

- License Details

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- Program Engagement

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- Glossary

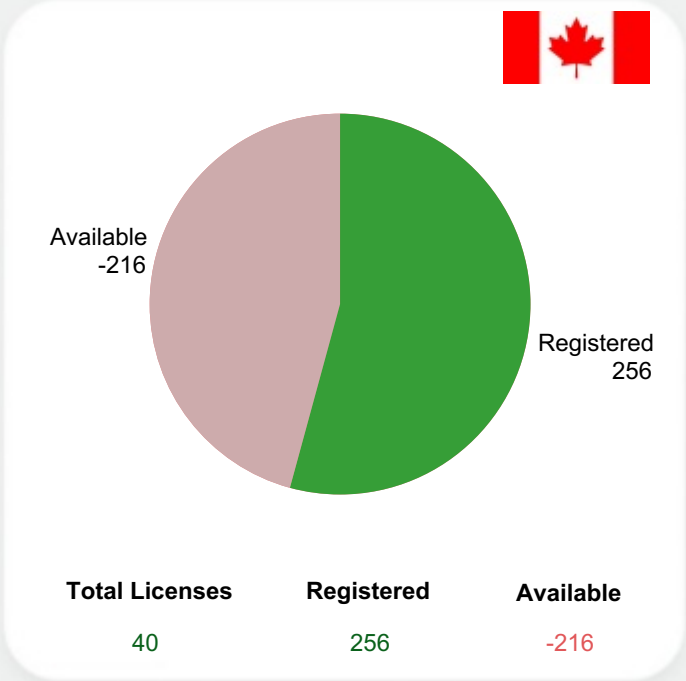
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License Details



Launch Date:

