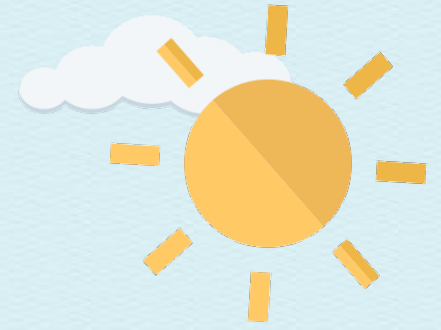


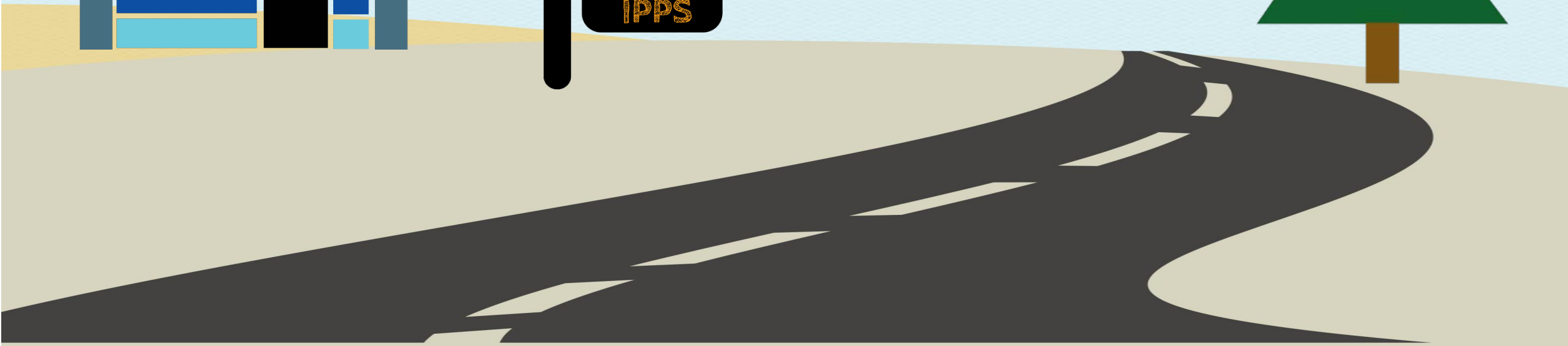


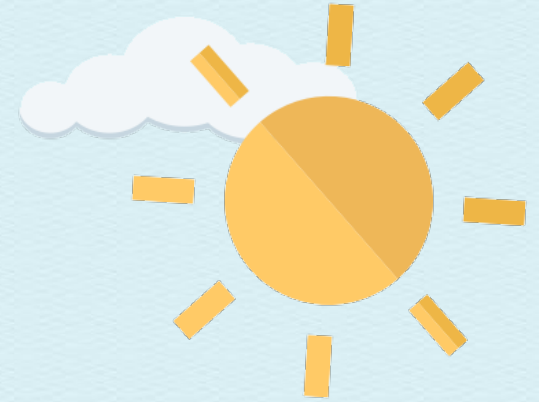
Integrated  
Procure-to-Pay  
Solutions



## CAMP IPPS 2016

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# CAMP TRAVEL: ENCOURAGING CURIOSITY

*Locate Your Cabin with Connexus*

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Presented by Kelsey Moon

PC East: East Forum | 12:30 – 1:15



# 2016 TRAVEL TRENDS

The cost of everything is going up – travel is no different

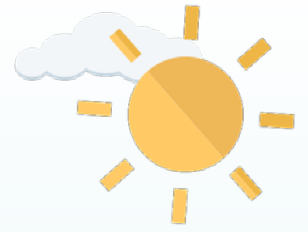
\$1.25 TRILLION in 2016

Travel has the most dynamic pricing of any industry

*IF YOU DO NOTHING DIFFERENT YOU WILL SPEND MORE*



# 2016 TRAVEL TRENDS



So how do we keep costs down and get the best value for our buck?

One word:





# SO WHY CONNEXXUS?

- Pricing leveraged with UC's buying power
- BCD Travel /Balboa Travel = 3<sup>rd</sup> largest full service agency in 110 countries

*THAT MEANS WE ALL SAVE*

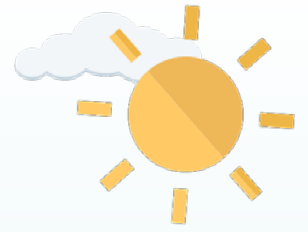
- The more YOU use it, the better the deals & discounts will be

***EVEN FOR PERSONAL TRAVEL!***



# AIRFARE

...but can't I get better rates outside of Connexus?



