

Venngo

Engagement Report

- License Details

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- Program Engagement

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- Glossary

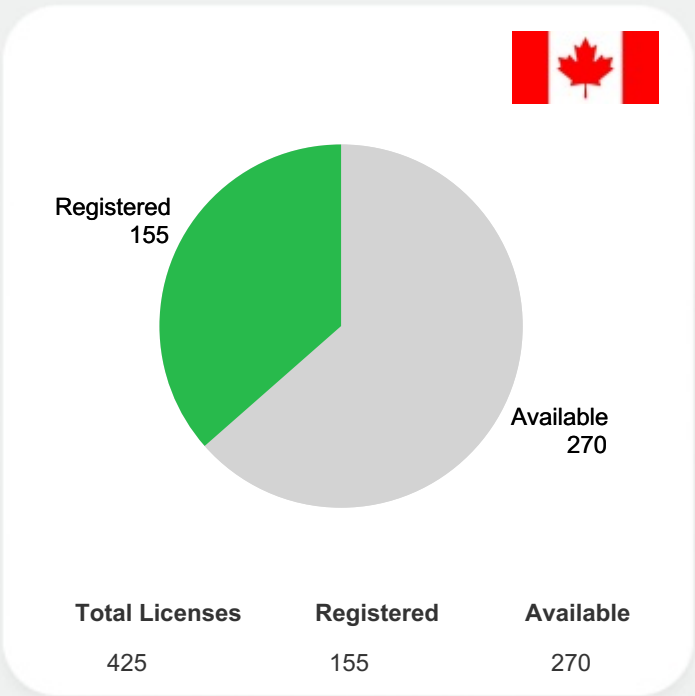
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License Details

