

Venngo

Engagement Report

- License Details

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Program Engagement

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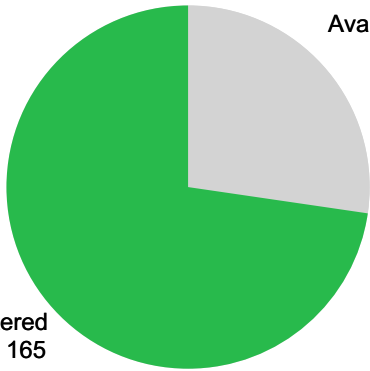
Traffic

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Glossary

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- License Details
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Launch Date: 2017-Dec-13
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Registered

165

Available

62

Total Licenses

227

Registered

165

Available

62
- Total Family Accounts



39
- New Registrations
- Oct 23

Nov 23

Dec 23

Jan 24

Feb 24

Mar 24

Apr 24

May 24

Jun 24

Jul 24

Aug 24

Sep 24

9

8

7

6

5

4

3

2

1

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8

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2

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New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Acc.

New Registrations

Family Accounts
- Net Change Registrations & Running Sum
- 177

178

184

184

187

195

198

200

201

203

204

204

Oct 23

Nov 23

Dec 23

Jan 24

Feb 24

Mar 24

Apr 24

May 24

Jun 24

Jul 24

Aug 24

Sep 24

10

8

6

4

2

0

0

1

6

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3

8

3

2

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Created

Created

Created

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Created

Created

Created

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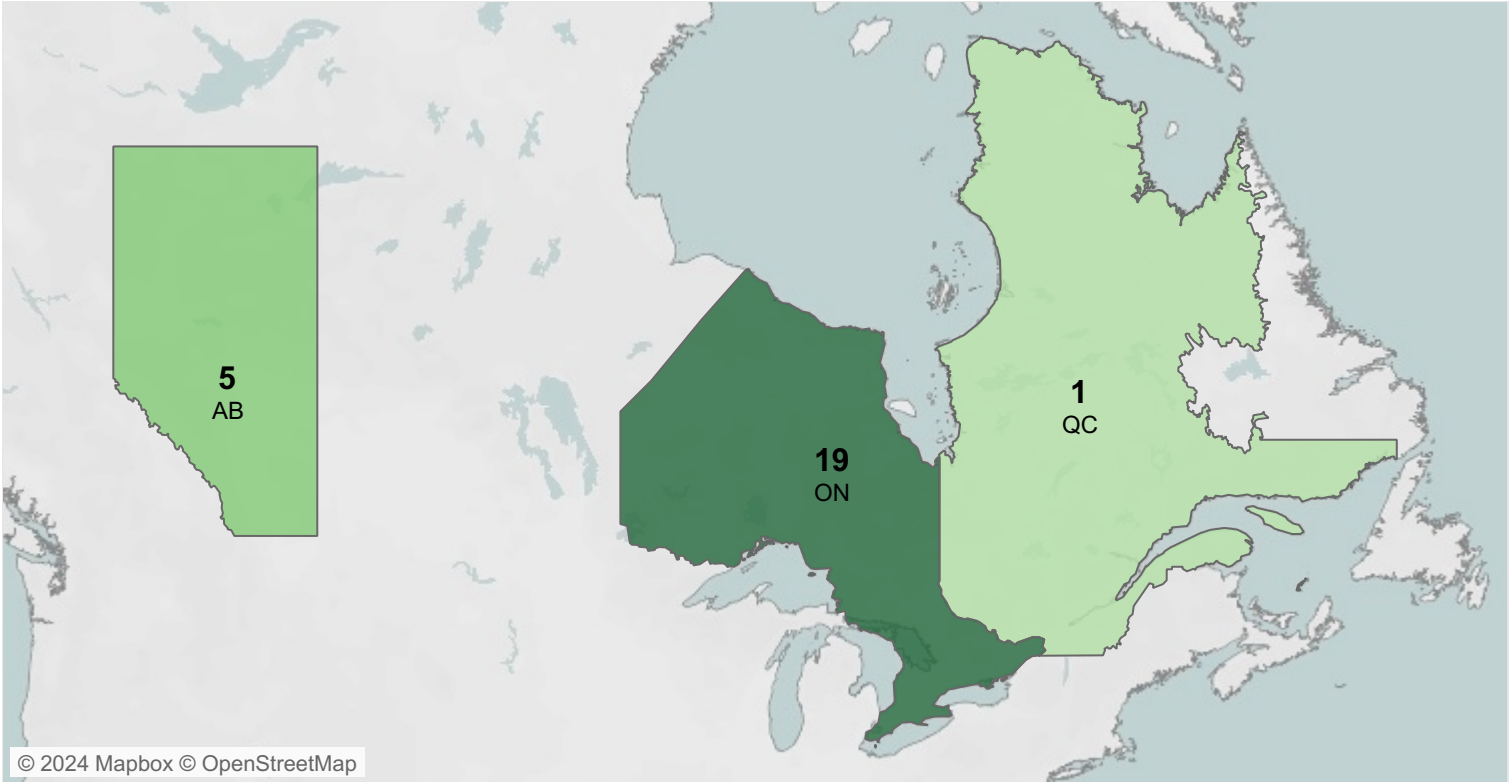
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Country

