

Venngo

Engagement Report

- License Details

Program Engagement

Traffic

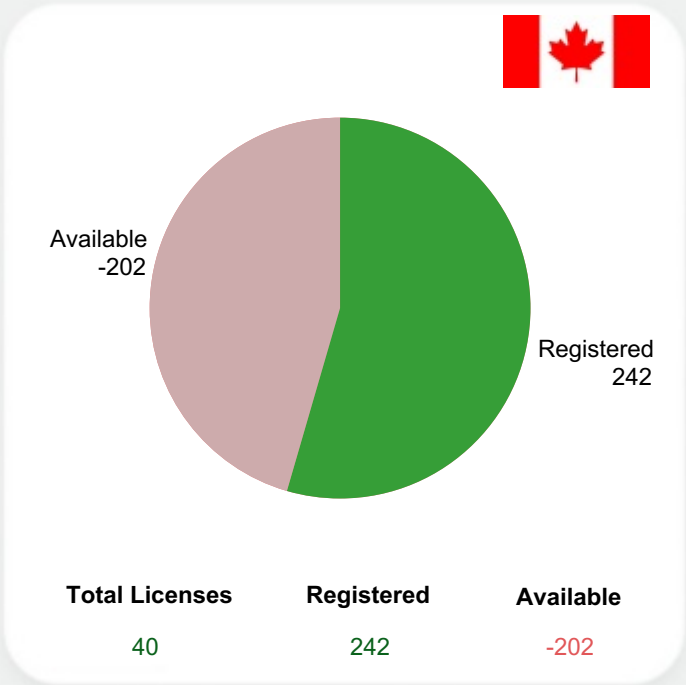
Glossary

License Details



Launch Date:

