# **Table of Contents**

|         |  |  |   | - 1 |
|---------|--|--|---|-----|
| Report: | Invisible Spend D<br>Available to:<br>Uses:  | etails<br>☑ Analysis<br>☑ Expense Data             |   | 2-1 |
| Report: | Invisible Spend To<br>Available to:<br>Uses: | rend Analysis<br>☑ Analysis<br>☑ Expense Data      | ☑ Intelligence<br>☑ Travel / TripLink Data          | 2-6 |
| Report: | TripLink Air Suppl<br>Available to:<br>Uses: | ier Summary<br>☑ Analysis<br>□ Expense Data        |   | 2-9 |
| Report: | TripLink Car Rent<br>Available to:<br>Uses:  | al Supplier Summa<br>☑ Analysis<br>□ Expense Data  | ry22-<br>☑ Intelligence<br>☑ Travel / TripLink Data | 13  |
| Report: | TripLink Details b<br>Available to:<br>Uses: | y Traveler<br>☑ Analysis<br>□ Expense Data         |   | 16  |
| Report: | TripLink Hotel Pro<br>Available to:<br>Uses: | perty Supplier Sun<br>☑ Analysis<br>□ Expense Data | nmary   | 21  |
| Report: | TripLink Spend Su<br>Available to:<br>Uses:  | Immary by Travele<br>☑ Analysis<br>□ Expense Data  | r   | 24  |

# **Revision History**

| Date               | Notes / Comments / Changes  |
|--------------------|---|
| January 21, 2022   | Updated the copyright year; no other changes; cover date not updated  |
| July 17, 2021      | Added "SAP" before some references to "Concur" for accurate branding.   |
| February 20, 2021  | Updated the copyright year; no other changes  |
| September 19, 2020 | Updated the report image for the Invisible Spend Details report. The <b>Country</b> label was renamed to <b>Country/Region</b> .  |
| January 8, 2020    | Changed copyright; no other content changes   |
| July 22, 2019      | Added additional information about report prompts and reports to the reports in the TripLink folder   |
| June 10, 2019      | <b>Default Approver</b> column was renamed to <b>Approver</b> . Updated image of the Invisible Spend Details report to show <b>Approver</b> column.   |
| May 11, 2019       | Fixed typo  |
| April 13, 2019     | Updated image of the Invisible Spend Details report to include the new Purpose column   |
| March 15, 2019     | Added the Lodging – Do Not Track Room Rate Spending spend category to the Invisible Spend Details report and Invisible Spend Trend Analysis report descriptions.  |
|                    | Also updated the image of the <b>Overall</b> tab on the Invisible Spend Trend<br>Analysis report to include the change to the order quarters and years are<br>displayed on the graphs.  |
| February 9, 2019   | Updated images of the Invisible Spend Trend Analysis report to include the new visual indicators for invisible versus visible spend on the report. Also removed references to Insight Premium from the guide and updated copyright. |
| October 5, 2018    | Added information about the date restrictions for the Invisible Spend Details report's <b>Sent for Payment Date</b> prompt  |
| August 18, 2018    | Added:<br>• Invisible Spend Details<br>• Invisible Spend Trend Analysis   |
| January 13 2018    | Changed copyright; no other content changes   |
| December 9 2017    | Added the TripLink Details by Traveler report   |
| March 18 2017      | Removed the Invisible Spend Trend Analysis report   |
| December 15 2016   | Changed copyright; no other content changes   |
| May 19 2016        | The default amounts for outliers can now be modified by the report user   |
| April 21 2016      | Added "outlier" information to the TripLink reports   |
| March 23 2016      | "Blind Spend Trend Analysis" renamed to "Invisible Spend Trend Analysis"  |
| December 3 2015    | Added "TripLink Spend Summary by Traveler"  |

| Date              | Notes / Comments / Changes  |
|-------------------|---|
| October 20 2015   | Added:<br>• Blind Spend Trend Analysis<br>• TripLink Air Supplier Summary |
| September 18 2015 | Changed the chapter number and name (Open Booking to TripLink)            |
| August 14 2015    | Moved from single book to individual "chapters" – no content changes      |

# Chapter 22: Folder – TripLink

# **Report: Invisible Spend Details**

Available to:☑ Analysis☑ IntelligenceUses:☑ Expense Data☑ Travel / TripLink Data

This report tracks invisible spend at the employee level. *Invisible spend* represents the expensed amounts that are not matched to a trip, with one exception — any charges from TMC direct bookings are considered visible spend and will be excluded from this report.

