

Venngo

Engagement Report

- License Details

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Program Engagement

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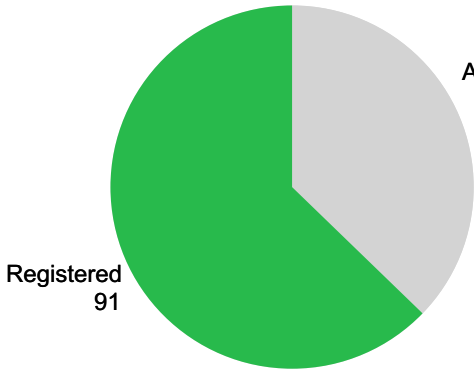
Traffic

>

Glossary

>
- License Details
- 

Launch Date: 2015-Oct-01
- 



Registered  
91

Available  
54

Total Licenses

145

Registered

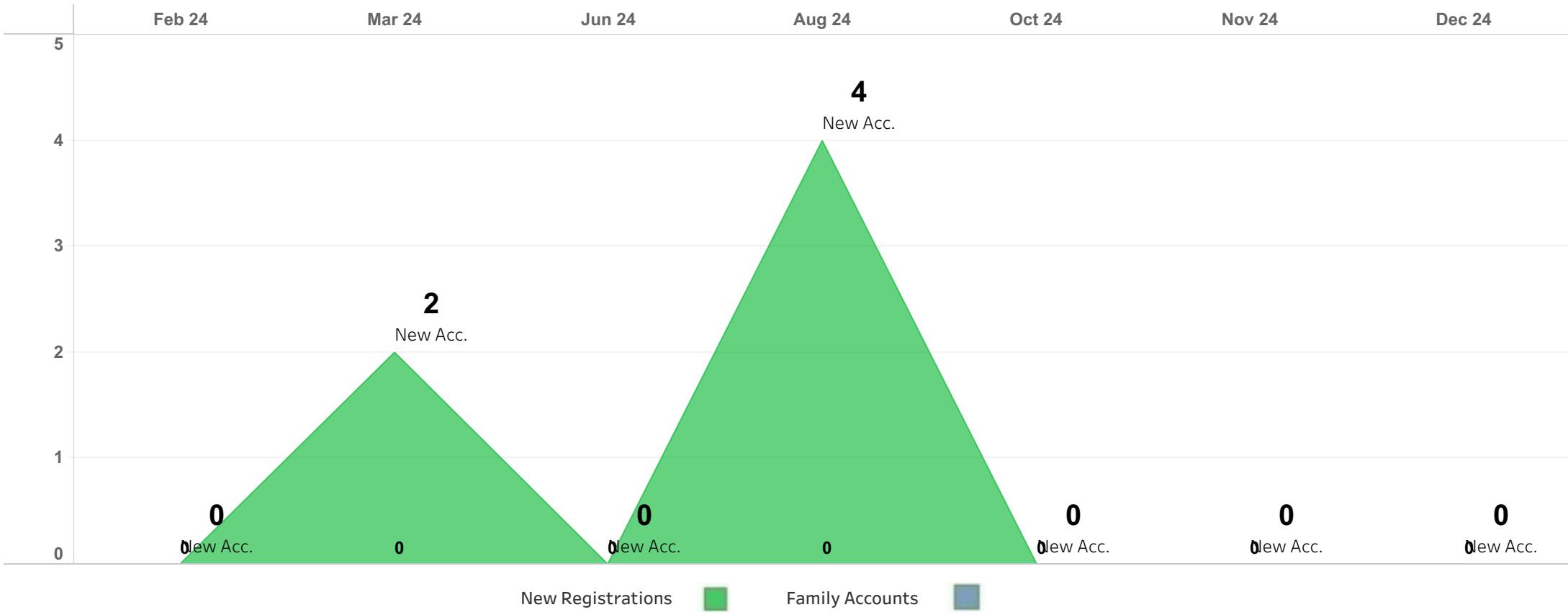
91

Available

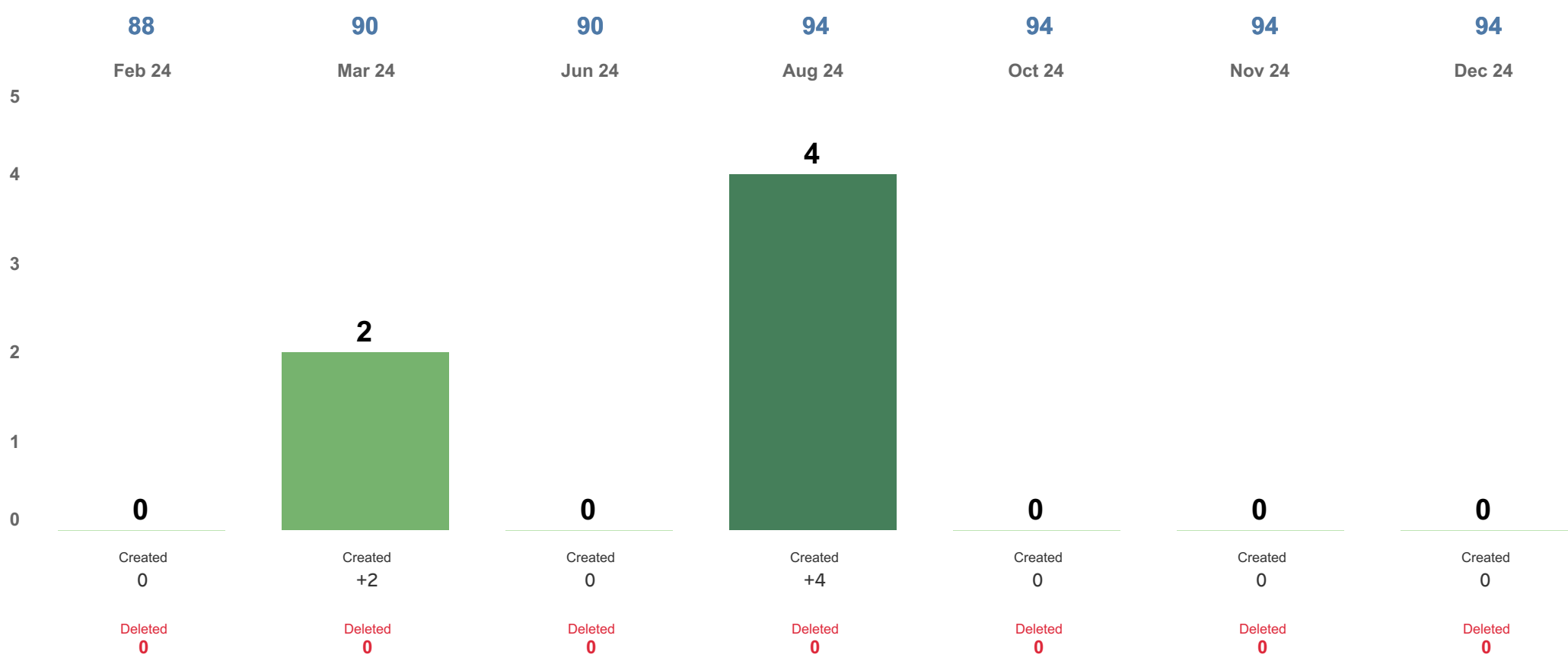
54
- Total Family Accounts



3
- New Registrations



| Month  | New Registrations | Family Accounts |
|--------|-------------------|-----------------|
| Feb 24 | 0                 | 0               |
| Mar 24 | 2                 | 0               |
| Jun 24 | 0                 | 0               |
| Aug 24 | 4                 | 0               |
| Oct 24 | 0                 | 0               |
| Nov 24 | 0                 | 0               |
| Dec 24 | 0                 | 0               |
- Net Change Registrations & Running Sum



| Month  | Created | Deleted | Running Sum |
|--------|---------|---------|-------------|
| Feb 24 | 0       | 0       | 88          |
| Mar 24 | 2       | 0       | 90          |
| Jun 24 | 0       | 0       | 90          |
| Aug 24 | 4       | 0       | 94          |
| Oct 24 | 0       | 0       | 94          |
| Nov 24 | 0       | 0       | 94          |
| Dec 24 | 0       | 0       | 94          |
- Provincial Distribution



| Country     | Province | Total Registered |
|-------------|----------|------------------|
| CA          | Ontario  | 4                |
| Grand Total |          | 4                |