Province

Total Registered

CA

Ontario

19

Alberta

5

Quebec

1

Grand Total

25

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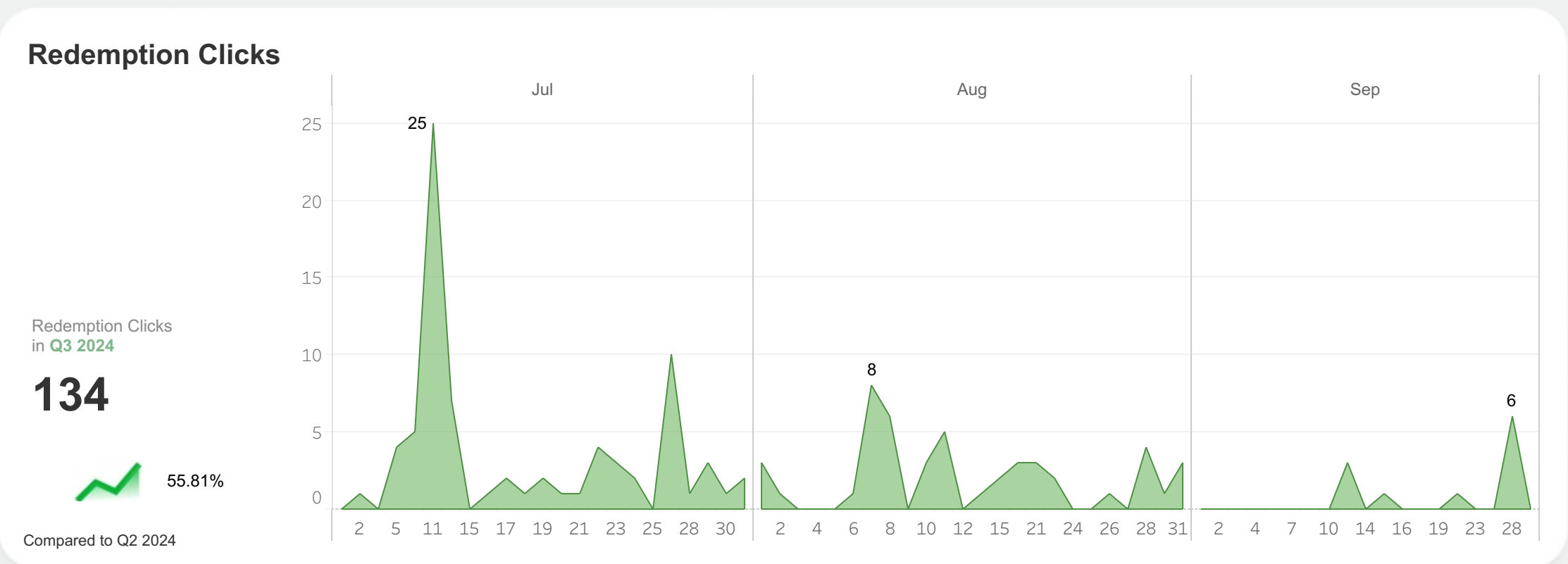
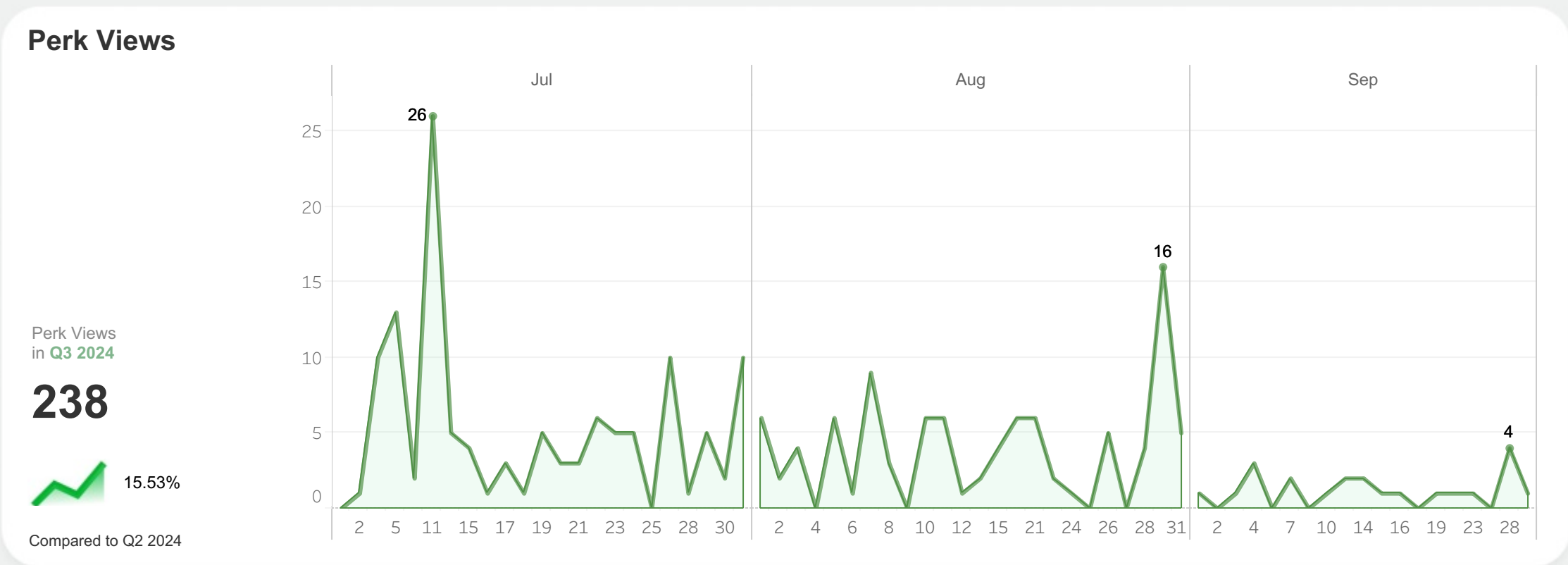
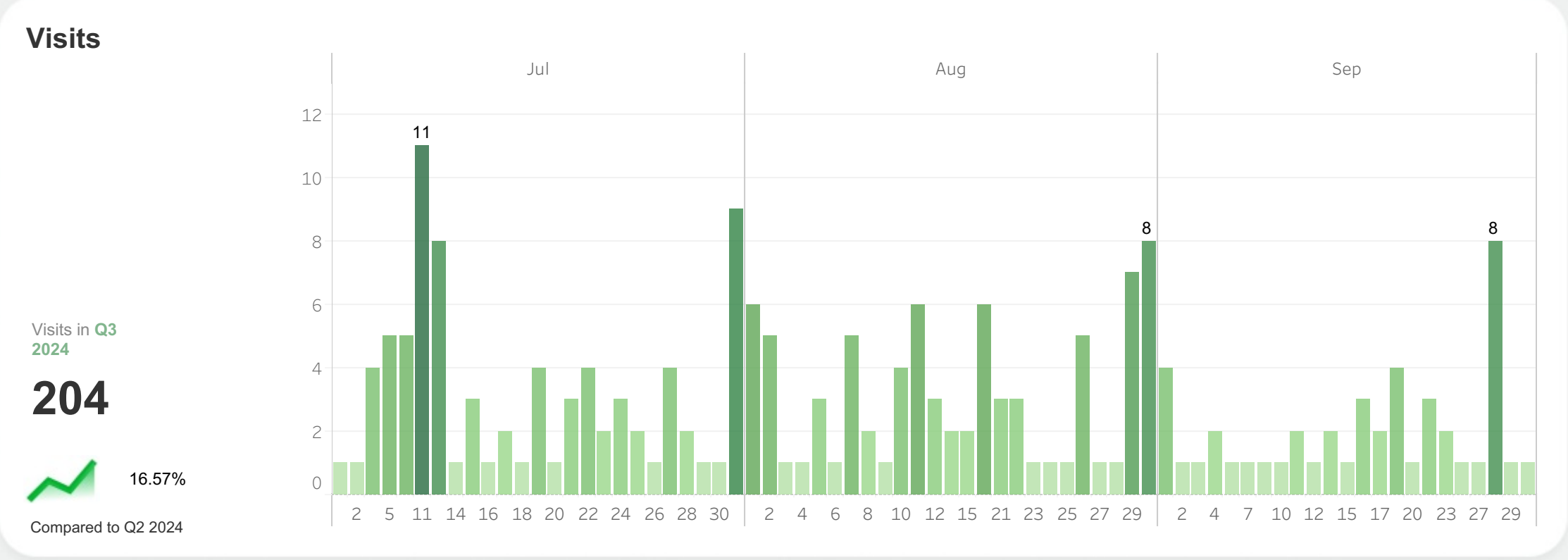
Program Engagement