2018-Aug-14



Total Family Accounts

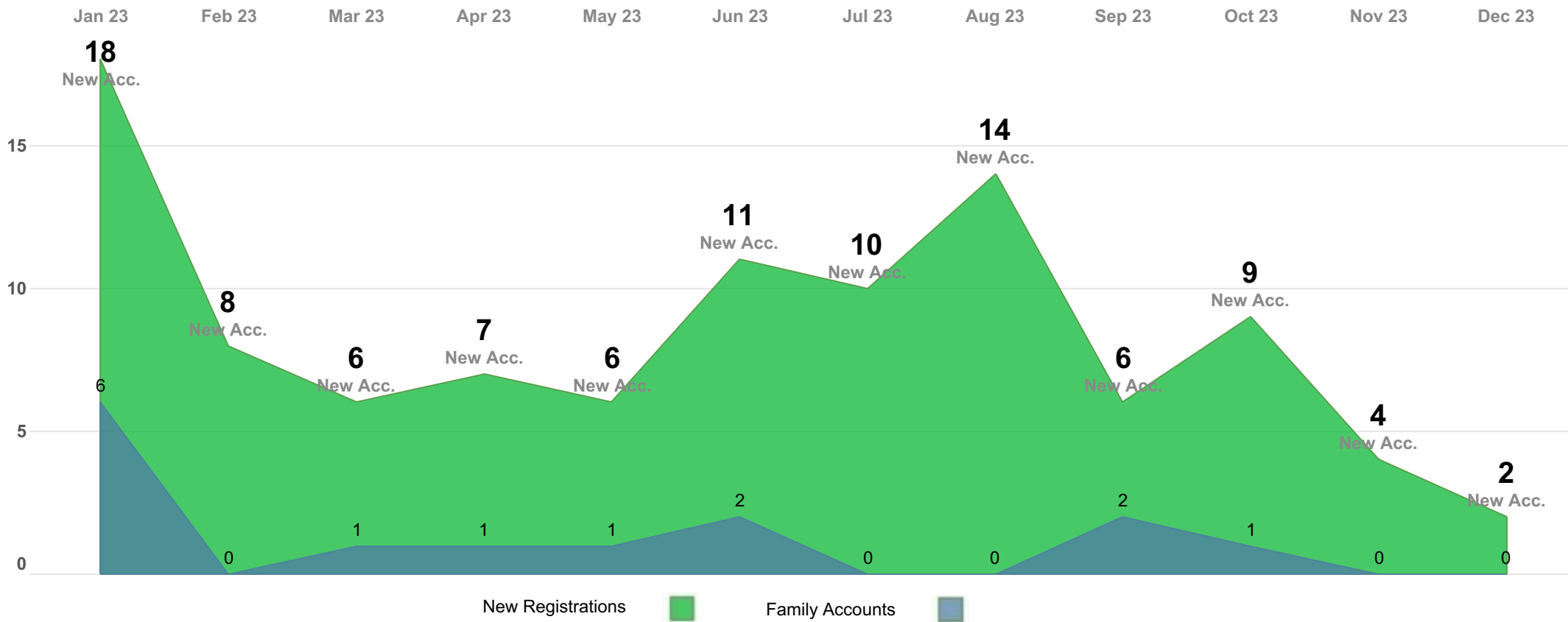


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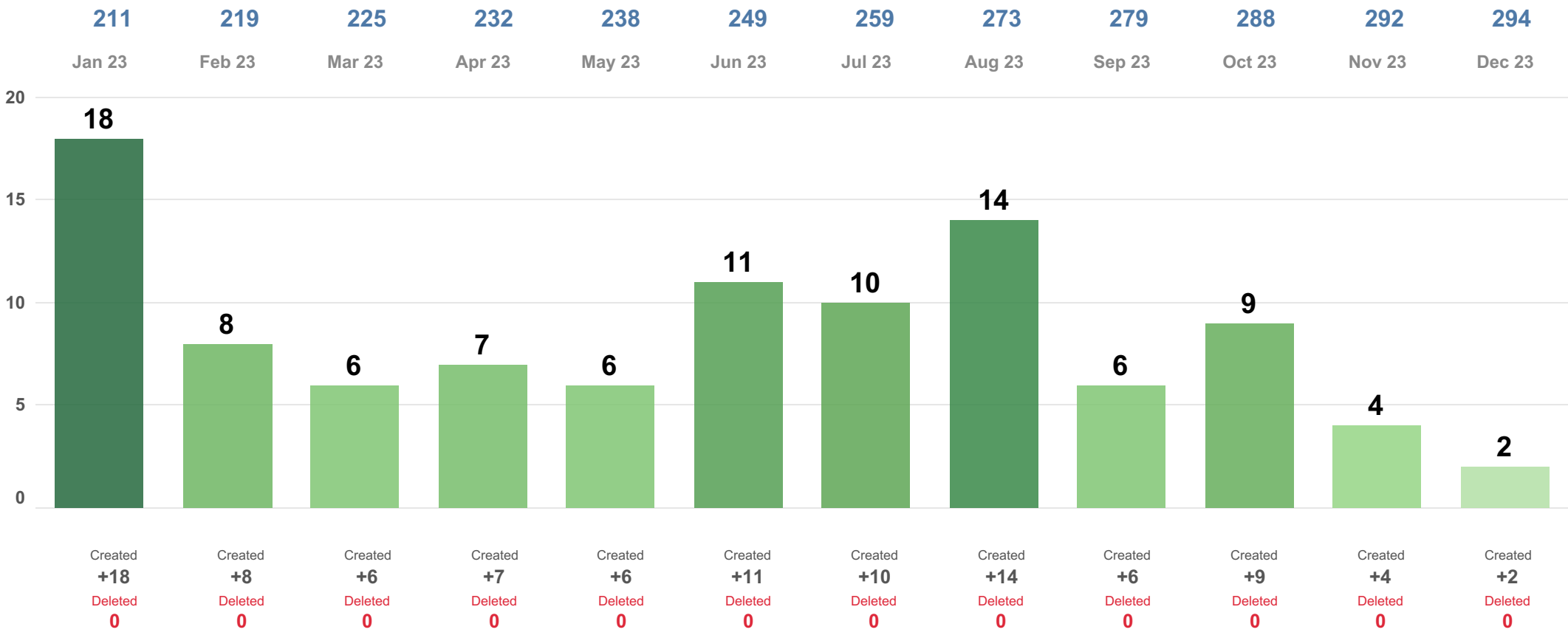