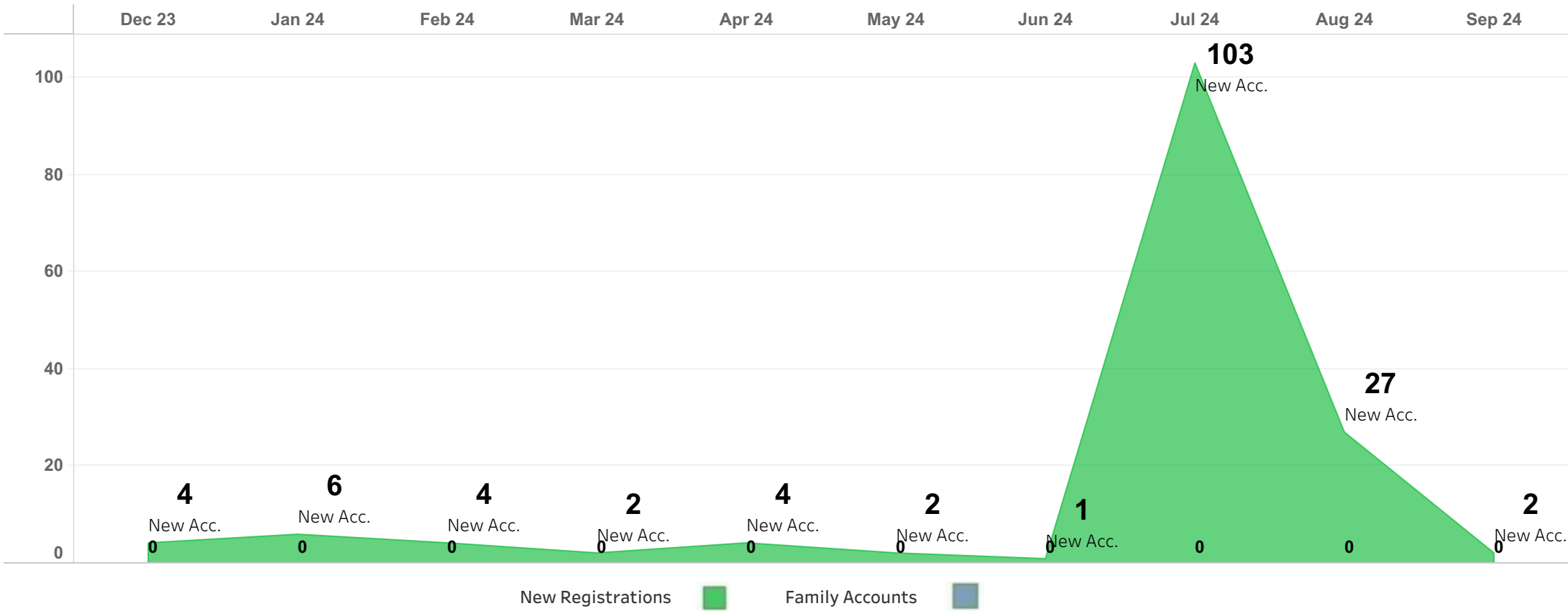


Launch Date:

