

Venngo

Engagement Report

- License Details

>
- Program Engagement

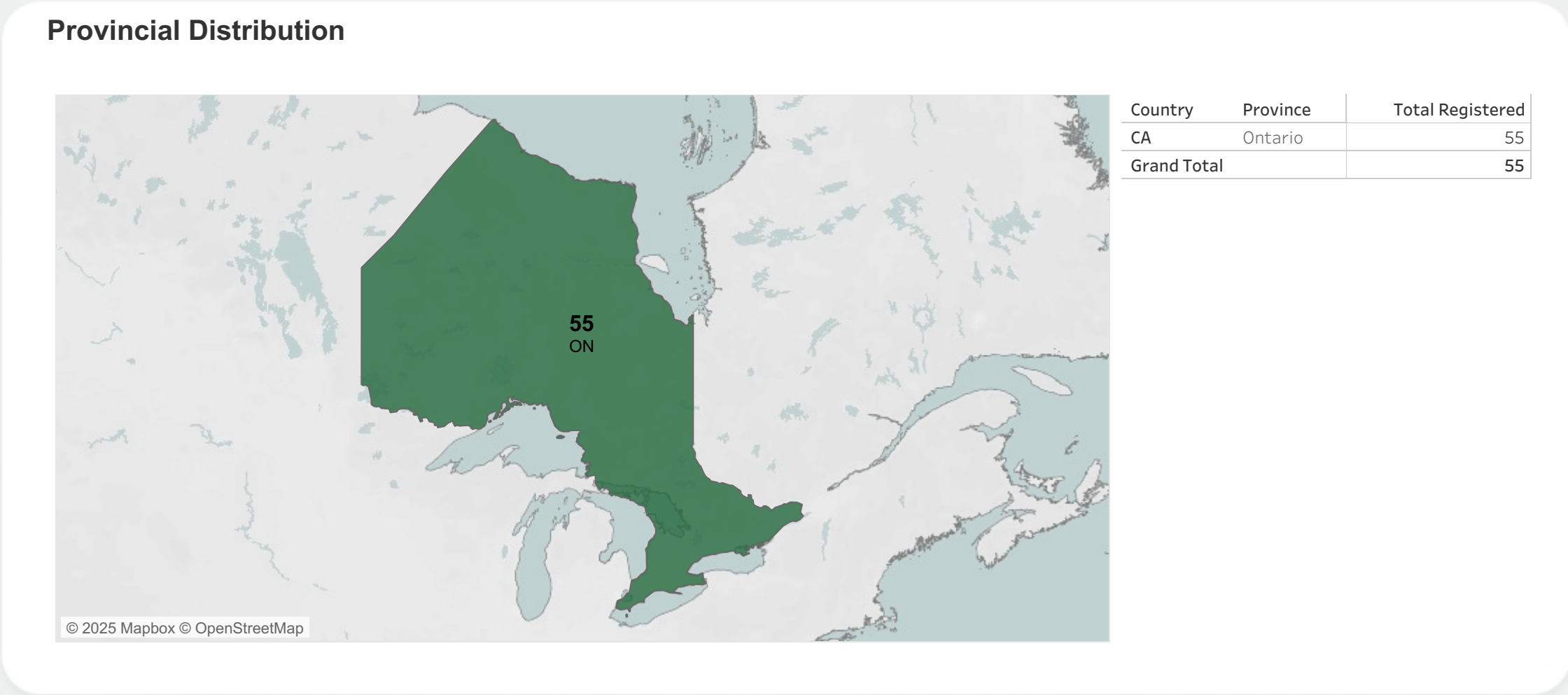