Like the Invisible Spend Trend Analysis report, this report filters on spend categories. *If the client has not mapped the expense types to the spend categories, then no data is returned on this report.* 

This report uses these spend categories:

- Airfare
- Car Rental
- Lodging Do Not Track Room Rate Spending
- Lodging Track Room Rate Spending
- Train

### **Report Prompts**

The **From** field in the **Sent for Payment Date** prompt defaults to *Jan 1, 2017*, and the **From** field only accepts dates from January 1, 2017 or later. This is due to the improved visible spend matching process only being available for data from January 1st, 2017 or later.

|                           | Invisible Spend Details   |                         |
|---------------------------|---|-------------------------|
| Date Range<br>Sent for Fr | om: To:   |                         |
| Payment J<br>Date:        | an 1, 2017 🔳 🖬 🔹 Oct 5, 2018  |                         |
| Expense Amount:           | Retain<br>Exclude<br>Amount >= 0<br>This prompt will filter for all expense entries<br>greater than or equal to the entered amount.   |                         |
| Employee:                 | Keywords:         Type one or more keywords separated by spaces.         Search         Options          Results:         Insert →         ◆ Remove         Select all Deselect all | select all Deselect all |
| Travel<br>Type:           | Air<br>Car<br>Hotel<br>Rail<br>Select all Deselect all  |                         |
|                           |   | Cancel Finish           |

# **Report Output**

| INVISIBLE SPEND DETAILS<br>Sent for Payment Date: Jan 1, 2017 to Sep 1, 2020<br>Travel Type(s): Air, Car, Hotel, Rail |             |                                  |                      |               |                       |                  |                |
|---|-------------|----------------------------------|----------------------|---------------|-----------------------|------------------|----------------|
| Employee  | Employee ID | Report Name                      | Report ID            | Purpose       | Sent for Payment Date | Transaction Date | Spend Category |
| Brown, Terry T  | TerryBrown  | Trip to Dallas                   | 5561CA229534463BBF64 | vendor visits | Jan 30, 2018          | Sep 1, 2017      | Airfare        |
| Brown, Terry T  | - Summary   |                                  |                      |               |                       |                  |                |
| Gato, Bailey O  | BaileyGato  | Report with personalcard charges | 61EC0365041D48F2BAAB |               | Apr 7, 2018           | Jan 18, 2018     | Airfare        |
| Gato, Bailey O  | - Summary   |                                  |                      |               |                       |                  |                |
| Overall - Sumn  | nary        |                                  |                      |               |                       |                  |                |

| Spend Category | Expense Type | Payment Type | Vendor          | City/Location | Country/Region | Invisible Spend Amount | Approver       |
|----------------|--------------|--------------|-----------------|---------------|----------------|------------------------|----------------|
| Airfare        | Airfare      | IBCP         | United Airlines | Seattle       | UNITED STATES  | 202.40                 | Davis, Pat R   |
|                |              |              |                 |               |                |                        | Collins, Chris |
|                |              |              |                 |               |                | 202.40                 |                |
| Airfare        | Airfare      | Cash         | United          |               |                | 615.49                 | Brown, Terry   |
|                |              |              |                 |               |                | 615.49                 |                |
|                |              |              |                 |               |                | 817.89                 |                |