2024-Jan-01



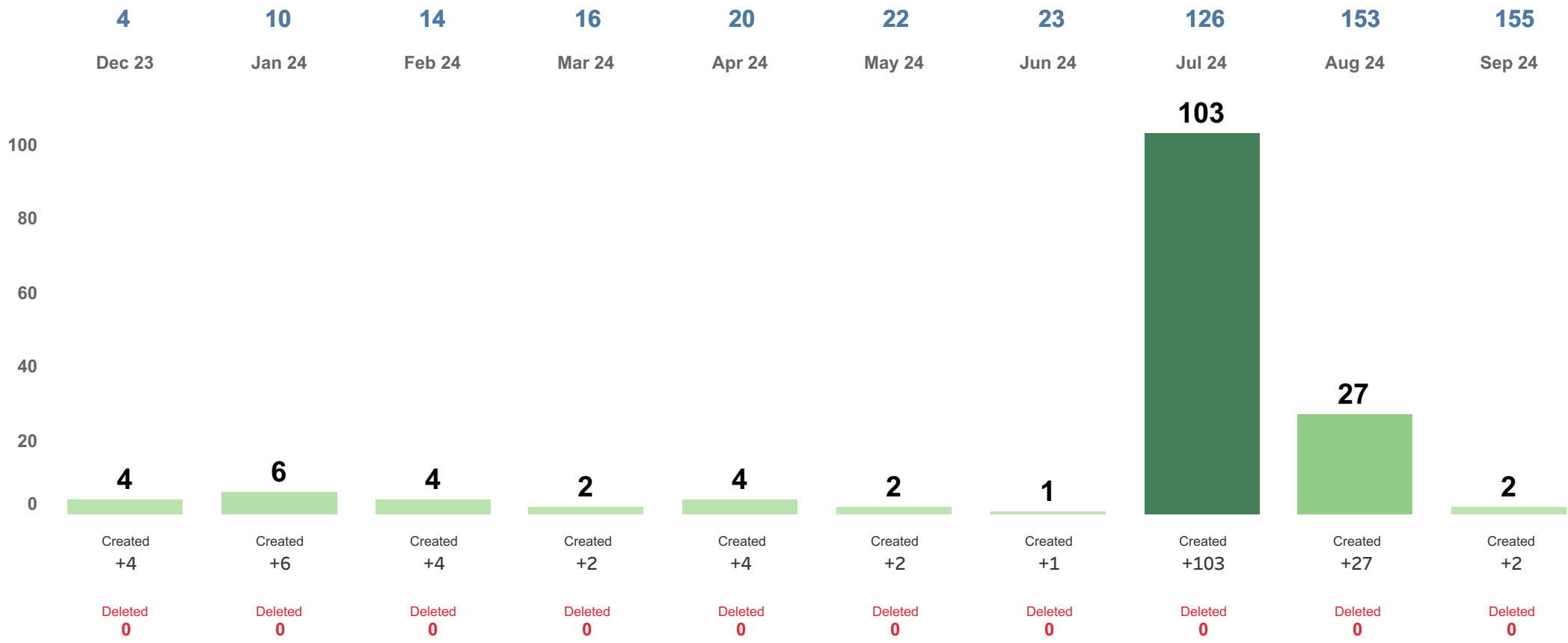
New Registrations



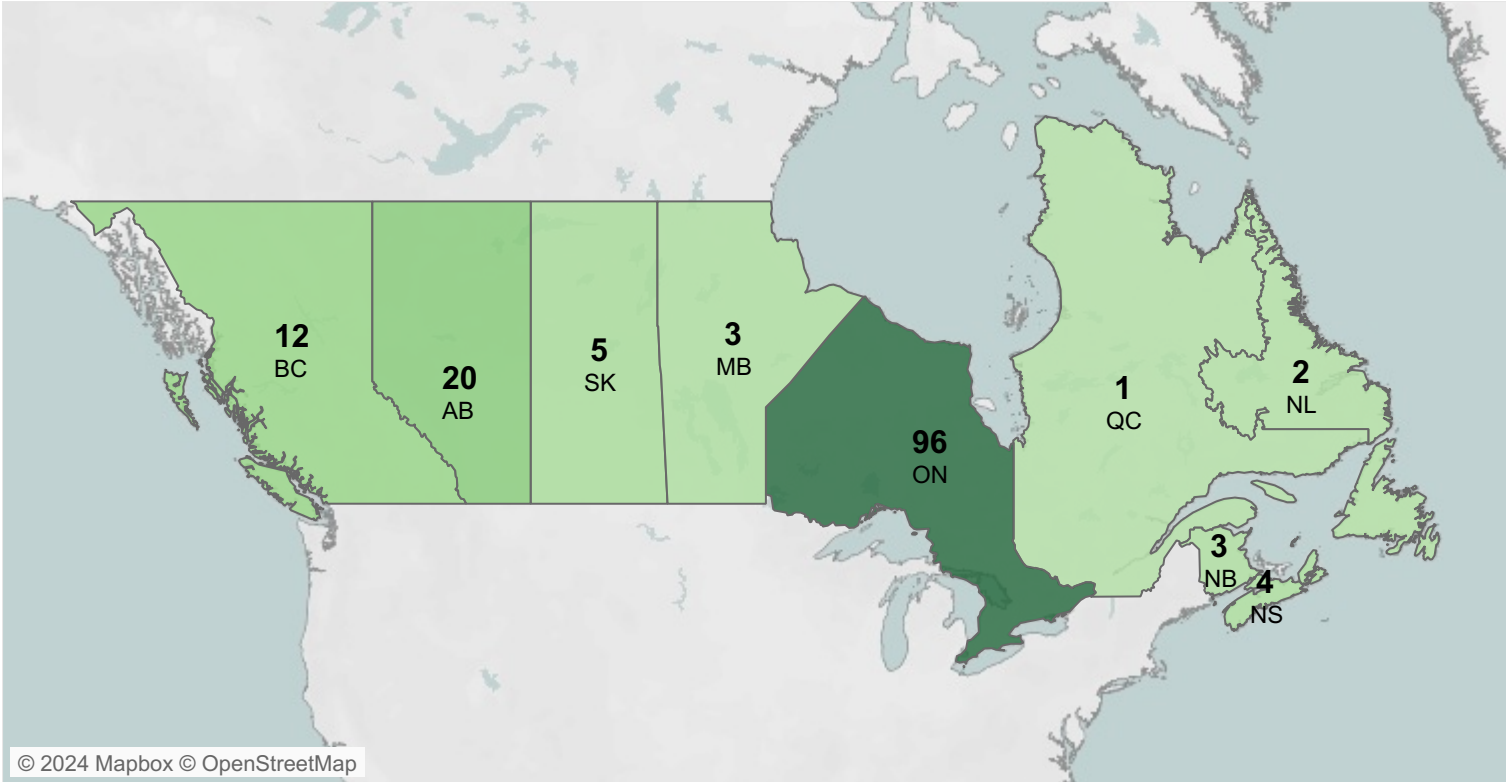
New Registrations

Family Accounts

Net Change Registrations & Running Sum



Provincial Distribution



Country	Province	Total Registered
CA	Ontario	96
	Alberta	20
	British Colu..	12
	Saskatche..	5
	Nova Scotia	4
	New Bruns..	3
	Manitoba	3
	Newfoundl..	2
	Quebec	1
	Grand Total	146

