19
SOUTHWEST AIRLINES	249,398	143.02	691	0.21
CONTINENTAL	131,512	244.52	1,157	0.21
AIR CANADA	94,535	246.91	899	0.27
ALASKA AIR	73,264	179.09	940	0.19
FRONTIER	38,144	142.21	1,024	0.14
JET BLUE	36,408	165.40	1,221	0.14

Top Airlines - International	Sample Size (Air Segments)	Average Cost	Avg Miles per Segment	Average Cost per Mile
UNITED	76,782	925.66	4,270	0.22
DELTA	74,308	820.70	3,927	0.21
AIR CANADA	55,151	584.71	2,301	0.25
AMERICAN AIRLINES	51,088	588.98	2,757	0.21
CONTINENTAL	38,302	598.77	3,215	0.19
LUFTHANSA	25,384	1,083.00	3,840	0.28
US AIRWAYS	23,102	451.84	2,438	0.19
BRITISH AIRWAYS	18,542	993.48	3,305	0.30
AIR FRANCE	13,688	1,085.35	3,612	0.30
KLM	10,154	877.41	4,100	0.21

Top Airlines - Domestic	Sample Size (Air Segments)	Average Cost	Avg Miles per Segment	Average Cost per Mile
AIR CANADA	7,950	366.27	913	0.40
UNITED	5,495	319.44	1,236	0.26
DELTA	5,110	306.43	1,312	0.23
AMERICAN AIRLINES	4,328	303.26	1,334	0.23
CONTINENTAL	3,784	278.34	1,373	0.20
US AIRWAYS	1,555	289.85	1,220	0.24
WESTJET	895	206.02	943	0.22
MEXICANA	879	211.63	1,161	0.18
AEROMEXICO	700	203.20	976	0.21
BRITISH AIRWAYS	533	217.11	483	0.45

Industry Statistics - Air Travel

Top Cities - Domestic	Sample Size (Air Segments)	Average Cost	Average Cost per Mile
Montreal - Toronto	19,273	\$168.26	\$0.54
Boston - Laguardia	18,653	\$155.80	\$0.83
Minneapolis - Chicago OHare	9,942	\$110.27	\$0.33
Laguardia - Chicago OHare	9,868	\$142.65	\$0.19
Was-National - Chicago OHare	8,863	\$166.94	\$0.27
Denver - Chicago OHare	8,631	\$167.97	\$0.18
Boston - Chicago OHare	8,126	\$152.55	\$0.18
Dallas-Ft Worth - Chicago OHare	8,106	\$221.66	\$0.27
Los Angeles - San Francisco	7,845	\$99.67	\$0.28
Boston - San Francisco	7,769	\$278.79	\$0.10

Industry Statistics - Hotel

Hotel	Year	Sample Size (Stays)	Avg Cost per Stay	Avg Cost per Night
Domestic	2010	806,680	\$288.95	\$130.45
Domestic	2009	2,502,755	\$362.05	\$127.35
Domestic	2008	1,676,287	\$323.29	\$152.43
Domestic	2007	1,159,912	\$310.57	\$151.53
International	2010	97,520	\$433.94	\$160.71
International	2009	178,510	\$474.94	\$166.15
International	2008	186,521	\$666.24	\$224.43
International	2007	81,386	\$608.85	\$213.82
Transborder	2010	6,025	\$336.91	\$142.16
Transborder	2009	5,083	\$308.94	\$134.69
Transborder	2008	7,279	\$425.02	\$187.26
Transborder	2007	4,918	\$339.80	\$141.65

Top Hotel Chains - Domestic	Sample Size (Stays)	Nights	Avg Cost per Stay	Avg Cost per Night
Hampton Inn	91,845	194,836	\$223.76	\$107.59
Courtyard By Marriott	77,476	157,837	\$255.93	\$127.96
Holiday Inn	68,680	163,190	\$242.99	\$104.03
Marriott	62,836	125,391	\$320.87	\$163.58
Hilton Garden Inn	44,579	94,951	\$252.56	\$121.48
Hilton	35,244	73,738	\$320.43	\$156.19
Hyatt Regency	24,891	54,013	\$331.02	\$158.55
Sheraton	22,620	46,536	\$306.19	\$147.48
Residence Inn	21,376	75,555	\$423.89	\$128.53
Doubletree	21,372	46,894	\$273.62	\$126.85

Top Hotel Chains - International	Sample Size (Stays)	Nights	Avg Cost per Stay	Avg Cost per Night
Holiday Inn	8,086	21,171	\$295.65	\$113.30
Marriott	6,997	16,182	\$390.64	\$161.14
Hampton Inn	5,450	11,614	\$224.98	\$105.22
Courtyard By Marriott	4,903	11,545	\$275.58	\$117.86
Sheraton	4,741	10,875	\$378.36	\$168.67
Hilton	3,459	10,159	\$568.71	\$201.27
Hilton	3,305	7,077	\$321.73	\$148.51
Hilton Garden Inn	3,151	6,598	\$236.54	\$114.26
Hyatt Regency	2,618	6,911	\$882.95	\$266.91
Radisson	2,405	5,701	\$399.10	\$159.54