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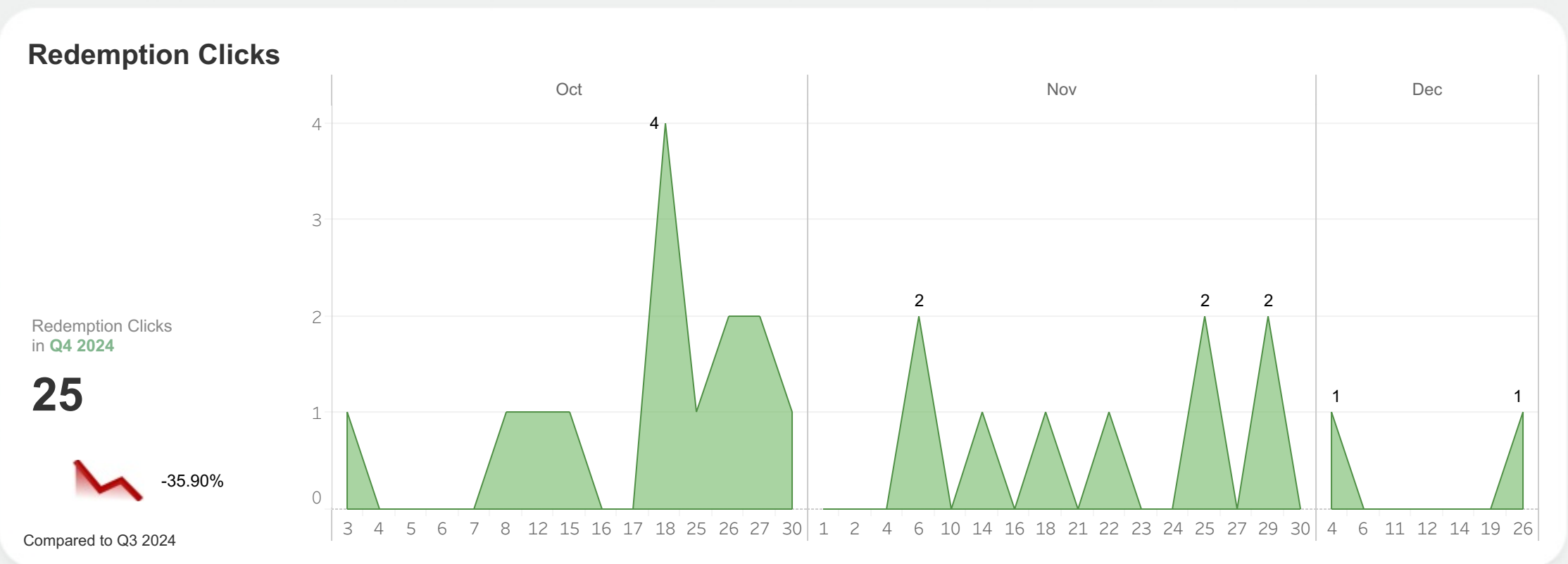