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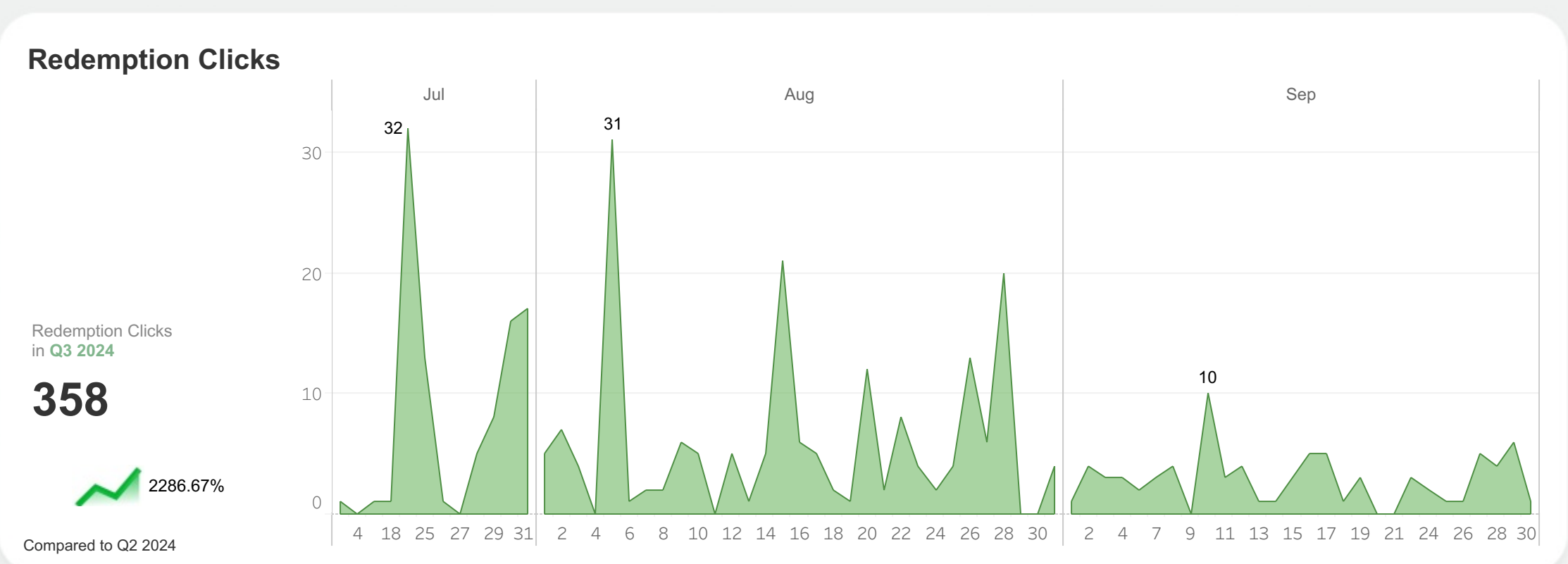