2018-Aug-14



Total Family Accounts

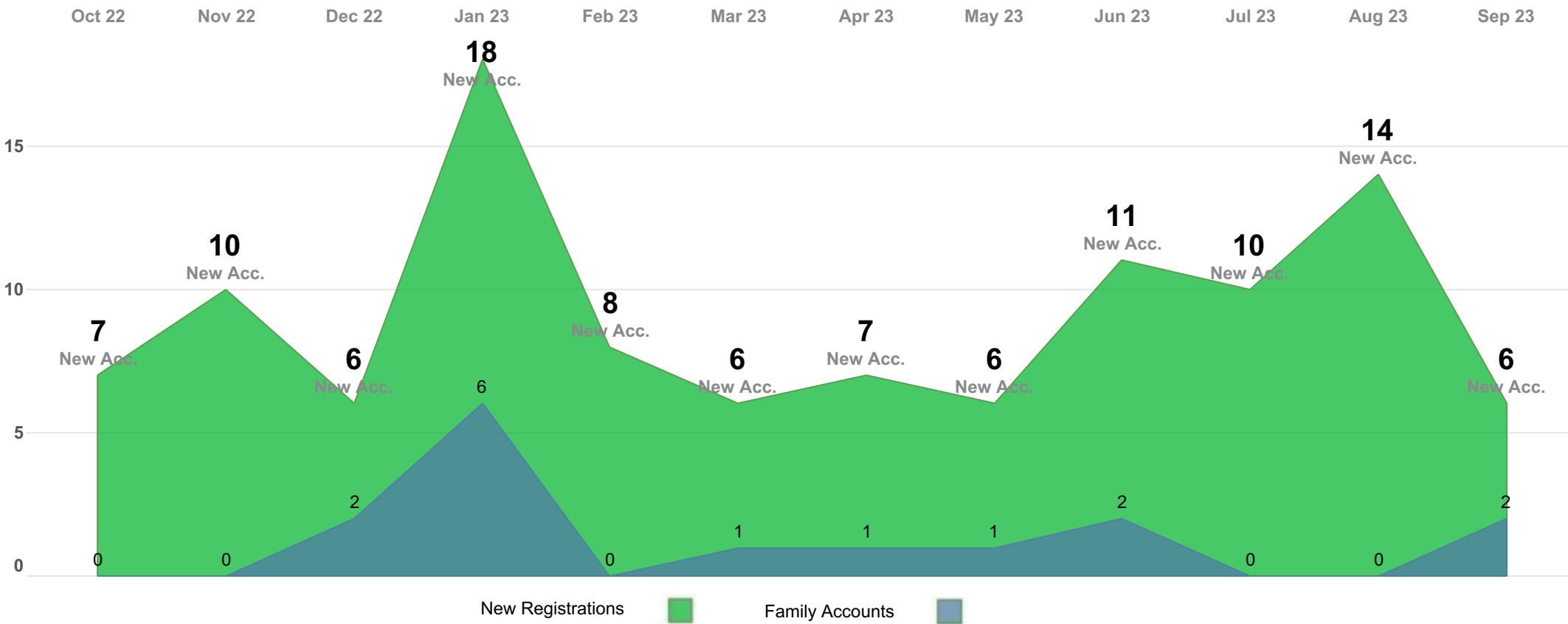


37

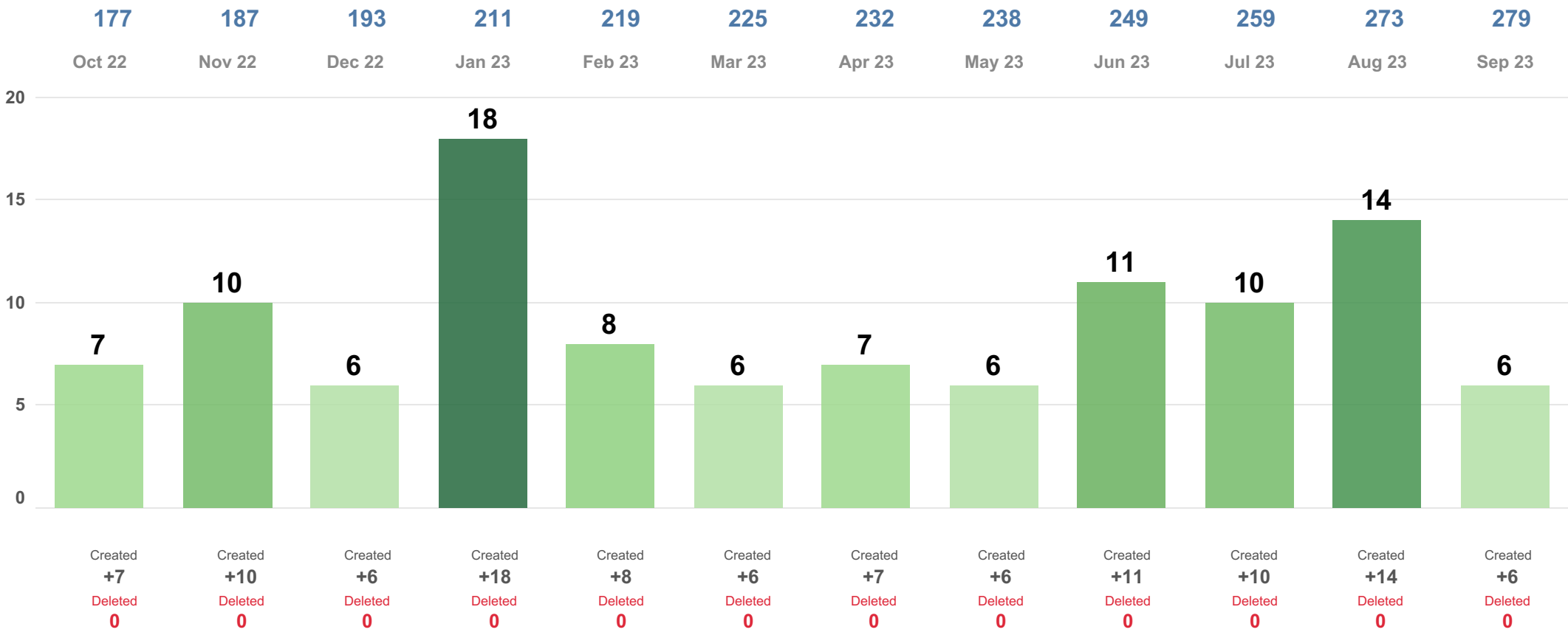


+6% in Q3 2023

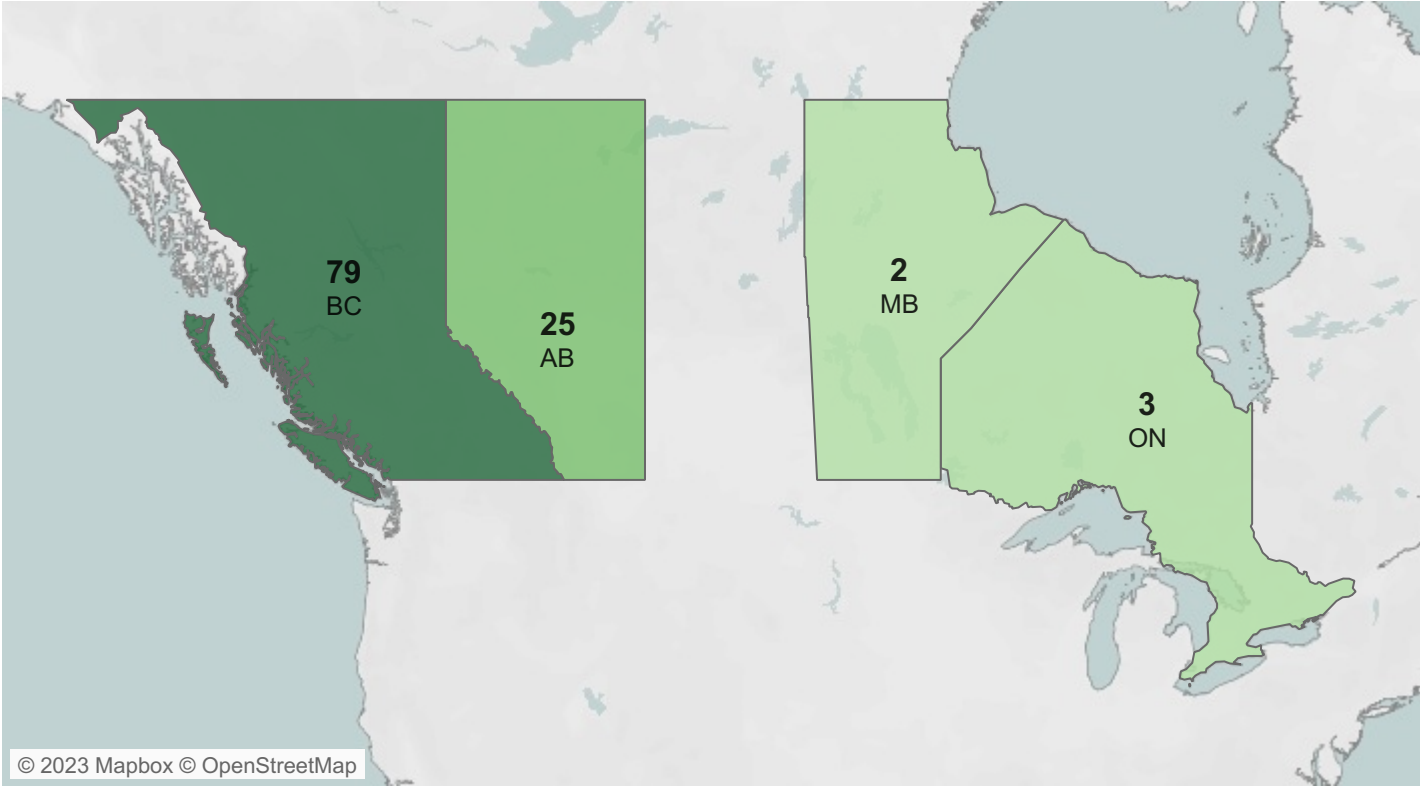
New Registrations



Net Change Registrations & Running Sum



Provincial Distribution



Province	Locations Province	Total Registered
British Columbia	BC	79.0
Alberta	AB	25.0
Ontario	ON	3.0
Manitoba	MB	2.0
Grand Total		109.0

