tripkicks

What a Tripkicks business case looks like.

PREPARED FOR THE COMPANYNAME TEAM · 2026

What 12 months of your booking data says about where $875K a year is hiding, and how Catalyst reaches the travelers who can unlock it.

$875K a year

Catalyst helps your travelers make better choices across the whole trip journey, using habits they already show. No policy rewrite. No new tool to learn.

HOW CONSERVATIVE IS THIS?

Travelers don't change every time. On each habit, we assume they change about **1 time in 20**. The rest of the time they keep booking the way they do today.

WHAT WE FOUND

Nearly half of economy flights are booked inside 14 days

5,500 nights in your 12 largest markets went to the pricier preferred hotel in the same city

550 business tickets on flights under 6 hours

WHAT CHANGES

Catalyst reaches each traveler in Concur, Slack, Teams or email, at the points in the trip where choices get made. Tuned to how they already book.

WHAT WE NEED FROM YOU

A 30-minute working session with your travel and finance leads to confirm the assumptions.

SIX LEVERS, ONE NUMBER

Where the $875K comes from

Each slice is a habit your travelers already show. Tap any slice to see it.

$875K
estimated per year



COST SAVINGS · $311K

OVERSPEND AVOIDED · $564K

$564K
Rate targets
Air and hotel, one story page

$132K
Book flights earlier
Nearly half of economy booked inside 14 days

$105K
Better-value preferred hotel
Same program, lower rate

$50K
Right-size the cabin
Economy on shorter flights

$15K
Book routine trips online
Agent fee saved per trip

$9K
Extended stay for long trips
7+ night stays

On each habit, travelers change **1 in 20** 1 in 15 1 in 10

Booking 14 days out saves CompanyName $132K a year

WHAT WE SAW

48%

of economy flights are booked inside two weeks

Seattle → Austin



$785	$958
Booked on time	Booked late

$173 more per ticket, for the same seat

WHAT CATALYST DOES

Tripkicks APP 10:53 AM

Hey Daniel, your Austin trip is 16 days out. Flights booked 14 or more days ahead cost less. Book in Concur today to stay inside your policy.

Book in Concur

~82% of colleagues book 14+ days ahead 82%

~40% of your recent trips were booked within 14 days

This booking will be outside policy - book 14+ days ahead

Booking earlier saves money and meets policy.

View policy

WHAT IT'S WORTH

$132K

every year, from earlier bookings

If 1 in 20 late bookings move to on time

How we got here

Your travelers already pick preferred hotels. Some just pick the priciest one.

WHAT WE SAW

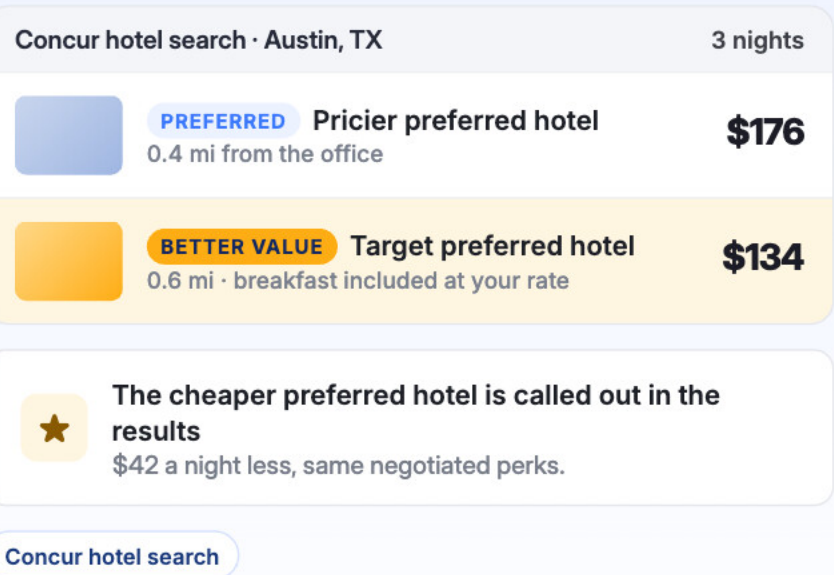
5,500

nights in your 12 largest markets at a pricier preferred hotel when a cheaper preferred one was in the same city

Where it adds up most

Austin	$6K
Raleigh	$5K
Dublin	$4K
+ 135 more cities	$90K

WHAT CATALYST DOES



WHAT IT'S WORTH

~~$176~~ → **$134**

per night in Austin, same program

$105K

every year across all cities

How we got here

COST AVOIDANCE · RATE TARGETS

Every search gets a fair-price line. $564K never leaves the budget.

Concur flight search · SEA → AUS · Tue		Economy
Your rate target for this trip $412		
Alaska 1137 · 6:40a nonstop 4h 15m	$34 under target	$378
Delta 2046 · 10:15a nonstop 4h 20m	$10 under	$402
American 628 · 4:50p nonstop 4h 25m	$37 over target	$449
United 3305 · 7:20a 1 stop 6h 40m	$119 over	$531

What "cost avoidance" means

When a traveler picks the $378 fare instead of the $449 one, that $71 is simply never spent. It stays in the budget.