+3% in Q4 2023

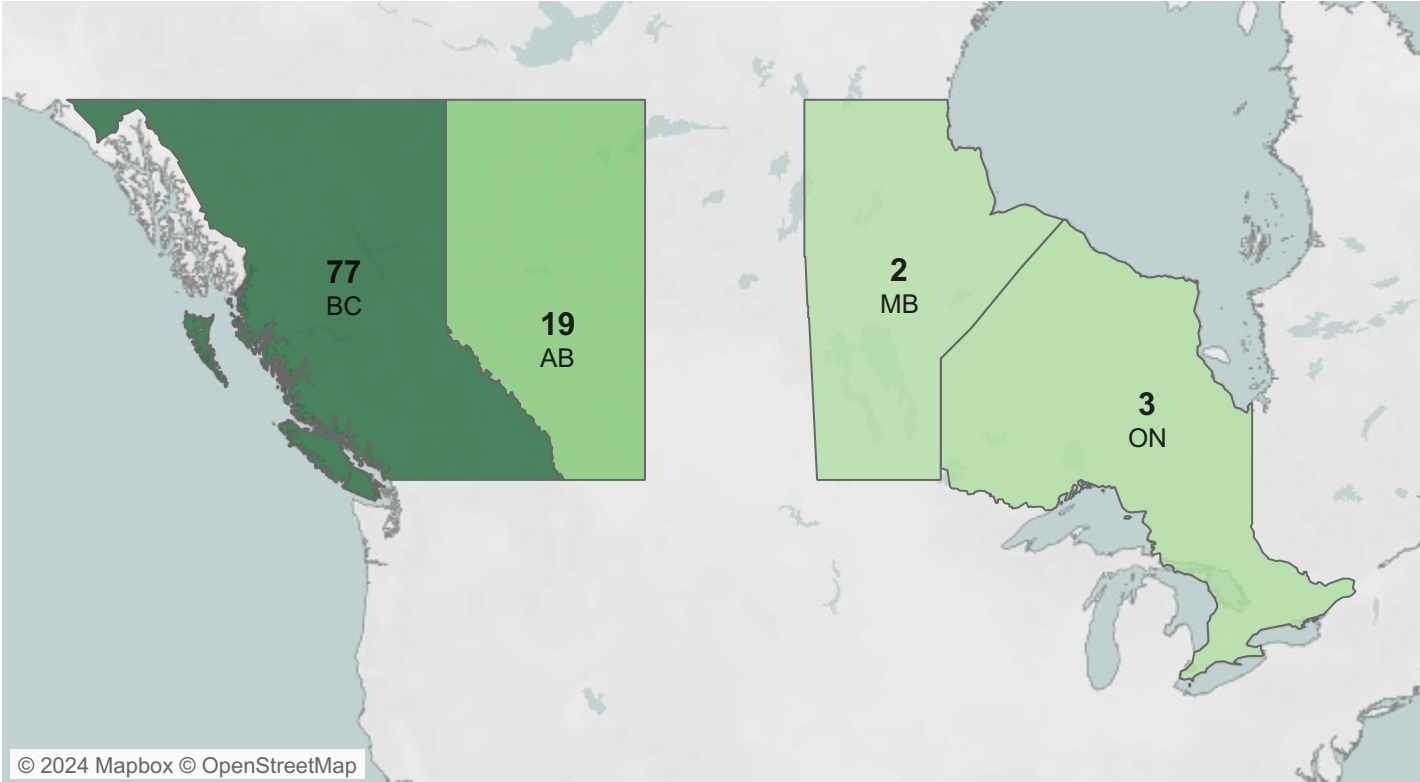
New Registrations



Net Change Registrations & Running Sum



Provincial Distribution



Province	Locations Province	Total Registered
British Columbia	BC	77.00
Alberta	AB	19.00
Ontario	ON	3.00
Manitoba	MB	2.00
Grand Total		101.00

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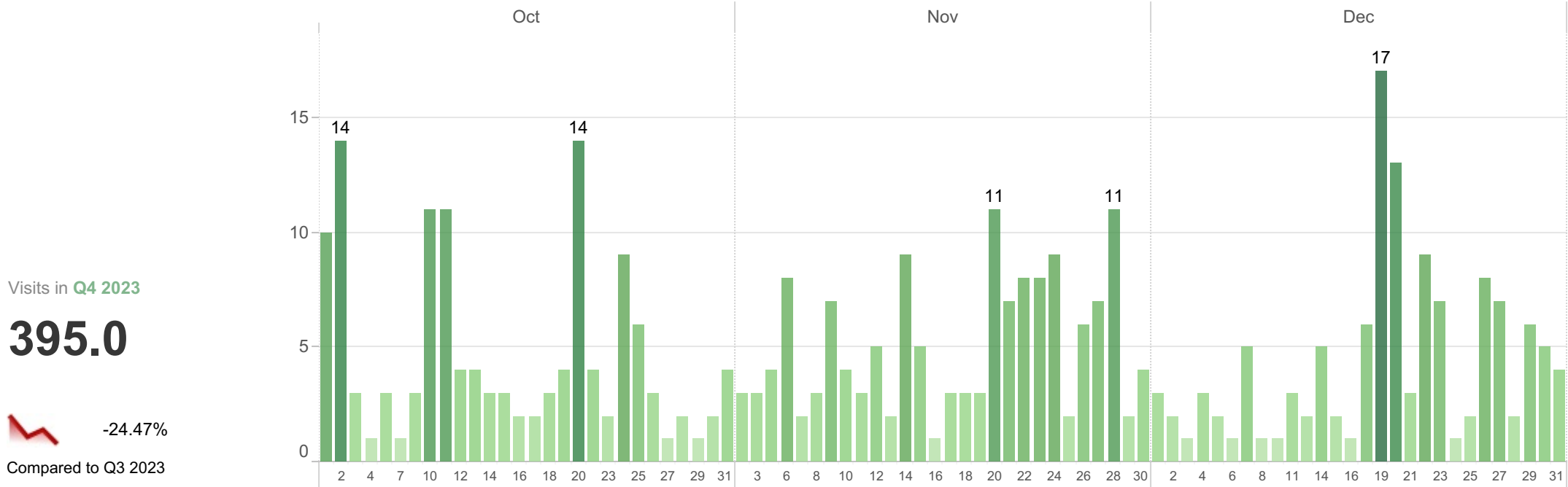
 Glossary >