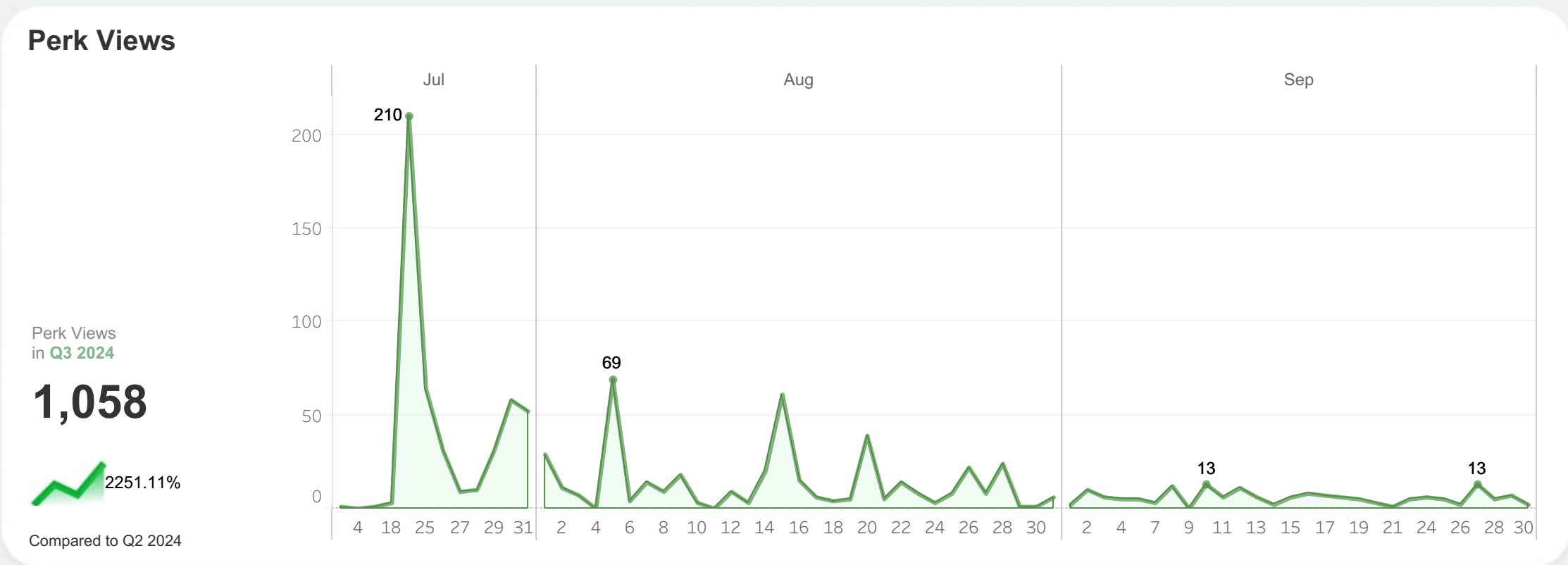
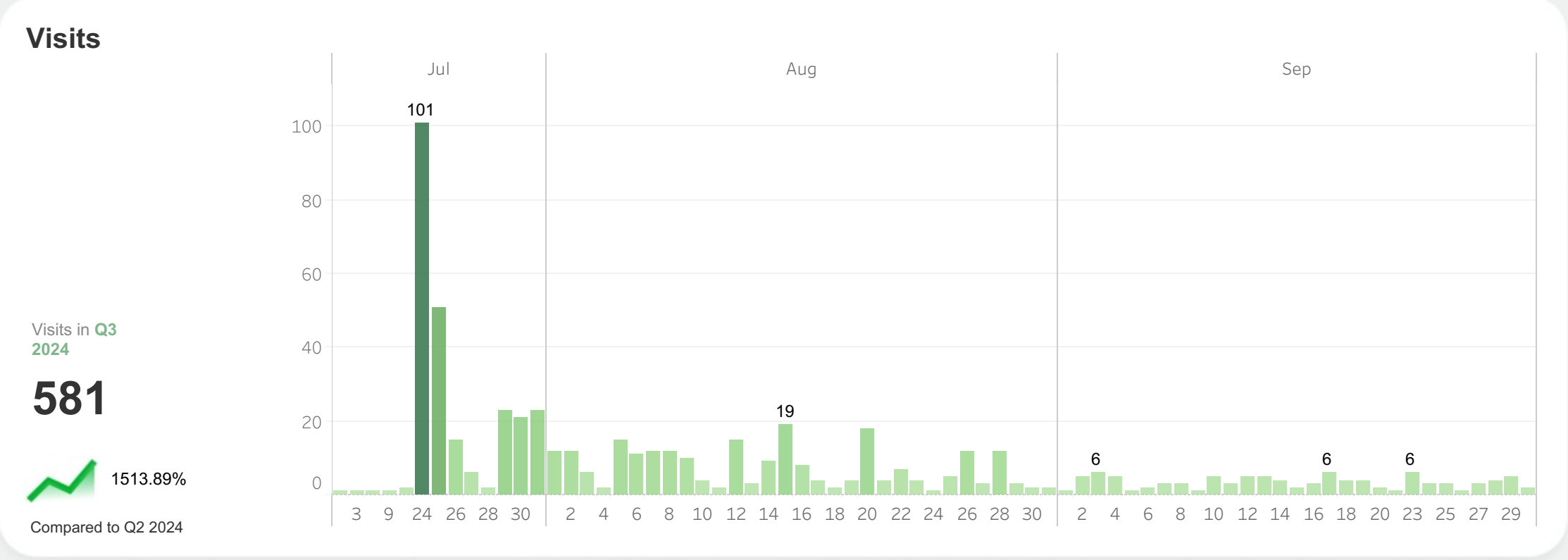
Program Engagement