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Program Engagement

Estimated Spend

\$ 32,715

Estimated Savings

\$ 8,561

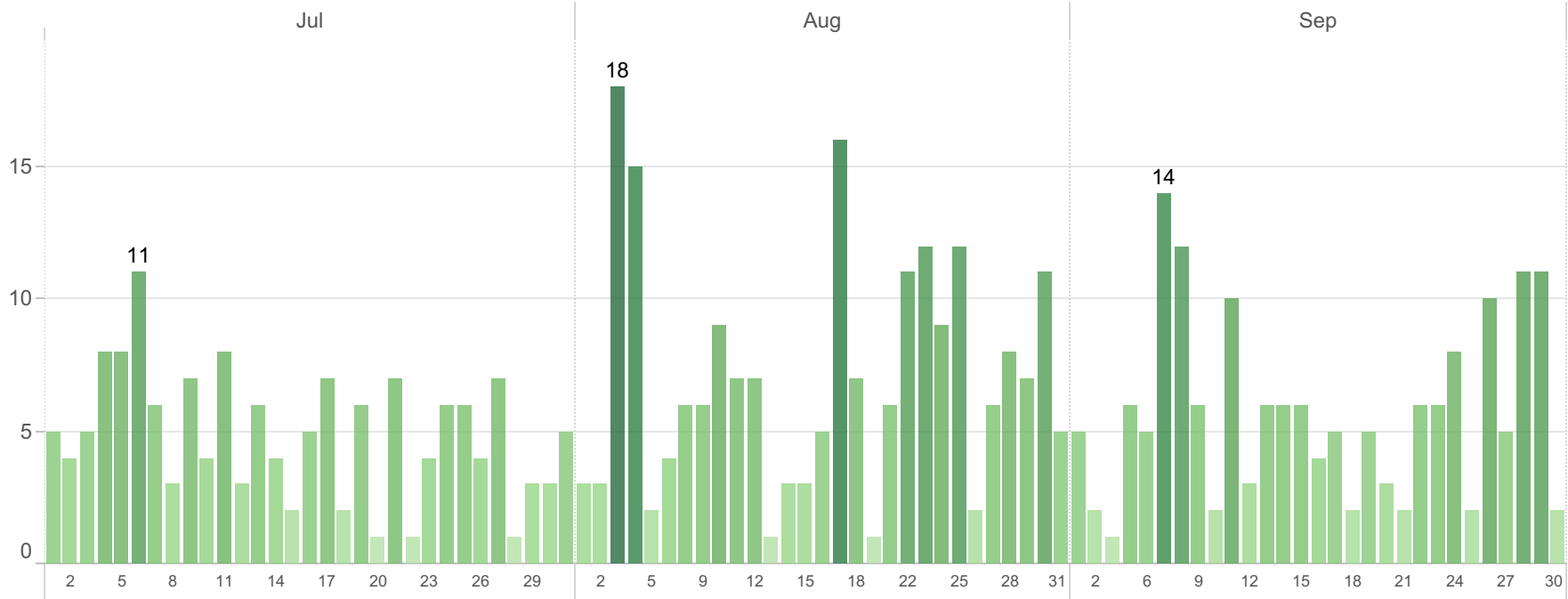
Visits

Visits in Q3 2023

523.0

+18.33%

Compared to Q2 2023



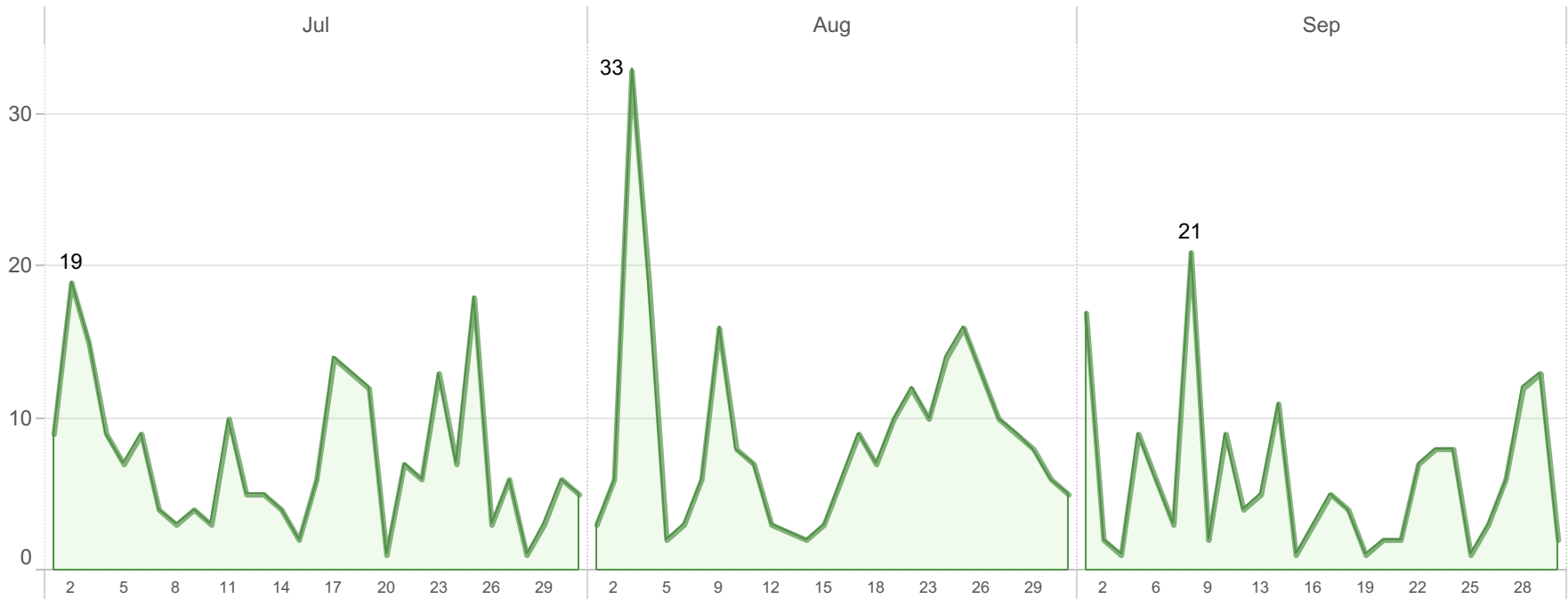
Perk Views

Perk Views in Q3 2023

608

+26.40%

Compared to Q2 2023



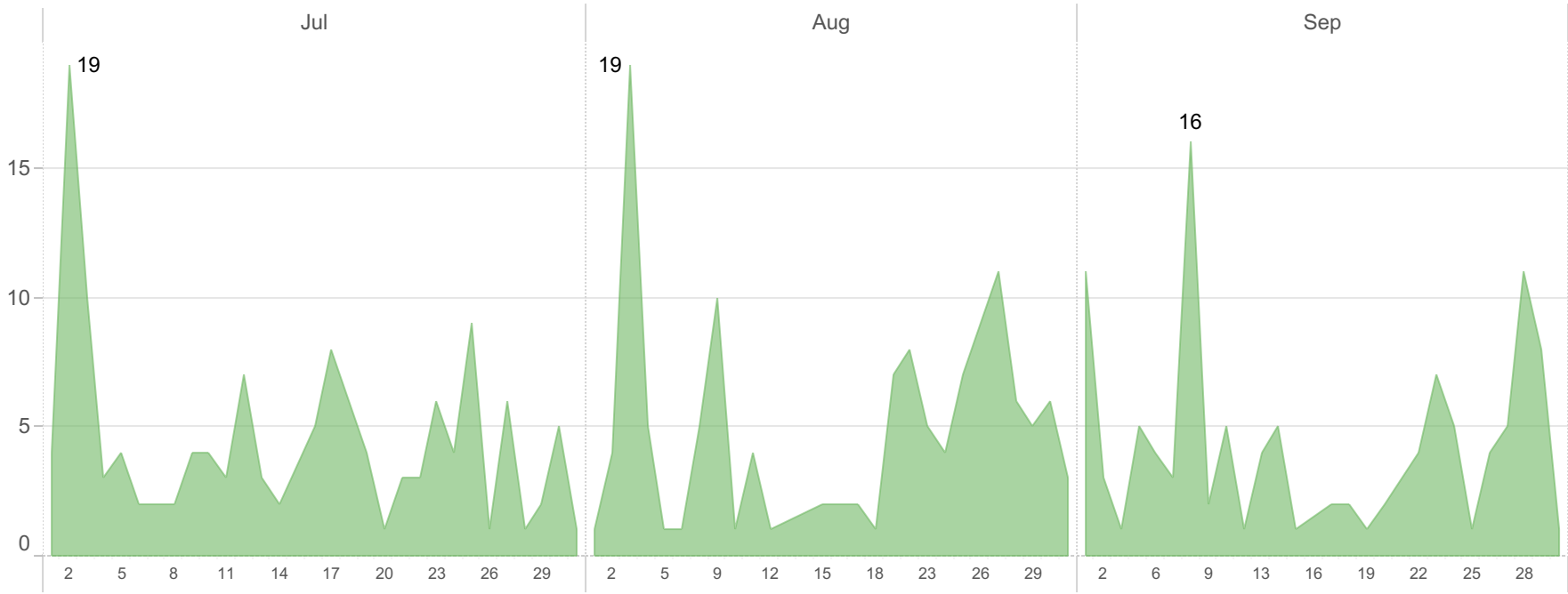
Redemption Clicks

Redemption Clicks in Q3 2023

361

+36.74%

Compared to Q2 2023



Active Promotions in Q3 2023



09/18/2023 to 09/24/2023	All about the Fit.	09/18/2023 to 09/24/2023	Get Cookin' with these sizzlin' savings!	09/11/2023 to 09/17/2023	Shop Local
08/07/2023 to 08/13/2023	AMEX Cobalt	09/18/2023 to 09/24/2023	Get ready for all things Fall.	06/26/2023 to 07/02/2023	Staycation or Vacation?