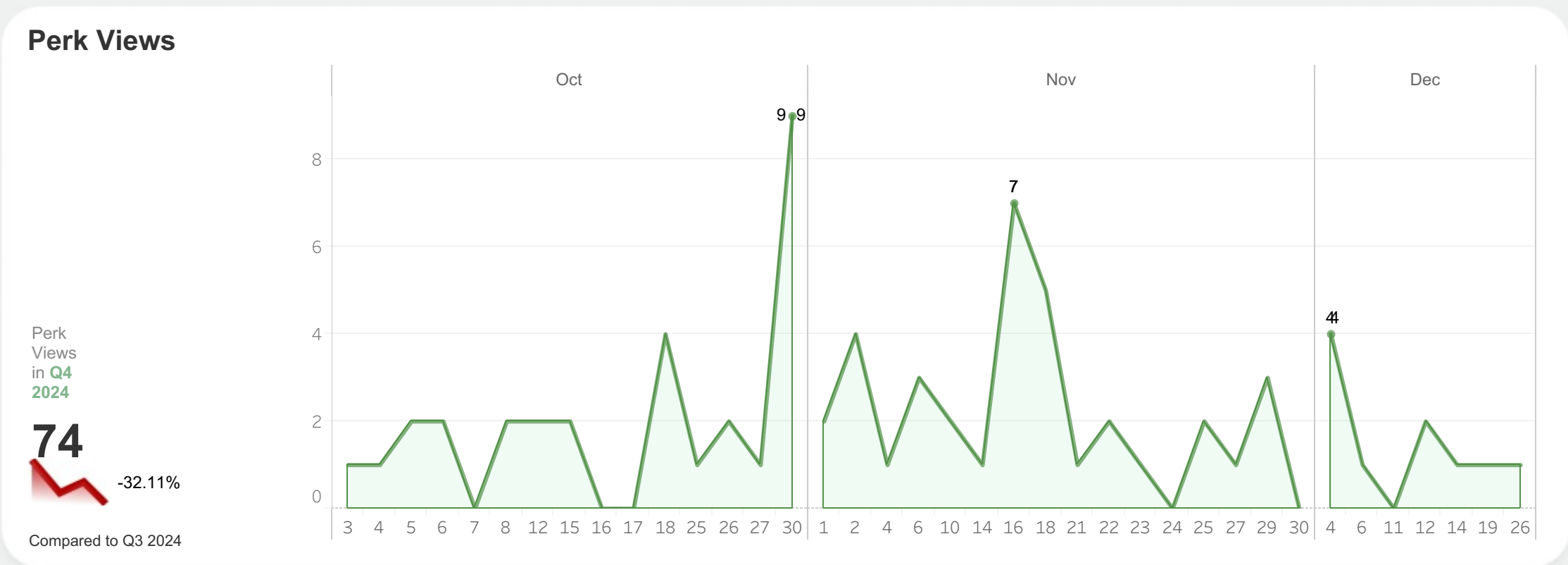
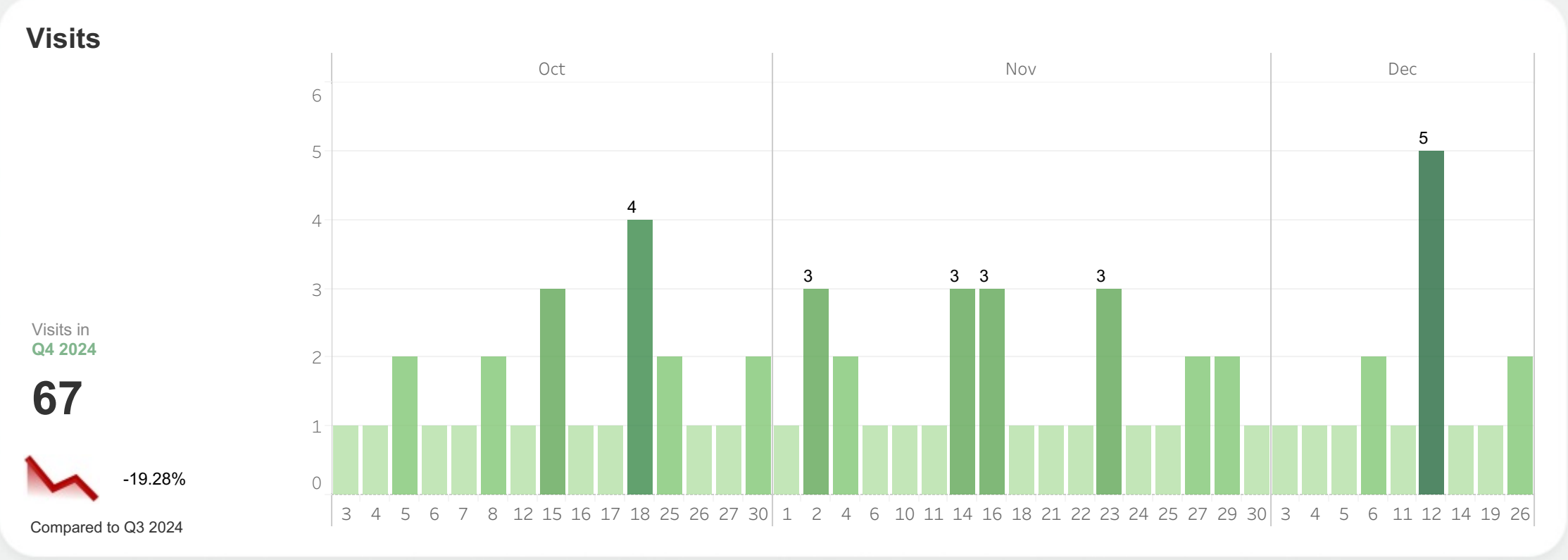
Program Engagement