Estimated Spend

\$ 30,422

Estimated Savings

\$ 5,396



Active Promotions in Q3 2024

07/22/2024 to 07/28/2024	Gear up for Back to School	08/26/2024 to 09/01/2024	Economical Insurance
07/22/2024 to 07/28/2024	Home & Living Upgrades	08/26/2024 to 09/01/2024	Hot Summer Savings
07/22/2024 to 07/28/2024	LG	08/26/2024 to 09/01/2024	Travel Time
07/29/2024 to 08/04/2024	Deals that Delight	09/02/2024 to 09/08/2024	Shop Local.
07/29/2024 to 08/04/2024	Hooray for Summer Vacay!	09/02/2024 to 09/08/2024	Smart savings for Back to School
08/05/2024 to 08/11/2024	Samsung	09/02/2024 to 09/08/2024	Spotlight on Savings
08/05/2024 to 08/11/2024	Summer Travel Deals	09/05/2024 to 09/08/2024	Skechers
08/06/2024 to 08/11/2024	Emma Sleep	09/09/2024 to 09/15/2024	Perks to Ponder
08/08/2024 to 08/08/2024	Shoppers Drug Mart	09/16/2024 to 09/22/2024	Fall Fashion Finds: Women/Girls
08/12/2024 to 08/18/2024	Back to School in Style	09/16/2024 to 09/22/2024	Home & Living
08/12/2024 to 08/18/2024	Tiff	09/23/2024 to 09/29/2024	Beauty & Cosmetics
08/19/2024 to 08/25/2024	Back to School Deals	09/23/2024 to 09/29/2024	Fall Fashion Finds: Men/Boys
08/19/2024 to 08/25/2024	Cineplex	09/23/2024 to 09/29/2024	Healthiness is Happiness!
08/19/2024 to 08/25/2024	Summer's not over yet!	09/30/2024 to 10/06/2024	Get Ready for Thanksgiving
08/26/2024 to 09/01/2024	Amex		
08/26/2024 to 09/01/2024	Back to School Basics		

Top 15 Brands by Savings

Brand Name	Spend	Savings
GoodLife Fitness	\$ 4,800	\$ 960
Entertainment Benefits Group (EBG)	\$ 1,947*	\$ 616*
Canada MedLaser Clinics	\$ 1,122*	\$ 336*
Sport Chek	\$ 300	\$ 210
Dell Canada (AP) (SSEs)	\$ 360	\$ 201
Lenovo	\$ 1,125	\$ 165
Entertainment Benefits Group (EBG)	\$ 480	\$ 139
Priceline.com	\$ 300	\$ 132
Contiki Holidays	\$ 600	\$ 120
The Canadian National Exhibition (CNE)	\$ 325	\$ 117
Economical Insurance	\$ 570*	\$ 114*
The Brick	\$ 750	\$ 112
Inspiring Vacations	\$ 1,500	\$ 105
GoCity - LeisurePass Group	\$ 195	\$ 96
Nissan Canada AP	\$ 640	\$ 80
Bosch Home Appliances	\$ 400	\$ 80