Estimated Spend

\$ 11,603

Estimated Savings

\$ 2,259



Active Promotions in Q3 2024

07/01/2024 to 07/07/2024 New Perks!	08/26/2024 to 09/01/2024 Travel Time
07/01/2024 to 07/07/2024 School's Out...Summer's In!	09/02/2024 to 09/08/2024 Spotlight on Savings
07/08/2024 to 07/14/2024 Summer Fashion Finds	09/09/2024 to 09/15/2024 Shop Local.
07/15/2024 to 07/21/2024 Ready for Back to School?	09/09/2024 to 09/11/2024 Skechers
07/15/2024 to 07/21/2024 Samsung	09/16/2024 to 09/22/2024 Home & Living
07/22/2024 to 07/28/2024 Gear up for Back to School	09/23/2024 to 09/29/2024 Fall Fashion Finds: Men/Boys
07/22/2024 to 07/28/2024 Home & Living Upgrades	
07/29/2024 to 08/04/2024 Deals that Delight	
07/29/2024 to 08/04/2024 Hooray for Summer Vacay!	
08/05/2024 to 08/11/2024 Summer Travel Deals	
08/12/2024 to 08/18/2024 Healthiness is Happiness!	
08/19/2024 to 08/25/2024 Back to School Deals	
08/19/2024 to 08/25/2024 Summer's not over yet!	
08/26/2024 to 09/01/2024 Back to School Basics	
08/26/2024 to 09/01/2024 Economical Insurance	
08/26/2024 to 09/01/2024 Hot Summer Savings	

Top 15 Brands by Savings

Brand Name	Spend	Savings
GoodLife Fitness	\$ 1,794	\$ 592
Samsung Electronics (AP)	\$ 4,147	\$ 406
Entertainment Benefits Group (EBG)	\$ 1,036	\$ 319
Economical Insurance	\$ 855*	\$ 171*
Canada's Wonderland	\$ 420	\$ 110
Upper Canada Wills \$ Estates	\$ 280	\$ 100
Bosch Home Appliances	\$ 400	\$ 80
Choice Hotels Canada Adperks (SSEs)	\$ 240	\$ 48
Safari Niagara	\$ 123	\$ 42
Lenovo	\$ 225	\$ 33
Hertz- Thrifty Car Rental	\$ 168	\$ 24
PolySleep	\$ 96	\$ 24
Wyndham Hotels & Resorts (AP)	\$ 120	\$ 24
Great Wolf Lodge	\$ 111	\$ 21
Cineplex	\$ 75	\$ 20