Program Engagement

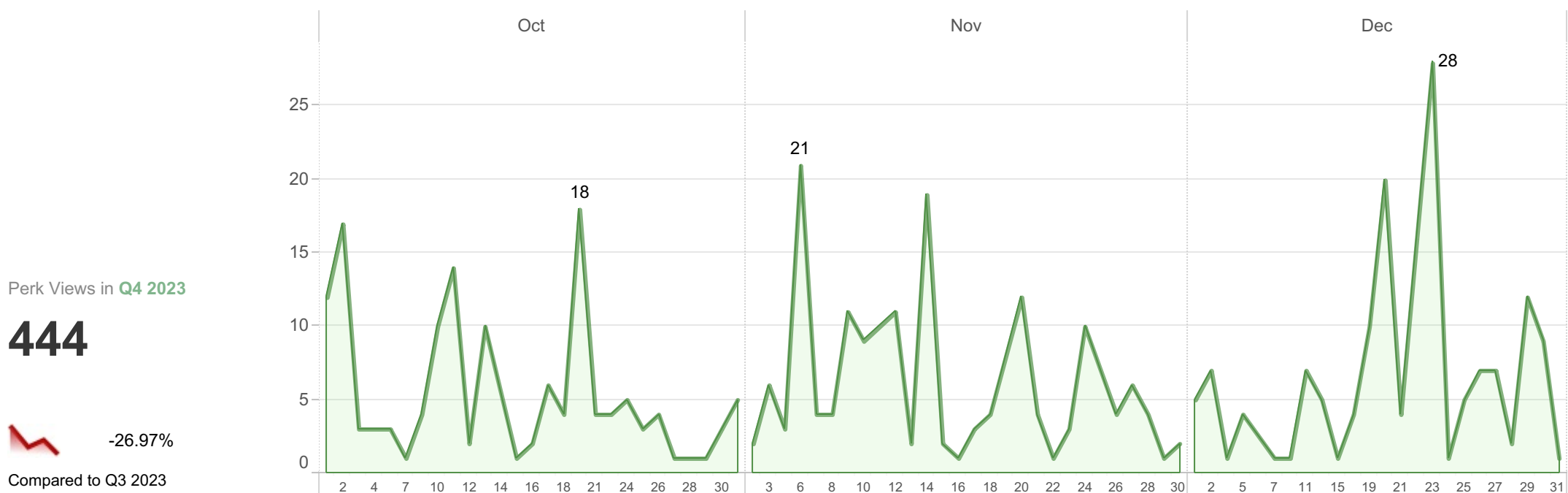
Estimated Spend\$ 18,768

Estimated Savings\$ 5,174

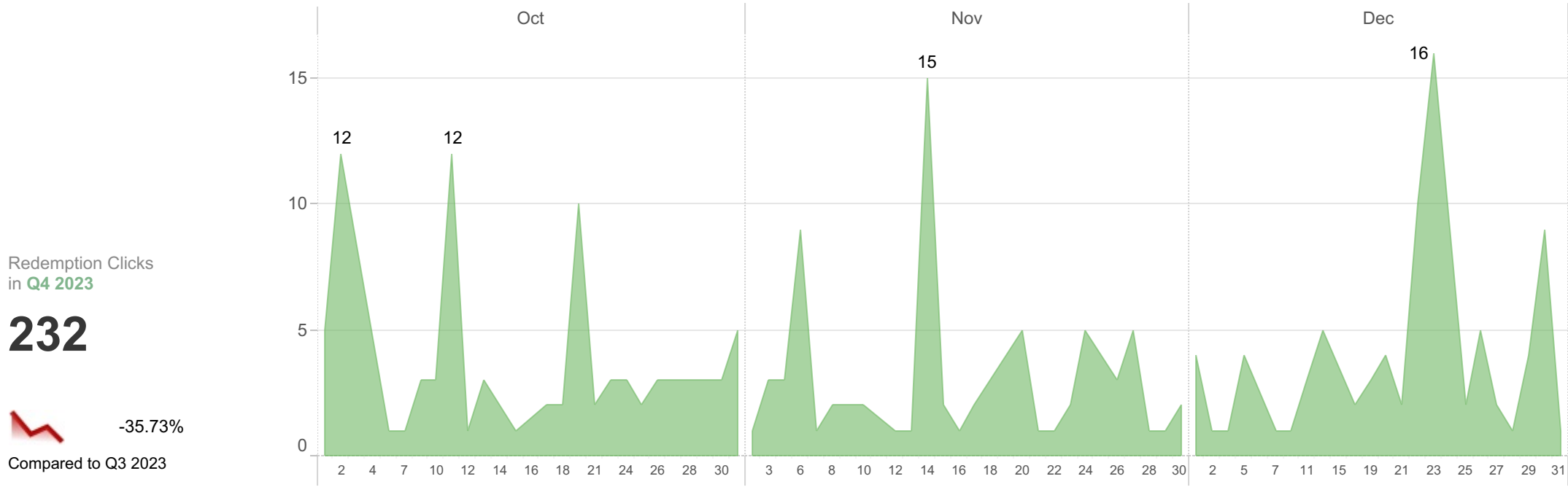
Visits



Perk Views



Redemption Clicks



Active Promotions in Q4 2023



12/18/2023 to 12/24/2023	Auto Europe	11/20/2023 to 11/26/2023	More Black Friday.
11/20/2023 to 11/26/2023	Black Friday Week.	11/27/2023 to 12/03/2023	More Cyber Monday Week.
11/27/2023 to 12/03/2023	Body Shop	11/20/2023 to 11/26/2023	Panasonic
12/25/2023 to 12/31/2023	Boxing Week Deals: Round 2!	12/16/2021 to 12/31/2024	Popular deals
12/18/2023 to 12/24/2023	Boxing Week Preview	09/25/2023 to 10/01/2023	Shop Local
12/25/2023 to 12/31/2023	Budget	12/18/2023 to 12/24/2023	Shop Local.
11/27/2023 to 12/03/2023	Cyber Monday Week.	12/21/2023 to 12/22/2023	Shoppers
10/09/2023 to 10/15/2023	Dress up your Home.	12/18/2023 to 12/31/2024	Stay Healthy this Holiday Season
11/13/2023 to 11/19/2023	Early Black Friday.	10/16/2023 to 10/22/2023	Staycation or Vacation?