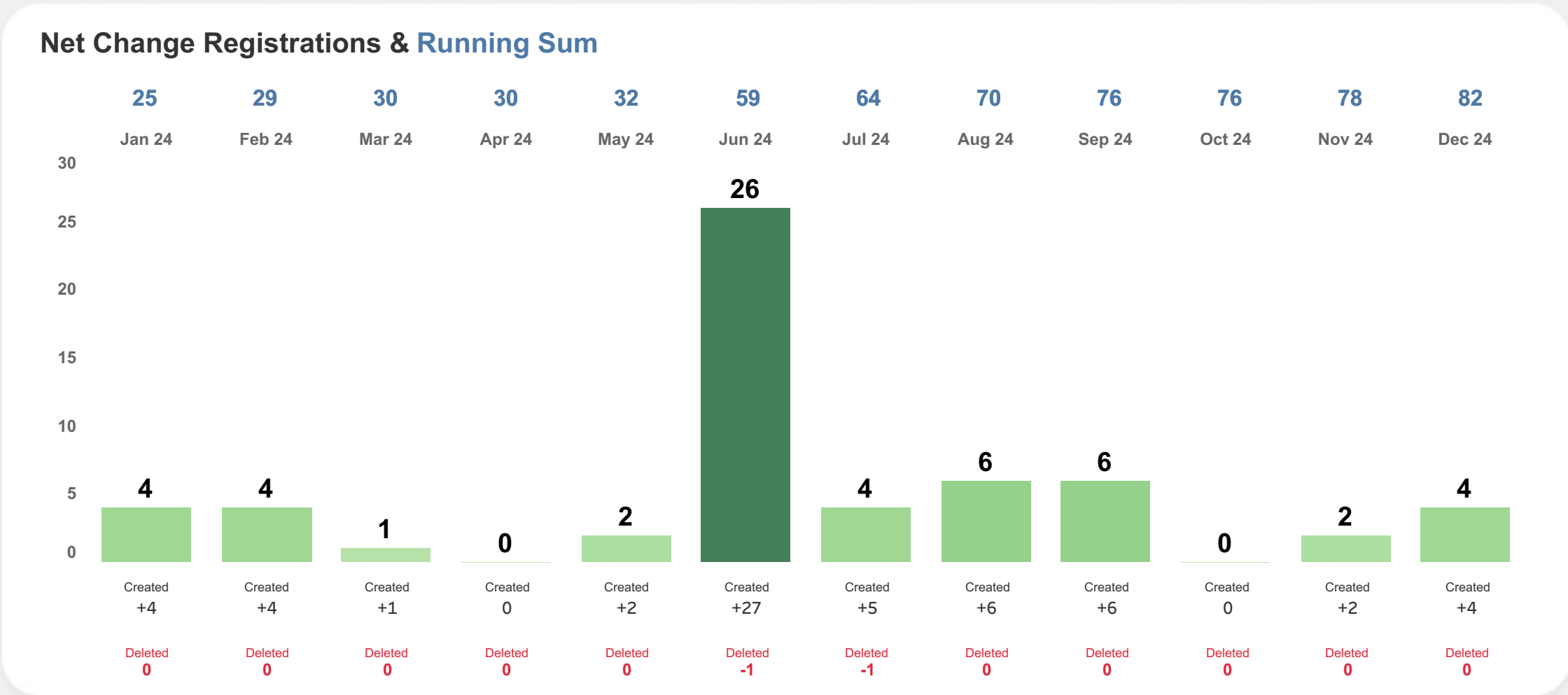
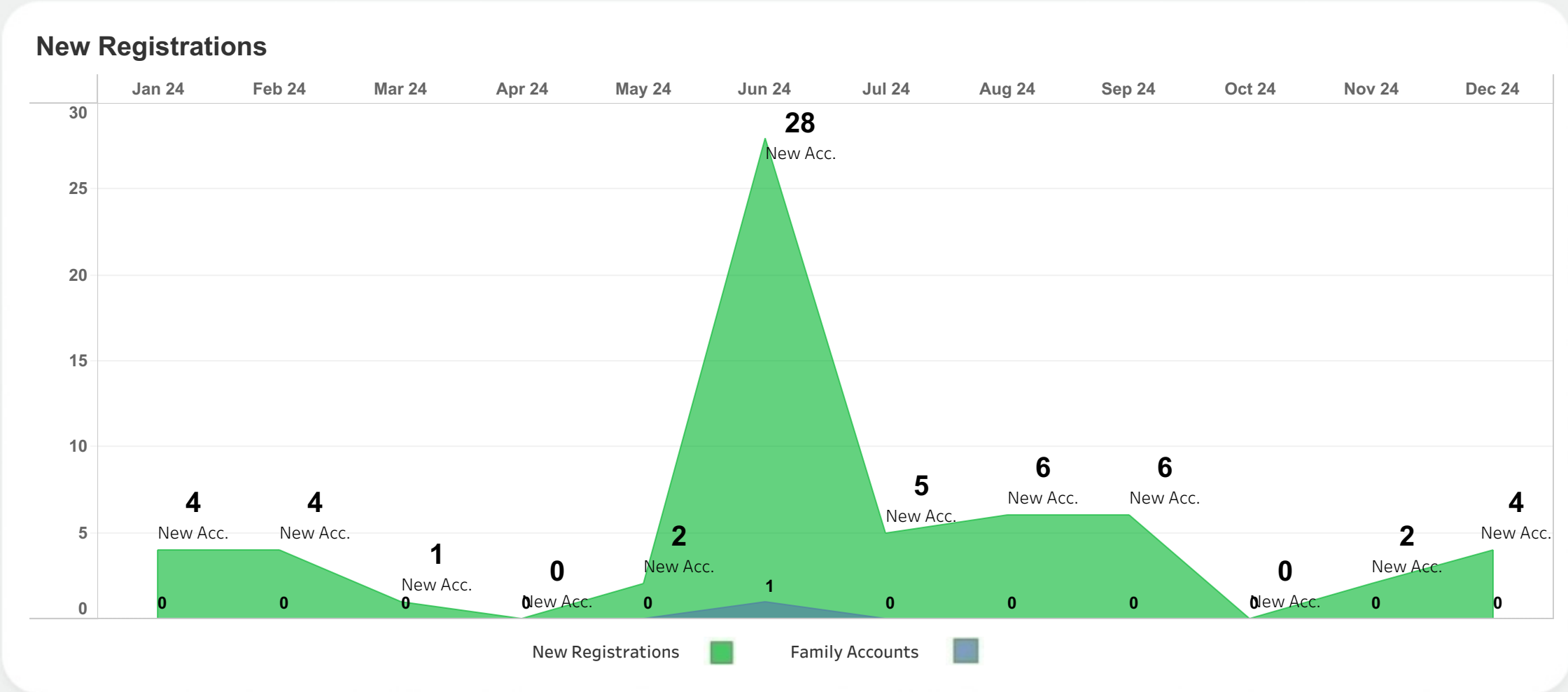