08/21/2023 to 08/27/2023	Apple	09/25/2023 to 10/01/2023	Great New Deals!	07/31/2023 to 08/06/2023	Summer Road Trip
09/04/2023 to 09/10/2023	Back to School	07/24/2023 to 07/30/2023	Healthiness is Happiness	07/10/2023 to 07/16/2023	Summer Travel Deals
08/28/2023 to 09/03/2023	Back to School Basics.	09/25/2023 to 10/01/2023	Healthiness is Happiness!	08/28/2023 to 09/03/2023	Summer's not over yet!
08/21/2023 to 08/27/2023	Back to School deals!	08/25/2023 to 09/08/2023	HelloFresh QC	07/31/2023 to 08/06/2023	Sweet Summer Styles.
08/14/2023 to 08/20/2023	Back to School in Style.	09/04/2023 to 09/10/2023	Home & Living	09/11/2023 to 09/17/2023	Venngo's Picks.
07/10/2023 to 07/16/2023	Be the Host with the most!	07/03/2023 to 07/09/2023	Hooray for Summer Vacay!	07/14/2023 to 07/21/2023	Voila (AB) - Standalone
06/26/2023 to 07/02/2023	ConGRADulations Gifts.	08/24/2023 to 09/07/2023	HP		
08/28/2023 to 12/31/2023	Exclusive Discounts for Choices Clie...	07/04/2023 to 07/18/2023	Lenovo		
09/25/2023 to 10/01/2023	Fall into Savings.	12/11/2021 to 12/12/2024	Plan your Getaway		
09/25/2023 to 10/01/2023	Fetch Pet	12/16/2021 to 12/31/2024	Popular deals		
08/07/2023 to 08/13/2023	Flighthub	07/17/2023 to 07/23/2023	Ready for Back to School?		
08/28/2023 to 09/03/2023	FlightHub	07/19/2023 to 08/02/2023	Reliance		
09/11/2023 to 09/17/2023	Food for Thought	08/07/2023 to 08/13/2023	Road Trip!		
07/24/2023 to 07/30/2023	Gear up for Back to School	07/26/2023 to 08/09/2023	Samsung		