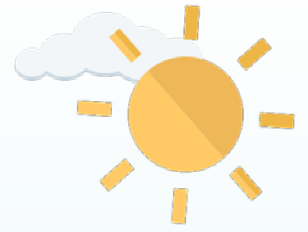
- 2% - 6% domestic fares
- 3% - 55% international
- Double Rapid Rewards points with SWABIZ





# AIRFARE

...but can't I get better rates outside of Connexus?



What about Expedia, Orbitz, Travelocity?

What about airlines directly?

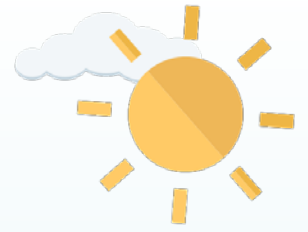
It's time to talk about the bucket





# AIRFARE

...but can't I get better rates outside of Connexus?



## SWABIZ and Southwest

Why is Southwest weird?

Wait...DOUBLE Rapid Rewards points?

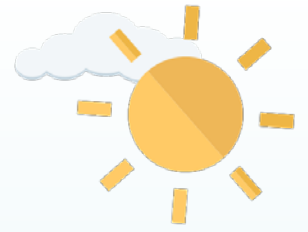
1,921 tickets in 2015 totaling \$619,427.87





# AIRFARE

...but can't I get better rates outside of Connexus?



2015 benefits at a glance

\$93,124 in preferred airline savings

\$100,513 unused ticket management

\$32,295 waivers and favors

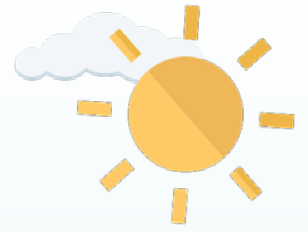
\$28,713 FareGenius

**\$254,645 UC San Diego savings**



# AIRFARE

Top Savings from FareGenius



Josh F, 68.3%

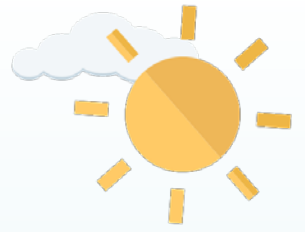
Rebecca R, 58.8%

Marge L. 53.7%

*Campus average 19.8% savings per ticket*



FEES



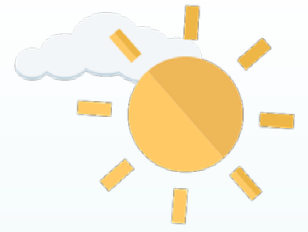
# POP QUIZ





# FEES

...what's in a fee?



What is your time worth?

What experience do you want your  
travelers to have?

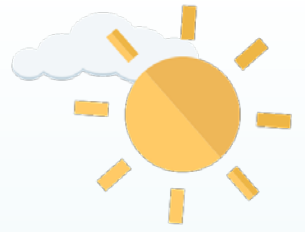
Are the savings offsetting the fee?





# FEES

...what's in a fee?



Balboa agents average 15 years of experience

.29 seconds to answer a call during business hours

.38 seconds to answer after hours/emergency

99% accuracy

\$45 saved per transaction





# HOTELS

Hotel rates will increase 2% - 5%

2015-present shows highest occupancy rate in 20 years

Ancillary fees (\$2.5B in 2015) will drive revenue & profit



# HOTELS

So tell me how Connexus helps...

10% - 20% discounts at Marriott & Wyndham group

Waived fees and inclusive pricing

Direct Bill capability

Periodic hotel rate audits



# HOTELS

ALSO available

Free room upgrades

Last room availability

Late check out







# HOTELS

I went to Connexus and didn't see the UC rate. When I called the hotel they gave me the UC Rate.

## What gives?

\*hint – remember, hotel revenue/profit comes from add-on fees!