#### **Report Header and Footer**

5

| Data Item<br>Label/Name  | Data Item Expression  | Data Item Description   |
|--------------------------|---|---|
| Sent for Payment<br>Date | ParamDisplayValue('pFromDate') + ' to ' +<br>ParamDisplayValue('pToDate') | Displays the date range from<br>the <b>Sent for Payment Date</b><br>prompt on the <b>Prompts</b> page               |
| Travel Types             | ParamDisplayValue('p_travel')   | Displays the travel type<br>categories selected from the<br><b>Travel Type</b> prompt on the<br><b>Prompts</b> page |

| Data Item<br>Label | Data Item<br>Name           | Data Item Expression                                   | Data Item Description                              |
|--------------------|-----------------------------|--|--|
|                    |                             | [Expense].[Report Header                               | Employee last name, first                          |
| Employee           | <employee></employee>       | Information].[Employee]                                | name, and middle initial                           |
| Employee ID        | <employee id=""></employee> | [Expense].[Report Header<br>Information].[Employee ID] | Unique number or code that identifies the employee |
| Report Name        | <report name=""></report>   | [Expense].[Report Header<br>Information].[Report Name] | Employee-entered name of the expense report        |

| Data Item<br>Label        | Data Item<br>Name                           | Data Item Expression   | Data Item Description  |
|---------------------------|---|--|--|
| Report ID                 | <report id=""></report>                     | [Expense].[Report Header<br>Information].[Report ID]   | Unique system-assigned<br>code that identifies the<br>expense report   |
| Purpose                   | <purpose></purpose>                         | [Expense].[Report Header<br>Information].[Purpose]   | Employee-entered<br>business purpose or<br>description of the expense<br>report  |
| Sent for<br>Payment Date  | <sent for<br="">Payment Date&gt;</sent>     | [Expense].[Report Dates and<br>Statuses].[Sent for Payment<br>Date]  | Date the expense report<br>was extracted from the<br>expense system for<br>payment in another<br>accounting system (such<br>as Accounts Payable or<br>Payroll) |
| Transaction<br>Date       | <transaction<br>Date&gt;</transaction<br>   | [Expense].[Entry<br>Information].[Transaction Date]  | Date that the expense was incurred   |
| Spend Category            | <spend<br>Category&gt;</spend<br>           | case<br>when [Expense].[Entry<br>Information].[Spend Category<br>Code] IN ('LODGA','LODGN')<br>then ('Hotel')<br>else ([Expense].[Entry<br>Information].[Spend Category])<br>end | Collection of similarly<br>grouped expense types.<br>Spend categories are<br>mapped to expense types<br>to effectively "group" data<br>for reporting reasons.  |
| Expense Type              | <expense type=""></expense>                 | [Expense].[Entry<br>Information].[Expense Type]  | Expense type assigned to the expense   |
| Payment Type              | <payment<br>Type&gt;</payment<br>           | [Expense].[Entry<br>Information].[Payment Type]  | Method by which the<br>employee paid for the<br>expense, such as cash or a<br>credit card  |
| Vendor                    | <vendor></vendor>                           | [Expense].[Entry<br>Information].[Vendor]  | Vendor associated with the expense   |
| City/Location             | <city location=""></city>                   | [Expense].[Entry<br>Information].[City/Location]   | City/Location where the expense was incurred   |
| Country/Region            | <country></country>                         | [Expense].[Entry<br>Information].[Country]   | Country/Region where the expense was incurred  |
| Invisible Spend<br>Amount | <approved<br>Amount (rpt)&gt;</approved<br> | [Expense].[Entry<br>Information].[Approved Amount<br>(rpt)]  | Amount of the expense<br>approved for<br>reimbursement, converted<br>as needed to the reporting<br>currency  |

| Data Item<br>Label | Data Item<br>Name                                   | Data Item Expression  | Data Item Description  |
|--------------------|---|---|--|
| Approver           | <employee<br>Assigned to<br/>Step&gt;</employee<br> | [Expense].[Expense Report<br>Workflow Trail].[Employee<br>Assigned to Step] | Last name, first name, and<br>middle initial of the<br>employee designated to<br>take action in this step of<br>the workflow |

# **Report: Invisible Spend Trend Analysis**

Available to:☑ Analysis☑ IntelligenceUses:☑ Expense Data☑ Travel / TripLink Data

Concur TripLink captures data from flights, hotels, and ground transportation – no matter where travel is booked. This report provides access to that data – giving companies of all sizes insight into travel expenditures before they happen and a more complete picture of spend outside the corporate travel system.