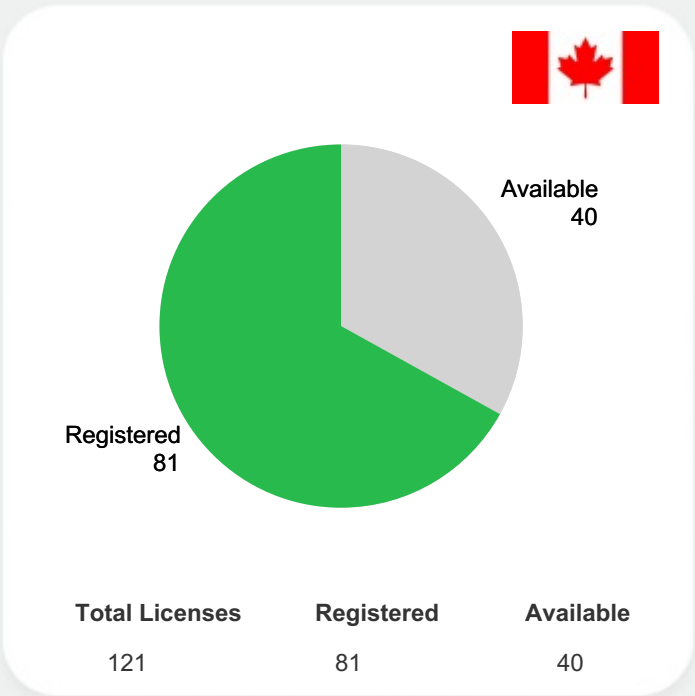
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- Traffic