Estimated Spend

\$ 1,499

Estimated Savings

\$ 161.0



Active Promotions in Q4 2024

09/30/2024 to 10/06/2024 BetterHelp

10/07/2024 to 10/13/2024 Savings Start Here

10/14/2024 to 10/20/2024 Deals on Deals

10/14/2024 to 10/20/2024 Small Business Month

10/28/2024 to 11/03/2024 Food & Drink

11/04/2024 to 11/10/2024 Winter Getaway

11/11/2024 to 11/17/2024 Budget-Friendly Finds

11/18/2024 to 11/24/2024 Early Black Friday

11/18/2024 to 11/24/2024 Holiday Gift Guide

11/25/2024 to 12/01/2024 Black Friday: Tech & Electronics

12/09/2024 to 12/15/2024 Healthiness is Happiness!

12/09/2024 to 12/15/2024 Holiday Gift Guide: Home & Electronics

12/16/2024 to 12/22/2024 December Deals

Top 15 Brands by Savings

| Brand Name                                             | Spend     | Savings  |
|--------------------------------------------------------|-----------|----------|
| GoCity - LeisurePass Group                             | \$ 65.0   | \$ 32.0  |
| Under Armour                                           | \$ 80.0   | \$ 30.0  |
| Samsung Electronics (AP)                               | \$ 286.0  | \$ 28.0  |
| Premium Seats USA                                      | \$ 750.0* | \$ 15.0* |
| Choice Hotels Canada (AP)                              | \$ 60.0   | \$ 12.0  |
| NordVPN                                                | \$ 17.0   | \$ 10.0  |
| Walmart Canada (AP)                                    | \$ 45.0   | \$ 9.0   |
| Toronto Pearson Official Onsite Airport Parking        | \$ 30.0   | \$ 6.0   |
| Entertainment Benefits Group (EBG)                     | \$ 31.0   | \$ 6.0   |
| La Vie en Rose (AP)                                    | \$ 26.0   | \$ 4.0   |
| Spa in the Village                                     | \$ 15.0   | \$ 3.0   |
| Progressive Nutritional                                | \$ 6.0    | \$ 2.0   |
| Apple General/Education AP                             | \$ 60.0   | \$ 1.0   |
| Enterprise / Alamo / National (For Procter and Gamble) | \$ 22.0   | \$ 1.0   |
| Iron Vegan                                             | \$ 5.0    | \$ 1.0   |
| Wacky Walks                                            | \$ 1.0    | \$ 1.0   |