Invisible spend will go down over time as clients get visibility into travel spend before travel occurs through TripLink. In addition, the information can also be used to meet "duty of care" requirements as well as track spend with specific suppliers, giving companies the information they need for better negotiations.

**NOTE:** Specifically, SAP Concur looks at Concur Expense data where the expense is matched with a trip in order to determine visible spend. In addition, if SAP Concur finds credit card spend from TMC direct bookings, it is considered visible spend for this report. (This provides the expensed amount.) Then, Concur Travel provides the trip source information, like Concur Travel, TripLink, etc.

*Invisible spend* represents the expensed amounts that are not matched to a trip.

As described below, the only expenses that are included in this process are those with expense types that are mapped to the four spend categories listed below.

The report also shows quarterly trends so the Travel Manager can see if invisible spend is increasing or decreasing over time. The report shows the current quarter and the previous 4 quarters based on the Sent for Payment Date.

#### **Required: Spend Categories**

The client has the option to set up spend categories and then map expense types to those categories, in this case, to "group" data for reporting reasons. The new Invisible Spend Trend Analysis report filters on spend categories. *If the client has not mapped the expense types to the spend categories, then no data is returned on this report.* 

This report uses these spend categories:

- Airfare
- Car Rental
- Lodging Do Not Track Room Rate Spending
- Lodging Track Room Rate Spending
- Train

For more information about spend categories, refer to the *Expense: Expense Types Setup Guide*.

#### **Report Prompts**

| Invisible Spend Trend Analysis |             |  |  |  |  |
|--------------------------------|-------------|--|--|--|--|
|                                | Travel Type | Overall Airfare Car Rental Hotel Rail Deselect |  |  |  |
|                                |             | Cancel Finish                                  |  |  |  |

## **Report Output**

**Overall Page:** 



#### Airfare Page:



#### Chapter 22: Folder – TripLink

#### Car Rental Page:



#### Hotel Page:



Rail Page:



# **Report: TripLink Air Supplier Summary**

Available to:☑ Analysis☑ IntelligenceUses:□ Expense Data☑ Travel / TripLink Data

This report lists are vendors (booking total, ticket count, and segment count) by supplier.

| TRIPLINK AIR SUPPLIER SUMMARY  | ſ                       |
|--|-------------------------|
| Date Range         Start Date:         To:         May 19, 2016         May 19, 2016   |                         |
| Outliers:       Retain <ul> <li>Exclude</li> </ul> Amount<= <li>0</li> <li>Amount&gt;</li> <li>20,000</li> Outliers = The exclusion of records with "cost data" outside the range specified above applies only to this report. Data related to traveler itineraries and duty of care is still available elsewhere in Concur. |                         |
| Keywords:         Type one or more keywords separated by spaces.         Search          Options          Results:         Insert  |                         |
| Select all Deselect all  | Select all Deselect all |

On occasion, itineraries may be associated with a cost that is outside the parameters typically used for reporting purposes. We have termed these data points as *outliers*, which are defined as *The exclusion when "cost data" is either equal to \$0 or more than \$20,000 (reporting currency).* 

The options are:

- **Exclude:** Include all transactions that meet the other criteria but exclude the outliers; the defaults (in reporting currency) for outliers are 0 and 20,000 but can be modified
- Retain: Include all transactions that meet the other criteria

### **Report Output**

This sample shows the TripLink Air Supplier Summary report using *retain* for outliers:

| Air Vendor      | Booking Total | Ticket Count | Segment Count |
|-----------------|---------------|--------------|---------------|
| Unknown Vendor  | 4,442.20      | 6            | 0             |
| United          | 3,539.71      | 8            | 54            |
| Delta           | 1,099.40      | 4            | 36            |
| Alaska Airlines | 909.80        | 2            | 15            |
| Southwest       | 570.20        | 2            | 9             |
| Bahamasair      | 500.00        | 1            | 0             |
| US Airways      | 0.00          | 1            | 12            |
| Overall - Total | 11,061.31     | 24           | 126           |