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- Glossary

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License Details

Launch Date: 2023-May-01



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-  License Details >
-  Program Engagement >
-  Traffic >
-  Glossary >

Program Engagement

Estimated Spend

\$ 18,843

Estimated Savings

\$ 3,308

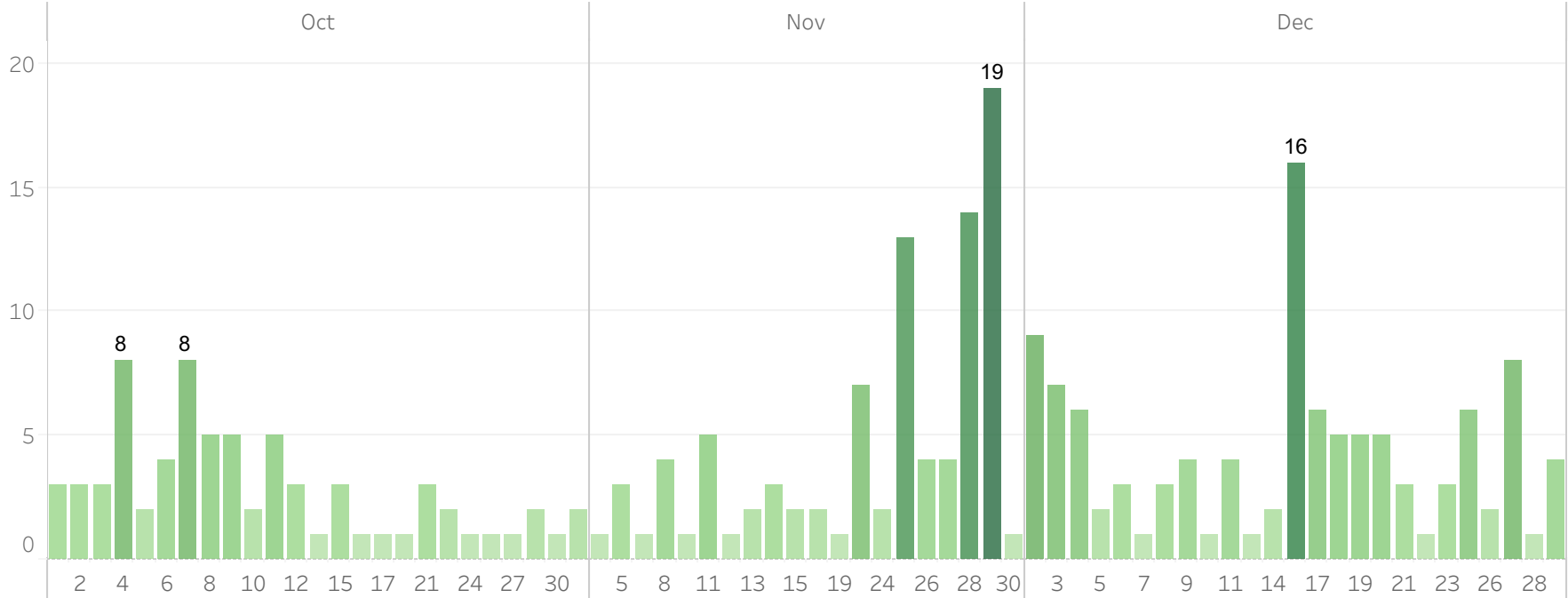
Visits

Visits in Q4 2024

269

 -29.58%

Compared to Q3 2024



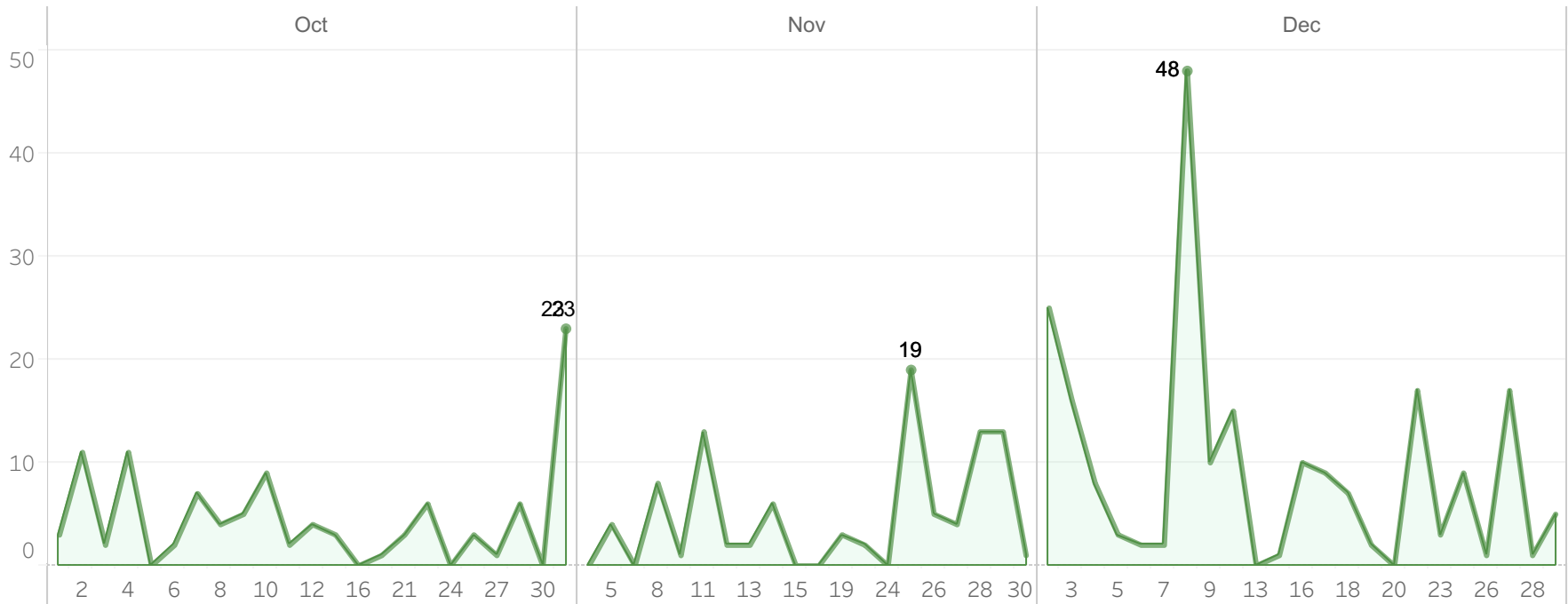
Perk Views

Perk Views in Q4 2024

413

 -22.08%

Compared to Q3 2024



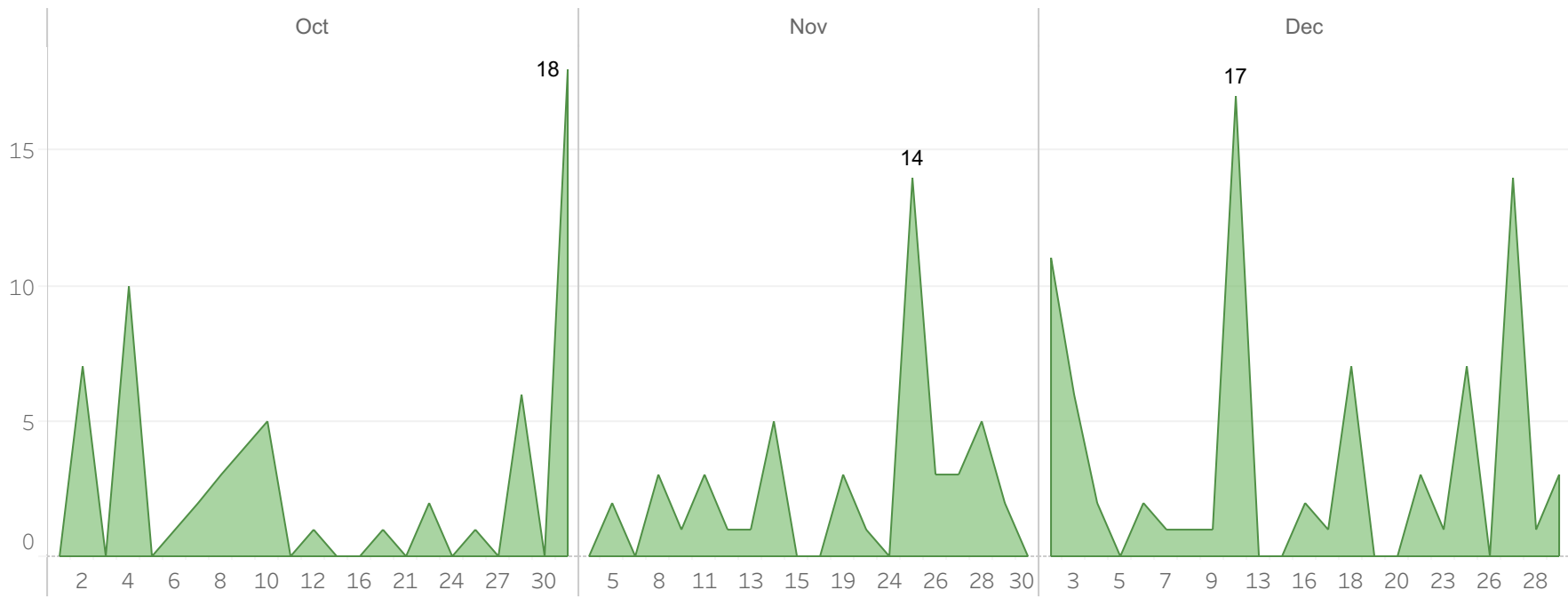
Redemption Clicks

Redemption Clicks in Q4 2024

188

 -22.31%

Compared to Q3 2024



Active Promotions in Q4 2024

12/16/2021 to 12/31/2024 Popular deals	11/04/2024 to 11/10/2024 Promising Perks	12/16/2024 to 12/22/2024 Boxing Week Preview
09/30/2024 to 10/06/2024 Get Ready for Thanksgiving	11/11/2024 to 11/17/2024 Budget-Friendly Finds	12/16/2024 to 12/22/2024 Shop Local.