08/28/2023 to 03/31/2024	Exclusive Discounts for Choices Clients	10/16/2023 to 10/22/2023	The Source
12/25/2023 to 12/31/2023	Great New Deals!	11/06/2023 to 11/12/2023	TURO
12/25/2023 to 12/31/2023	Healthiness is Happiness!	10/23/2023 to 10/29/2023	Warm Up Your Wardrobe
12/11/2023 to 12/17/2023	Holiday Gift Guide.	11/13/2023 to 11/19/2023	Winter Getaway.
09/18/2023 to 10/02/2023	HP Canada SA		
11/13/2023 to 11/19/2023	Klipsch		
10/30/2023 to 11/05/2023	Lenovo		

Top 15 Brands by Savings



Brand Name	Spend	Savings
Entertainment Benefits Group (EBG)	\$ 3,702	\$ 1,240
Lenovo	\$ 1,875	\$ 1,125
GE Appliances Canada	\$ 1,500	\$ 900
Reliance Home Comfort - AP	\$ 600	\$ 150
Dell Canada	\$ 240	\$ 134
Priceline.com	\$ 300	\$ 132
The brick	\$ 750	\$ 112
Sleep Country Canada	\$ 300	\$ 104
Lexyl Travel Technologies, LLC (Hotel PLanner)	\$ 385	\$ 98
Samsung Canada	\$ 1,001	\$ 98
pkg	\$ 240	\$ 96
The Source (Bell) Electronics Inc.	\$ 390	\$ 78
Dilawri Preferred	\$ 1,300	\$ 74
Budget	\$ 180	\$ 60
Gentec International	\$ 210	\$ 52