This sample shows the TripLink Air Supplier Summary report using **exclude** for outliers:

| TRIPLINK A<br>Start Date Betwee<br>Records with "cos | IR SUPPLI<br>en Jan 1, 2013 a<br>st data" less thar | ER SUMN<br>and Apr 6, 2010<br>n 0 or above 20 | IARY<br>6   Amounts in<br>0,000 are exclud |
|--|---|---|--|
| Air Vendor   | Booking Total                                       | Ticket Count                                  | Segment Count                              |
| Unknown Vendor                                       | 4,442.20  | 6   | 0  |
| United   | 3,539.71  | 6   | 54   |
| Delta  | 1,099.40  | 2   | <mark>3</mark> 6                           |
| Alaska Airlines                                      | 909.80  | 1   | 15   |
| Southwest  | 570.20  | 2   | 9  |
| Bahamasair   | 500.00  | 1   | 0  |
| Overall - Total                                      | 11,061.31   | 18  | 114  |

## **Report Header and Footer**

| Data Item<br>Label/Name | Data Item Expression                  | Data Item Description  |
|-------------------------|---------------------------------------|--|
| Start Date              | '+ParamDisplayValue('startDateParam') | Displays the date range from the<br><b>Start Date</b> prompt on the<br><b>Prompts</b> page                 |
| Air Vendor(s)           | '+ParamDisplayValue('pVendor')        | Displays the air supplier(s)<br>selected from the <b>Air Supplier</b><br>prompt on the <b>Prompts</b> page |

| Data Item<br>Label | Data Item<br>Name  | Data Item Expression   | Data Item Description   |
|--------------------|--|--|---|
| Air Vendor         | <transportation<br>Vendor / Hotel<br/>Property&gt;</transportation<br> | case<br>when ([Travel].[Reservations<br>and Tickets].[Transportation<br>Vendor / Hotel Property] = ' ')<br>then ('Unknown Vendor')<br>else ([Travel].[Reservations and<br>Tickets].[Transportation Vendor<br>/ Hotel Property])<br>end | Name of the hotel<br>property/car rental/airline<br>company                       |
| Booking Total      | <booking total<br="">(reporting<br/>currency)&gt;</booking>            | [Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)]   | Sum of the booking<br>amount and the booking<br>tax, in the reporting<br>currency |
| Ticket Count       | <ticket count=""></ticket>   | count(distinct<br>[Travel].[Reservations and<br>Tickets].[Trip Booking Key] for<br>[Travel].[Reservations and<br>Tickets].[Vendor Key])  | Count of air tickets booked per vendor  |
| Segment Count      | <air segment<br="">Key&gt;</air>                                       | count(distinct [Travel].[Air<br>Segments].[Air Segment Key]<br>for [Vendor Key])   | Count of air flight segments booked per vendor                                    |

## **Report: TripLink Car Rental Supplier Summary**

Available to:☑ Analysis☑ IntelligenceUses:□ Expense Data☑ Travel / TripLink Data

This report lists car rentals (# of rentals, # of days, and booking total) by supplier.

| TF                                 | RIPLINK CAR RENTAL SUPPLIER SUMMARY   |
|------------------------------------|---|
|                                    | Start Date:       From:         May 19, 2016       Imode of the second sec |
|                                    | Outliers:       Retain <ul> <li>Exclude</li> </ul> Amount<=       0         Amount>       20,000         Outliers = The exclusion of records with "cost data" outside the range specified above applies only to this report. Data related to traveler itineraries and duty of care is still available elsewhere in Concur.  |
| Ke<br>Ty<br>C<br>Rental<br>Agency: | eywords:<br>/pe one or more keywords separated by spaces.<br>Search ⓐ<br>Poptions <sup>⊗</sup><br>esults:<br>Insert →<br>▲ Remove   |
|                                    | Select all Deselect all Select all  |

On occasion, itineraries may be associated with a cost that is outside the parameters typically used for reporting purposes. We have termed these data points as *outliers*, which are defined as *The exclusion when "cost data" is either equal to \$0 or more than \$20,000 (reporting currency).* 

The options are:

- **Exclude:** Include all transactions that meet the other criteria but exclude the outliers; the defaults (in reporting currency) for outliers are 0 and 20,000 but can be modified
- **Retain:** Include all transactions that meet the other criteria

### **Report Output**

| TRIPLINK CAR RENTAL SUPPLIER SUMMARY<br>Start Date Between Feb 5, 2001 and Sep 30, 2015   Amounts in USD |              |           |               |  |  |  |  |
|--|--------------|-----------|---------------|--|--|--|--|
| Rental Agency  | # of Rentals | # of Days | Booking Total |  |  |  |  |
| Alamo  | 4            | 20        | 688.00        |  |  |  |  |
| National   | 2            | 4         | 350.00        |  |  |  |  |
| Unknown Car Vendor   | 1            | 3         | 150.00        |  |  |  |  |
| Avis   | 2            | 3         | 64.96         |  |  |  |  |
| Overall - Total  | 9            | 30        | 1,252.96      |  |  |  |  |

#### **Report Header and Footer**

| Data Item<br>Label/Name | Data Item Expression                | Data Item Description   |
|-------------------------|-------------------------------------|---|
| Start Date              | ParamDisplayValue('startDateParam') | Displays the date range from the<br>Start Date prompt on the<br>Prompts page  |
| Rental Agency           | ParamDisplayValue('pVendor')        | Displays the car rental agencies<br>selected from the <b>Rental</b><br><b>Agency</b> prompt on the <b>Prompts</b><br>page |

| Data Item<br>Label | Data Item<br>Name  | Data Item Expression   | Data Item Description   |  |  |
|--------------------|--|--|---|--|--|
| Rental Agency      | <transportation<br>Vendor / Hotel<br/>Property&gt;</transportation<br> | [Travel].[Reservations and<br>Tickets].[Transportation Vendor<br>/ Hotel Property] | Name of the hotel<br>property/car rental/airline<br>company                       |  |  |
| # of Rentals       | <number of<br="">Units&gt;</number>                                    | [Travel].[Reservations and Tickets].[Number of Units]                              | Number cars rented reserved   |  |  |
| # of Days          | <number of<br="">Days/Nights&gt;</number>                              | [Travel].[Reservations and<br>Tickets].[Number of<br>Days/Nights]                  | Number of days a car was rented   |  |  |
| Booking Total      | <booking total<br="">(reporting<br/>currency)&gt;</booking>            | [Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)]     | Sum of the booking<br>amount and the booking<br>tax, in the reporting<br>currency |  |  |

## **Report: TripLink Details by Traveler**

Available to:☑ Analysis☑ IntelligenceUses:□ Expense Data☑ Travel / TripLink Data

This report provides trip-level and segment-level details by employee. The report includes the employee ID and expense type, as well as itinerary, ticket, and booking information.

| TripLink Details by Traveler |   |  |  |  |  |
|------------------------------|---|--|--|--|--|
| Date Range                   |   |  |  |  |  |
| Start Date:                  | From:<br>Dec 1, 2017<br>To:<br>Dec 1, 2017<br>To:<br>Dec 1, 2017  |  |  |  |  |
| Outliers:                    | Retain<br>Exclude   |  |  |  |  |
|                              | Amount<= 0<br>Amount> 20,000<br>Outliers = The exclusion of records with "cost<br>data" outside the range specified above<br>applies only to this report. Data related to<br>traveler itineraries and duty of care is still<br>available elsewhere in Concur. |  |  |  |  |
| Travel<br>Type:              | Air<br>Car<br>Hotel<br>Rail<br>Select all Deselect all  |  |  |  |  |
|                              | Cancel Finish   |  |  |  |  |

On occasion, itineraries may be associated with a cost that is outside the parameters typically used for reporting purposes. We have termed these data points as *outliers*, which are defined as *The exclusion when "cost data" is either equal to \$0 or more than \$20,000 (reporting currency).* 

The options are:

- **Exclude:** Include all transactions that meet the other criteria but exclude the outliers; the defaults (in reporting currency) for outliers are 0 and 20,000 but can be modified
- Retain: Include all transactions that meet the other criteria