09/30/2024 to 10/06/2024 LG	11/11/2024 to 11/17/2024 Winter Getaway	12/23/2024 to 12/29/2024 Boxing Week
09/30/2024 to 10/06/2024 New Perks	11/18/2024 to 11/24/2024 Early Black Friday	12/23/2024 to 12/29/2024 December Deals
09/30/2024 to 10/06/2024 Samsung	11/18/2024 to 11/24/2024 Holiday Gift Guide	12/23/2024 to 12/29/2024 Healthiness is Happiness!
10/07/2024 to 10/13/2024 Dress Up Your Home	11/25/2024 to 12/01/2024 Black Friday: Beauty & Cosmetics	12/30/2024 to 01/05/2025 Healthiness is Happiness
10/07/2024 to 10/13/2024 Savings Start Here	11/25/2024 to 12/01/2024 Black Friday: Fashion	12/30/2024 to 01/05/2025 New Year. New You.
10/14/2024 to 10/20/2024 Deals on Deals	11/25/2024 to 12/01/2024 Black Friday: Home & Living	
10/21/2024 to 10/27/2024 Delightful Discounts	11/25/2024 to 12/01/2024 Black Friday: Tech & Electronics	
10/21/2024 to 10/27/2024 Footwear for Fall	12/02/2024 to 12/08/2024 Bosch Sale - Epic Savings Ahead!	
10/21/2024 to 10/27/2024 Small Business Month	12/02/2024 to 12/08/2024 Cyber Monday Week	