$564K

a year in overspend avoided, across $47.0M of online air and hotel spend



ASSUMES 0.8% AVOIDED ON ONLINE SPEND, BELOW WHAT DEPLOYED PROGRAMS SEE

BEYOND THE $875K

Value we didn't put a dollar on

We left these out of the total. You'll see each one in your KPI dashboard after launch.

All | Appropriate spend | Wellness & safety | Traveler experience | Sustainability

APPROPRIATE SPEND

More trips booked in the program

A reminder when a hotel or flight gets booked outside the program, escalating only if it keeps happening.



In-program share

APPROPRIATE SPEND

Travel spend on the corporate card

Reminders go to the traveler, not to a report nobody reads.



On-card share

WELLNESS & SAFETY

Duty-of-care app enrollment

At trip prep: enrollment status, a download link, and advisories for the cities on the itinerary.



Enrolled travelers

TRAVELER EXPERIENCE

Hotel booked with the flight

A one-tap reminder when a multi-night flight has no hotel attached.



Bundled trips

TRAVELER EXPERIENCE

Dining program and mobile apps

Your dining program, Concur mobile and TMC apps surfaced when they're useful, not in an onboarding email.



Program adoption

SUSTAINABILITY

Fewer one-night trips, lower-carbon choices

31% of trips are same-day or a single night. Show greener flights, eco-certified hotels and rail where it fits.



CO_2 per trip

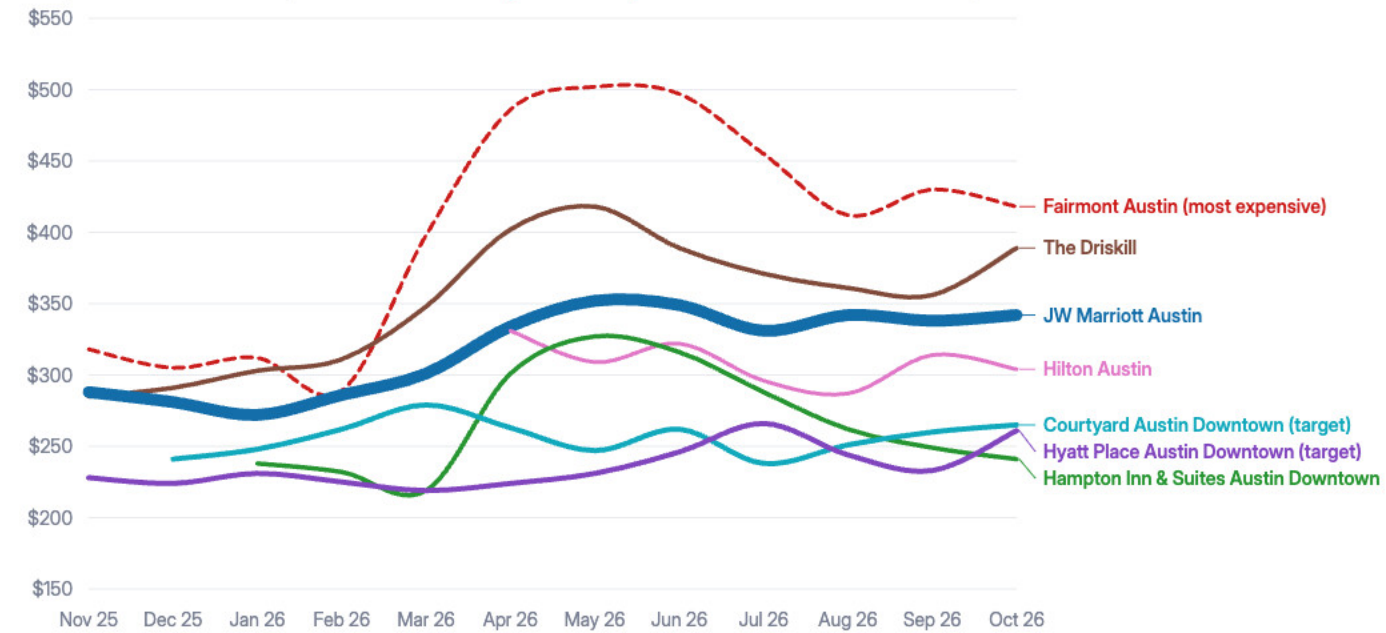
HOTEL · LODGING SHIFT

One city, hotel by hotel.
Austin saves $5.6K a year.

WHAT WE SAW IN AUSTIN, TX

2.76%	1,326	$292	$387,000
of program lodging spend	total nights	average rate	total spend

Solid = preferred · dashed = non-preferred · **red = most expensive non-preferred** · line thickness shows monthly volume



Charted: 7 of 16 Austin hotels, covering 64% of the city's lodging spend.

WHAT IT'S WORTH

~~$324~~ → **$246**

per night, above-target hotels to your target hotels

$5,616

a year in Austin alone

Target hotels: Hyatt Place Austin Downtown ($236) and Courtyard Austin Downtown ($256).

960 nights booked above $246, at 12 hotels.

48 nights moved: 960 × 5%.

$78 saved per night moved ($324 − $246).

Across your 12 largest markets: $29,610 a year. Your other 126 markets, at $1.47 saved per room night: $75,390. **Total: $105,000 a year.**