Top 15 Brands by Savings



Brand Name	Spend	Savings
Lenovo	\$ 3,750	\$ 2,250
Entertainment Benefits Group (EBG)	\$ 3,804	\$ 1,182
Reliance Home Comfort - AP	\$ 2,400	\$ 600
Dell Canada	\$ 960	\$ 536
FlightHub	\$ 2,535	\$ 507
Wyndham Hotels Group	\$ 2,100	\$ 420
SellOff Vacations	\$ 1,020	\$ 331
Priceline.com	\$ 750	\$ 330
CIBC	\$ 500	\$ 316
Lexyl Travel Technologies, LLC (Hotel PLanner)	\$ 935	\$ 238
Choice Hotels	\$ 1,140	\$ 228
Hewlett-Packard (Canada) Co.	\$ 2,475	\$ 165
Nissan Canada	\$ 1,280	\$ 160
Avis	\$ 522	\$ 144
Hertz Canada	\$ 504	\$ 98

Top 15 Brands by Activity



Brand Name	Views	Redemption Clicks
Wyndham Hotels Group	37	35
Apple Inc.	45	31
Entertainment Benefits Group (EBG)	37	25
Choice Hotels	27	19
Lexyl Travel Technologies, LLC (Hotel PLanner)	18	17
The Source (Bell) Electronics Inc.	15	16
FlightHub	19	13
Avis	14	12
Enterprise Holding Inc.	16	11
Hewlett-Packard (Canada) Co.	13	11
SellOff Vacations	13	11
Lenovo	19	10
Priceline.com	13	10
Reitmans Group	8	9
Dell Canada	10	8

* - Savings and Spend summed for last 24 months when Perk was active

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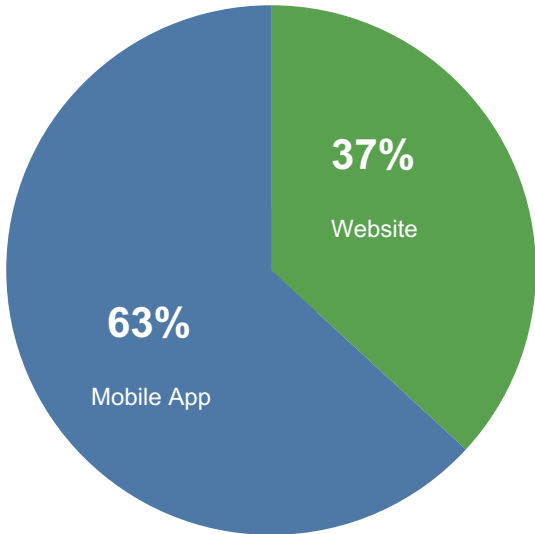
Mobile Sessions233