10/28/2024 to 11/03/2024 Food & Drink	12/02/2024 to 12/08/2024 Holiday Gift Guide: Fashion & Access..	
10/28/2024 to 11/03/2024 Savings that Shine	12/02/2024 to 12/08/2024 More Cyber Monday Week	
11/04/2024 to 11/10/2024 Lenovo	12/05/2024 to 12/06/2024 Shoppers Drug Mart	
11/04/2024 to 11/10/2024 Little Canada	12/09/2024 to 12/15/2024 Holiday Gift Guide: Beauty & Cosmeti..	
11/04/2024 to 11/10/2024 New Balance	12/09/2024 to 12/15/2024 Holiday Gift Guide: Home & Electroni..	

Top 15 Brands by Savings

Brand Name	Spend	Savings
Economical Insurance	\$ 3,420*	\$ 684*
Entertainment Benefits Group (EBG)	\$ 2,035	\$ 555
GoodLife Fitness	\$ 1,920	\$ 384
Lenovo	\$ 2,475	\$ 363
Samsung Electronics (AP)	\$ 1,308	\$ 174
Nissan Canada AP	\$ 1,280	\$ 160
The Brick	\$ 750	\$ 112
Contiki Holidays	\$ 300	\$ 60
Sleep Country / Dormez Vous	\$ 150	\$ 52
HelloFresh Canada	\$ 90	\$ 45
Dell Canada (AP) (SSEs)	\$ 300	\$ 44
Lasik MD/TLC/London Eye	\$ 300	\$ 34
Cirque du Soleil	\$ 84	\$ 34
Westowne Mazda	\$ 540	\$ 32
GoCity - LeisurePass Group	\$ 65	\$ 32