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

Top 15 Brands by Activity

Brand Name	Views	Redemption Clicks
Entertainment Benefits Group (EBG)	74	30
Apple General/Education AP	36	23
Cineplex	32	14
The Canadian National Exhibition (CNE)	21	13
Sport Chek	15	10
La Vie en Rose (AP)	19	7
Ripley's Aquarium Canada	5	7
Under Armour	8	7
Canadian Niagara Hotels Inc.	8	6
Great Wolf Lodge	7	6
Jamieson Vitamins	5	6
Premium Seats USA	6	6
Toronto Zoo	4	6
Avis Budget Group (AP - CAN)	8	5
CheapOair	7	5

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License Details

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Program Engagement

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Traffic

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Glossary

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Traffic

Mobile Sessions

91

Web Sessions

336

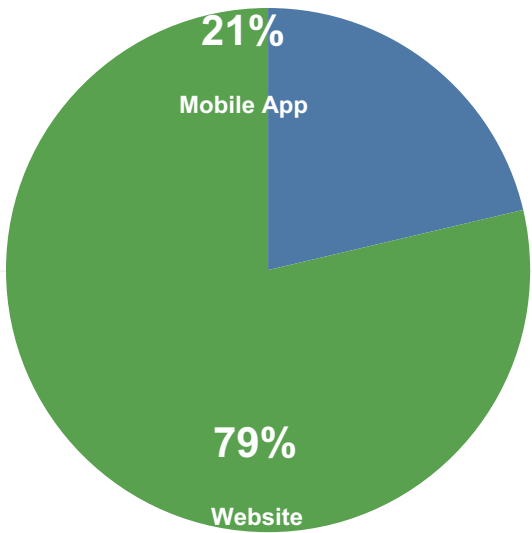
Number of Sessions

427

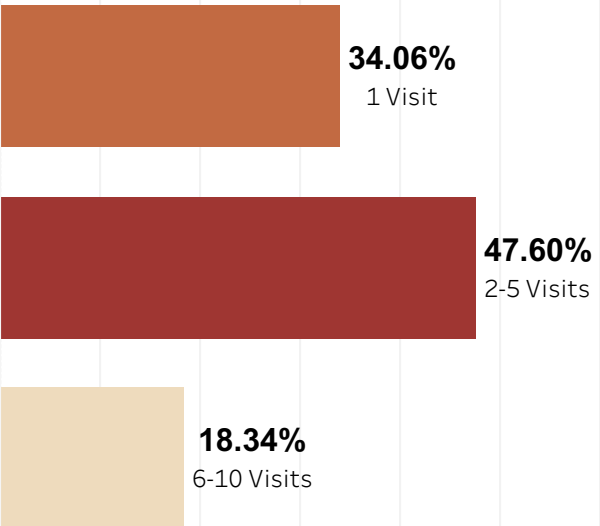
Number of unique Visitors

243

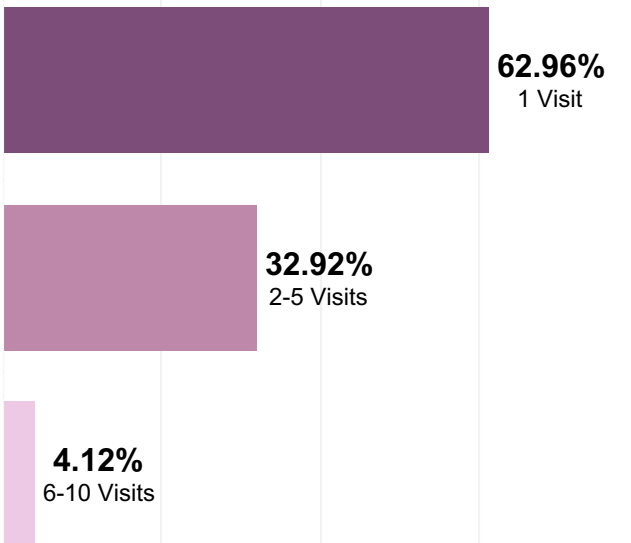
Mobile App vs Web Sessions



Cohorts of Visits, % of Sessions



Cohorts of Visits, % of Visitors



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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.