# RENTAL CARS

Insurance coverage is included

Free enrollment in reward programs

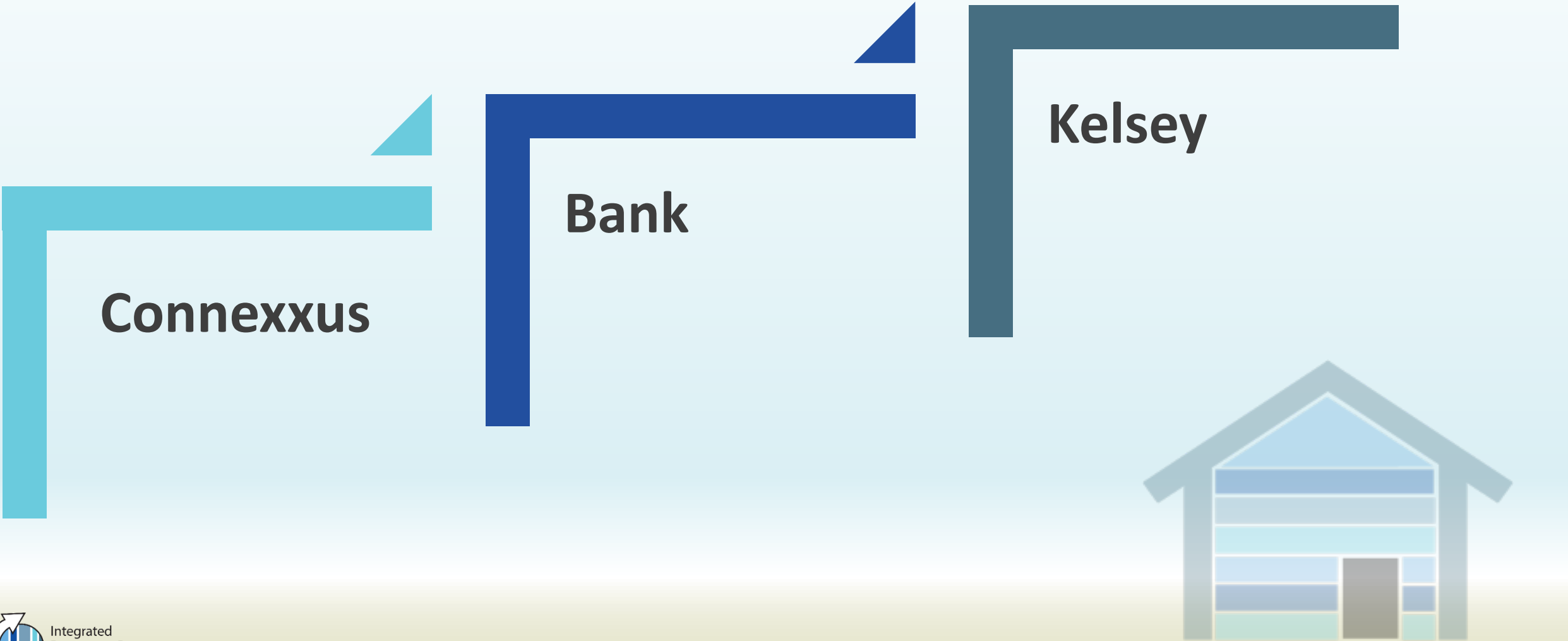
Free upgrades when available





# DIRECT BILL

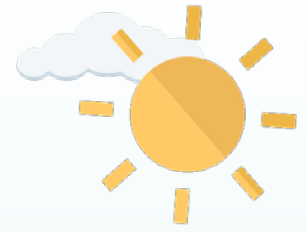
Airfare





# DIRECT BILL

Hotel



Connexus

Check Out



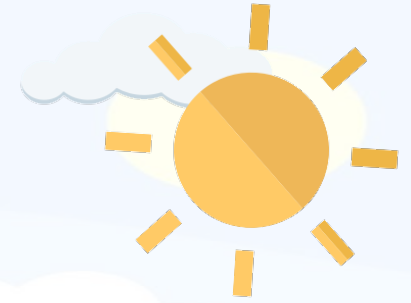
Bank

Kelsey





**DIRECT BILL**



**5-10 BUSINESS DAYS**

5-10 BUSINESS DAYS

**5-10 BUSINESS DAYS**

*5-10 BUSINESS DAYS*

**5-10 BUSINESS DAYS**

**5-10 BUSINESS DAYS**



# WRAP IT UP

The price you are quoted might not be the cost of the whole trip



# IN THE WORKS

Upcoming Connexus Programs & Features



## TripShield

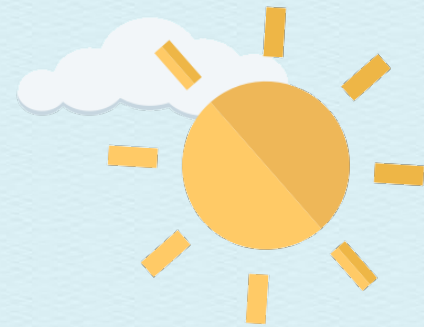
FareGenius for Hotels

## More Direct Bills

Added local properties  
Possibility for airport parking  
Rental car options

## GREATER SAVINGS

The more YOU use Connexus,  
the greater the savings will be



Don't forget to stop by  
and visit us in the

# Price Center East Ballroom