Web Sessions136

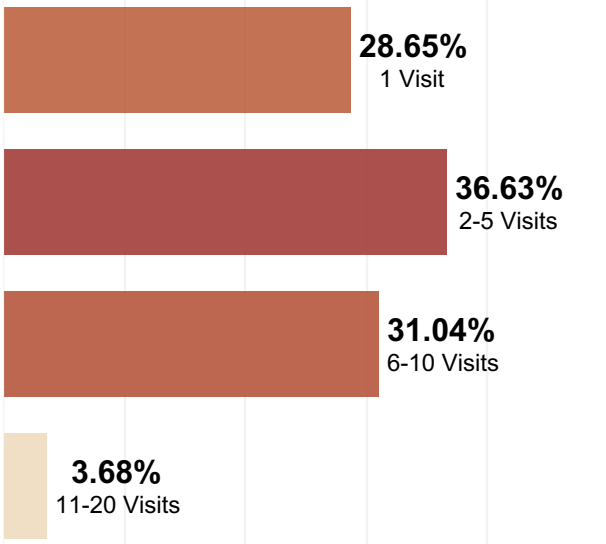
Number of Sessions 369

Number of unique Visitors 174

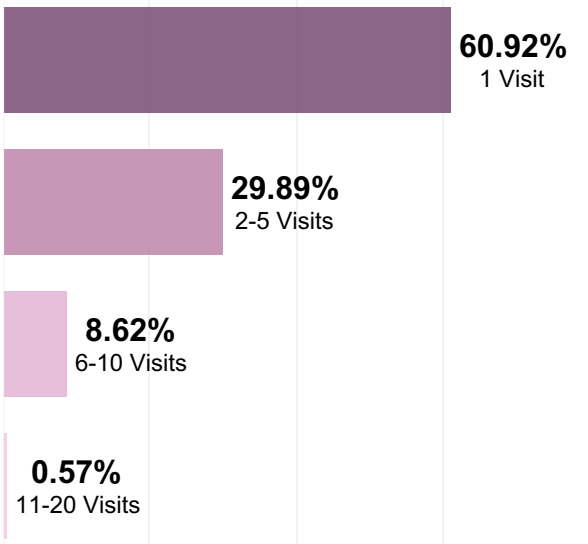
Mobile App vs Web Sessions



Cohorts of Visits, % of Sessions



Cohorts of Visits, % of Visitors



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Overview: The Program Engagement Funnel

The goal of the program is to provide savings and value to your users. This is ultimately achieved by bringing them to the end of engagement funnel whereby a value-added transaction has occurred. Below is a high-level engagement funnel your Customer Success manager considers when consulting on the success of your program. Your engagement report provides some key data points that illustrate the status of your program.



Glossary of Terms

License Details

Launch Date:

The date that your program was first made available to your organization.

Total Licenses:

The number of licenses your organization has contracted for users to access the program.

Registered:

Number of users who have created an account or profile to utilize the program.

Available:

The number of contracted licenses remaining within your program to be utilized by users.

Total Family Accounts:

Number of accounts registered by family members who have been invited to the program.

New Registrations:

User and family member registrations over selected period.

Net Change Registrations & Running Sum:

Total users + family member registrations over time.

Provincial Distribution:

Total accounts registered by users based on geographic location of primary address.

Program Engagement

Estimated Spend and Estimated Savings are based on a proprietary algorithm that leverages multiple data points including reported sales, redemption clicks, redemption rates, average spend, and frequency of savings (i.e., one-time savings or aggregated savings through monthly recurring fees in which the discount has been applied). Estimated values are based on your program activity, and corresponding aggregated data.

Visits:

A visit starts when a user engages with the program on a website or mobile app and ends when they leave or a period of inactivity exceeds one hour.

Perk Views:

The number of times the detail pages of various offers within the program are viewed by users of your organization.

Redemption Clicks:

The number of times users have clicked, within a Perk View, the intention to redeem the offer presented.

Active Promotions:

List of promotions (a logical groupings of offers i.e. Back-to-School, Black Friday, etc.) that were presented to users within the program.

Top 15 Brands by Savings:

Ranking of available offers based on amount of estimated savings.

Top 15 Brands by Activity:

Ranking of available offers based on number of redemption clicks.

Traffic

Sessions:

A session is a group of user interactions with the program that occur within a given time frame. A session starts when a user engages with the program on a website or mobile app and ends after a period of inactivity or when the user closes the browser or mobile app. The session timeout is set to one day of inactivity. This means that if a user is actively engaging with the program (website or mobile app) and navigating from page to page within a day, it is considered as a single session. If a user leaves the program and comes back after a day of inactivity, it is considered a new session.

It's important to note that if a user comes back to the program through the same browser or mobile app within the set session timeout, it will be counted as the same session. However, if the user returns through a different browser or device, it will be counted as a new session as they will appear unique to our system.

Total Sessions:

Total count of mobile and web sessions.

Number of Unique Visitors:

Count of unique users that have engaged with the program. It's important to note that if a user comes back to the program through a different browser or device, it will be counted as a Unique Visit.

Cohort of Visits, % of Sessions:

Average number of visits by user sessions.

Cohorts of Visits, % of Visitors:

Average number of visits by a user.

Special Reporting Notes:

In various provinces and territories, pre-paid services are called personal development services under the Consumer Protection Act (CPA). This can include gyms, sports clubs, martial arts classes, dance classes and more. If a consumer signs a membership contract that is protected under a CPA they may be provided with a 10 day cooling-off period in which a purchased membership may be cancelled without penalty. As a result, the reporting of certain brand sales will only include those that have passed any applicable cooling-off period. Sales within the grace period at months end will appear on the following monthly report. For example, a gym membership sold on January 25 would not be reported in the January monthly report. It will appear as a January sale on the following February monthly report.