Top 15 Brands by Activity



Brand Name	Views	Redemption Clicks
Entertainment Benefits Group (EBG)	31	22
Apple Inc.	23	14
Enterprise Holding Inc.	18	13
The Source (Bell) Electronics Inc.	21	12
Reitmans Group	10	8
Lexyl Travel Technologies, LLC (Hotel PL...	7	7
Samsung Canada	19	7
NYX	7	6
SellOff Vacations	8	6
Budget	6	5
Fairmont Hotels and Resorts	8	5
GE Appliances Canada	5	5
Lenovo	13	5
Luxotica	8	5
National car rental	6	5

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

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Traffic

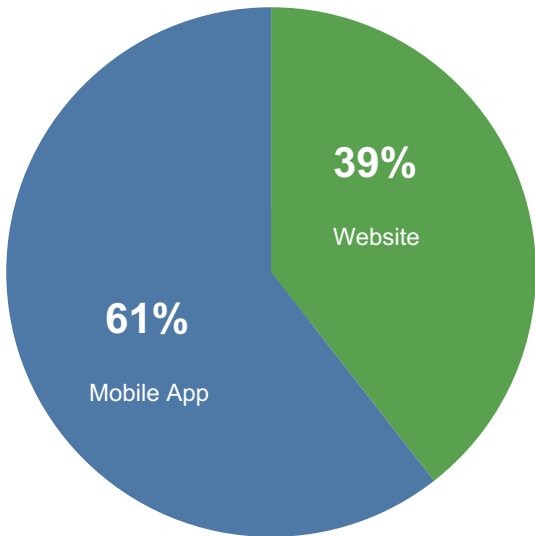
Mobile Sessions 175

Web Sessions 114

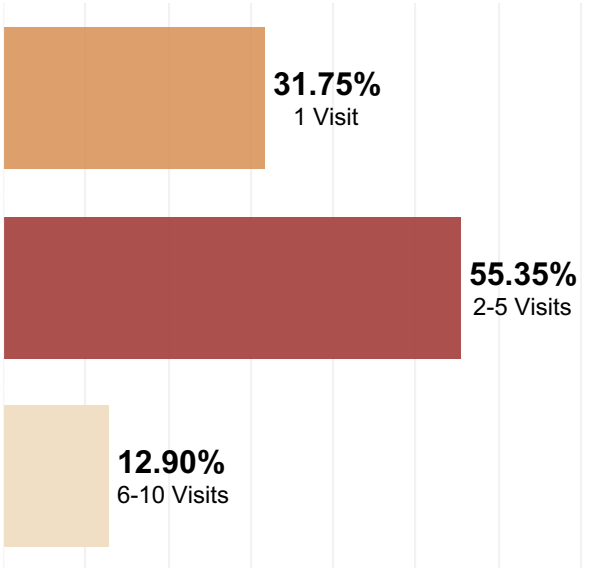
Number of Sessions 289

Number of unique Visitors 156

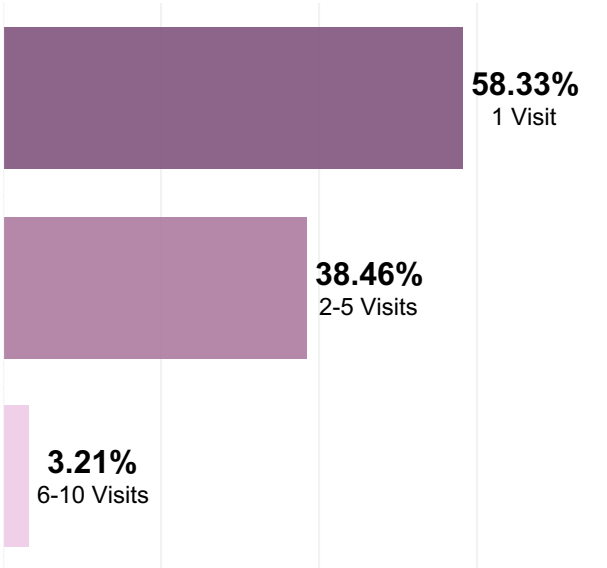
Mobile App vs Web Sessions



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.