Top 15 Brands by Activity

| Brand Name                                        | Views | Redemption Clicks |
|---------------------------------------------------|-------|-------------------|
| Under Armour                                      | 3     | 5                 |
| Walmart Canada (AP)                               | 2     | 3                 |
| Entertainment Benefits Group (EBG)                | 4     | 2                 |
| La Vie en Rose (AP)                               | 5     | 2                 |
| Samsung Electronics (AP)                          | 3     | 2                 |
| Apple General/Education AP                        | 1     | 1                 |
| Choice Hotels Canada (AP)                         | 1     | 1                 |
| Enterprise / Alamo / National                     | 2     | 1                 |
| GoCity - LeisurePass Group                        | 1     | 1                 |
| Iron Vegan                                        | 1     | 1                 |
| MANSCAPED                                         | 1     | 1                 |
| NordVPN                                           | 1     | 1                 |
| Progressive Nutritional                           | 1     | 1                 |
| Spa in the Village                                | 2     | 1                 |
| Toronto Pearson Official Onsite Airport Parking 2 |       | 1                 |

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

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Program Engagement

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Traffic

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Glossary

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Traffic

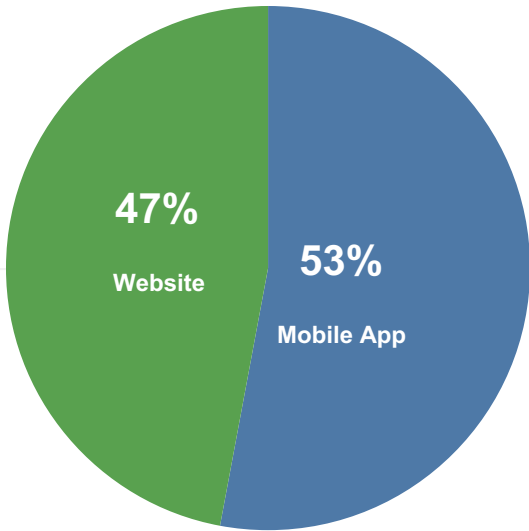
Mobile Sessions27

Web Sessions24

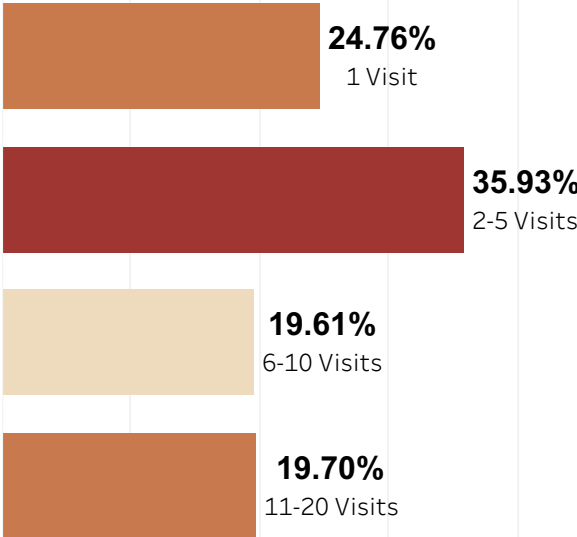
Number of Sessions51

Number of unique Visitors18

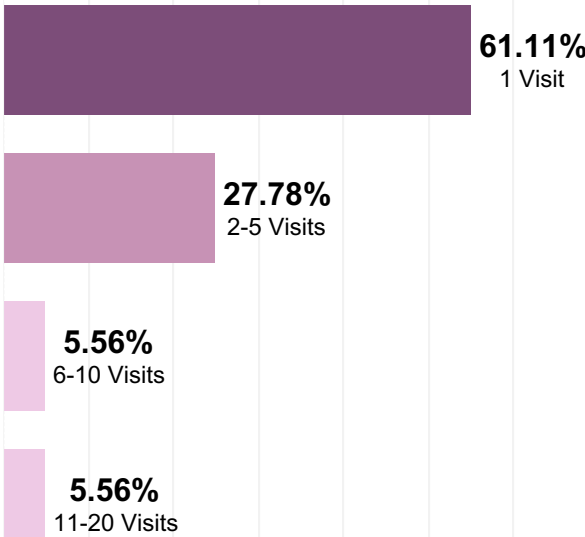
Mobile App vs Web Sessions



Cohorts of Visits, % of Sessions



Cohorts of Visits, % of Visitors



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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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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.