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

Top 15 Brands by Activity

Brand Name	Views	Redemption Clicks
Lenovo	20	11
Apple General/Education AP	10	9
Entertainment Benefits Group (EBG)	11	9
First Class Group Tickets	7	9
Samsung Electronics (AP)	17	9
Cirque du Soleil	7	6
Under Armour	6	5
Ardene	4	4
Dell Canada (AP) (SSEs)	4	4
Factor Meals	5	4
Chewy	3	3
HelloFresh Canada	3	3
La Vie en Rose (AP)	8	3
New Balance	3	3
Peoples Jewellers	3	3

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Program Engagement

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Traffic

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Glossary

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Traffic

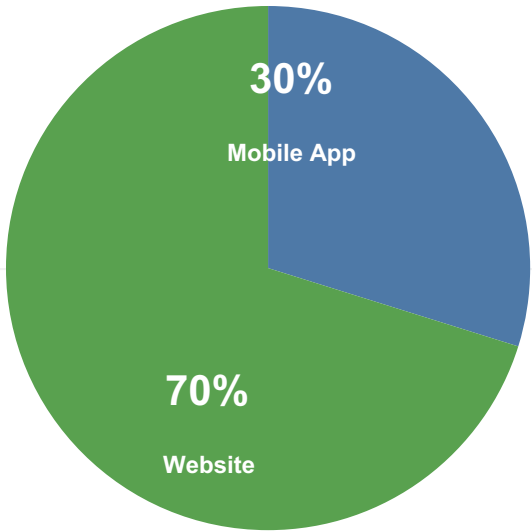
Mobile Sessions57

Web Sessions134

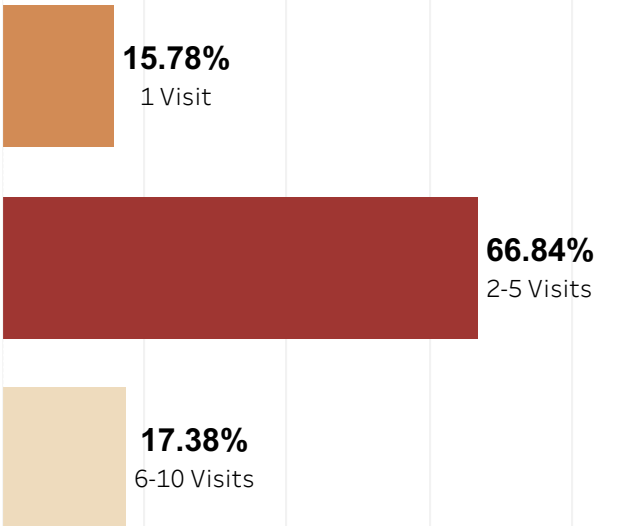
Number of Sessions191

Number of unique Visitors78

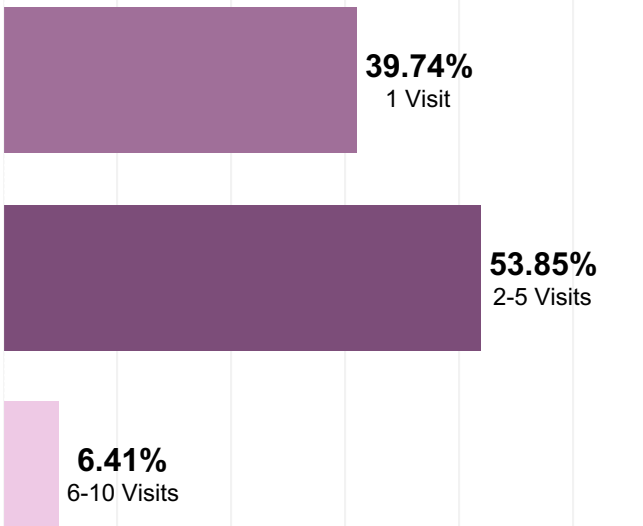
Mobile App vs Web Sessions



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.