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

Top 15 Brands by Activity

Brand Name	Views	Redemption Clicks
Samsung Electronics (AP)	21	26
Entertainment Benefits Group (EBG)	14	9
Canada's Wonderland	5	5
Cineplex	4	5
Choice Hotels Canada Adperks (SSEs)	4	4
Foot Locker - AP	3	4
Hertz- Thrifty Car Rental	2	4
Apple General/Education AP	8	3
Ardene	3	3
Enterprise / Alamo / National (For Procter and Gamble)	2	3
Great Wolf Lodge	4	3
Lone Star Texas Grill AP(MASTER ACCOUNT)	5	3
Safari Niagara	3	3
Skechers	3	3
Under Armour	2	3

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Glossary

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Traffic

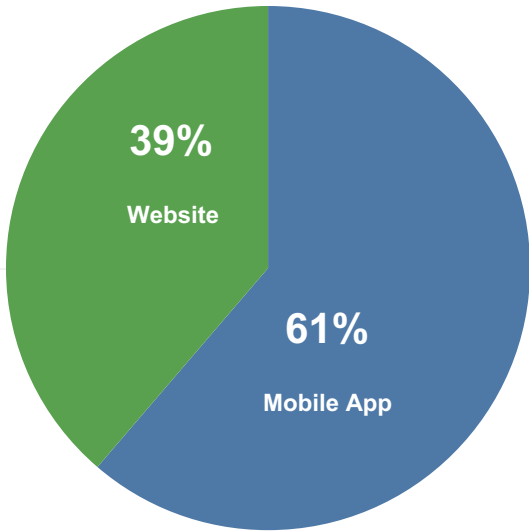
Mobile Sessions95

Web Sessions60

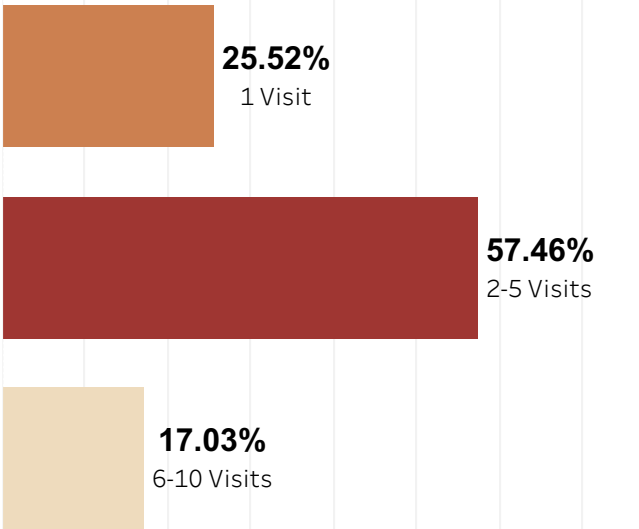
Number of Sessions155

Number of unique Visitors77

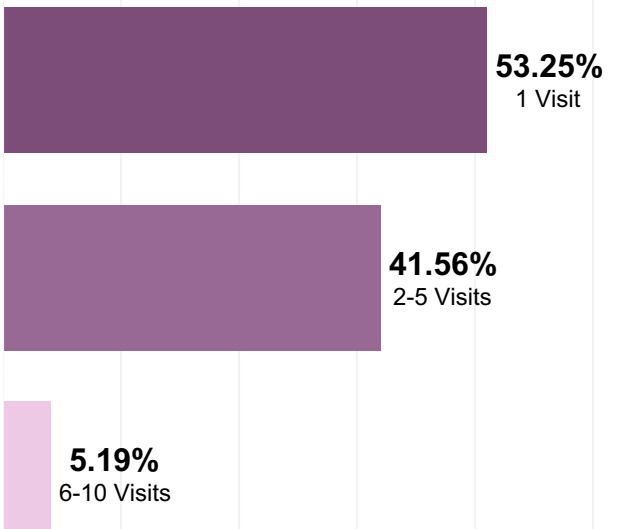
Mobile App vs Web Sessions



Cohorts of Visits, % of Sessions



Cohorts of Visits, % of Visitors



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Program Engagement

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Glossary

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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.