Top Hotel Chains - Domestic	Sample Size (Stays)	Nights	Avg Cost per Stay	Avg Cost per Night
Holiday Inn	729	2,388	\$299.57	\$98.69
Marriott	612	1,597	\$372.18	\$157.04
Sheraton	523	981	\$290.28	\$155.90
Courtyard By Marriott	380	885	\$279.09	\$126.06
Hilton Garden Inn	332	751	\$295.42	\$126.38
Hilton	316	677	\$332.03	\$150.92
Hampton Inn	278	531	\$230.71	\$120.54
Westin	242	696	\$474.70	\$171.85
Travelclick	182	477	\$400.69	\$147.37
Residence Inn	143	477	\$400.59	\$127.95

Industry Statistics - Car Rental

Car Rental	Year	Sample Size (Rentals)	Avg Cost per Rental	Avg Cost per Day
Domestic	2010	480,063	\$131.03	\$46.56
Domestic	2009	1,006,291	\$142.22	\$50.97
Domestic	2008	1,047,384	\$133.30	\$52.44
Domestic	2007	697,851	\$130.28	\$50.64
International	2010	35,743	\$188.68	\$48.59
International	2009	52,601	\$202.91	\$52.77
International	2008	58,888	\$199.48	\$55.06
International	2007	20,066	\$203.72	\$56.47
Transborder	2010	3,291	\$159.04	\$51.15
Transborder	2009	1,613	\$104.61	\$55.15
Transborder	2008	3,760	\$117.43	\$54.83
Transborder	2007	2,157	\$123.42	\$44.23

Top Car Rentals - Domestic	Sample Size (Rentals)	Days	Avg Cost per Rental	Avg Cost per Day
HERTZ	179,976	567,892	130.82	47.77
NATIONAL	93,753	285,179	133.39	46.80
AVIS	92,457	288,949	135.04	47.85
ENTERPRISE	45,917	162,659	130.42	39.33
BUDGET	43,494	147,949	124.93	41.87
THRIFTY	8,479	26,222	106.32	39.06
ALAMO	6,896	22,965	131.82	44.49
DOLLAR	4,763	14,917	115.23	44.34
ADVANTAGE	362	1,244	102.45	35.91

Top Car Rentals - International	Sample Size (Rentals)	Days	Avg Cost per Rental	Avg Cost per Day
HERTZ	10,289	42,819	182.86	51.41
AVIS	8,063	33,308	206.24	50.21
NATIONAL	8,019	35,339	191.01	46.42
BUDGET	4,429	17,144	162.72	44.42
ENTERPRISE	2,565	11,159	182.36	42.45
THRIFTY	756	3,129	179.88	42.30
DOLLAR	371	1,647	164.05	43.43
SIXT AUTO	306	1,455	249.70	56.73
ALAMO	292	1,404	218.55	52.22
EUROPCAR	166	1,123	445.10	75.52

Top Car Rentals - Domestic	Sample Size (Rentals)	Days	Avg Cost per Rental	Avg Cost per Day
AVIS	1,103	3,645	163.03	51.82
HERTZ	1,083	3,085	150.68	53.93
NATIONAL	454	1,714	174.74	49.03
BUDGET	245	760	140.76	48.32
ENTERPRISE	212	819	171.04	47.85
THRIFTY	129	601	144.93	34.07
ALAMO	32	117	195.60	53.27
DOLLAR	25	93	148.49	42.79
EUROPCAR	4	13	116.62	34.94
PAYLESS	3	12	79.99	21.54

Green Travel Benchmark

Flight Length	Your Company		Comparison Benchmark	
	Miles	Tons CO ₂	Miles	Tons CO ₂
Short Haul (Under 281 miles)	18,608	11.88	15,777	10.08
Medium Haul (281 - 994 miles)	577,534	258.22	360,969	161.39
Long Haul (Above 994 miles)	5,089,125	1,985.78	3,067,270	1,196.85
Total	5,685,267	2,255.88	3,444,016	1,368.32

Top Markets	Your Company		Comparison Benchmark	
	Miles	Tons CO ₂	Miles	Tons CO ₂
Omaha - Singapore	38,256	14.93	38,256	14.93
Omaha - Orange County	41,058	16.02	7,790	3.04
Charlotte - Sao Paulo	44,511	17.37	25,084	9.79
Charlotte - Las Vegas	46,089	17.98	25,132	9.81
Dallas-Ft Worth - Pu Dong Arpt	54,208	21.15	19,786	7.72
Dallas-Ft Worth - Chicago OHare	57,744	22.80	24,024	9.60
Atlanta - Dallas-Ft Worth	57,960	23.07	15,037	6.15
Charlotte - San Francisco	62,622	24.44	19,172	7.48
Charlotte - Omaha	62,714	24.52	15,021	5.91
Charlotte - Delhi	70,641	27.56	58,829	22.96
Charlotte - Singapore	73,010	28.49	73,010	28.49
Dallas-Ft Worth - Dublin	76,192	29.73	40,373	15.75
Dallas-Ft Worth - Omaha	92,161	36.06	13,881	5.51
Charlotte - Los Angeles	95,957	37.44	11,255	4.39
Charlotte - Goa	97,053	37.87	97,053	37.87
Bombay - Charlotte	101,076	39.44	54,772	21.37
Charlotte - Frankfurt	109,881	42.88	31,839	12.42
Charlotte - Chicago OHare	160,532	62.98	32,814	12.92
Charlotte - Dallas-Ft Worth	248,342	97.01	31,856	12.61
Charlotte - Pu Dong Arpt	381,565	148.89	97,924	38.21