## **Report Output**

| TripLink<br>Start Date<br>Travel Type | TripLink Details by Traveler<br>Start Date Between Nov 1, 2017 and Nov 30, 2017<br>Travel Type(s): All |                           |                     |                |                 |                  |               |                 |                   |                   |
|---------------------------------------|--|---------------------------|---------------------|----------------|-----------------|------------------|---------------|-----------------|-------------------|-------------------|
| Employee                              | Employee<br>ID   | Employee Email<br>Address | Primary<br>Traveler | Travel<br>Type | ltinerary<br>ID | Itinerary Source | Ticket ID     | Created<br>Date | Purchased<br>Date | Booking<br>Source |
| Never,<br>William<br>Joshua           | 223425243  | jbright@commasavvy.com    |                     | Air            | 111068          | plans@concur.com | 1234567891122 |                 | Oct 11,<br>2017   | Manual            |
|                                       | 223425243  | jbright@commasavvy.com    |                     | Hotel          | 111068          | plans@concur.com |               |                 | Oct 11,<br>2017   | Manual B          |
|                                       | 223425243  | jbright@commasavvy.com    |                     | Hotel          | 111068          | plans@concur.com |               |                 | Oct 11,<br>2017   | Manual I          |

| Booking<br>Source | Record<br>Locator | Start<br>Date      | End<br>Date        | Origin                    | Destination                 | Hotel<br>Nights /<br>Car<br>Rental<br>Days | Car<br>Rental /<br>Hotel<br>Property | Confirmation<br>Number | Booking<br>Total<br>(reporting<br>currency) |               | Segment I         | Level           |                    |
|-------------------|-------------------|--------------------|--------------------|---------------------------|-----------------------------|--|--------------------------------------|------------------------|---|---------------|-------------------|-----------------|--------------------|
| Manual            | Manual_0          | Nov<br>22,         |                    | Dallas/Fort<br>Worth Intl | Los Angeles<br>Intl Airport | 0  |                                      |                        | 0.00  | Segment<br>ID | Departure<br>Date | Arrival<br>Date | Vendor             |
| Ş                 |                   | 2017               |                    | Ailport                   |                             |  |                                      |                        |   | 187854        | Nov 22,<br>2017   | Nov 25,<br>2017 | British<br>Airways |
| Manual            | Manual_0          | Nov<br>23,<br>2017 | Nov<br>24,<br>2017 | Richardson                | Richardson                  | 1  | Righteous<br>Hotel                   | 2323                   | 0.00  |               |                   |                 |                    |
| Manual            | Manual_0          | Nov<br>24,<br>2017 | Nov<br>25,<br>2017 | Chicago                   | Chicago                     | 1  | Test Hotel<br>Fun                    |                        | 0.00  |               |                   |                 |                    |

# **Report Header and Footer**

| Data Item<br>Label/Name | Data Item Expression                | Data Item Description   |
|-------------------------|-------------------------------------|---|
| Start Date              | ParamDisplayValue('startDateParam') | Displays the date range from the<br>Start Date prompt on the<br>Prompts page  |
| Travel Types            | ParamDisplayValue('p_travel')       | Displays the travel type<br>categories selected from the<br><b>Travel Type</b> prompt on the<br><b>Prompts</b> page |

| Data Item<br>Label        | Data Item<br>Name                            | Data Item Expression   | Data Item Description  |  |
|---------------------------|--|--|--|--|
| Employee                  | <employee></employee>                        | [Union2].[Employee]  | Employee who booked the trip                                       |  |
|                           |  | [Travel].[Trips].[Employee]  |  |  |
| Employee ID               | <employee id=""></employee>                  | [Union2].[Employee ID]<br>[Travel].[Trips].[Employee ID]                                 | Employee ID of the<br>employee who booked the<br>trip              |  |
| Employee Email<br>Address | <employee<br>Email Address&gt;</employee<br> | [Union2].[Employee Email<br>Address]<br>[Travel].[Trips].[Employee<br>Email Address]     | Employee email address of<br>the employee who booked<br>the trip   |  |
| Primary<br>Traveler       | <primary<br>Traveler&gt;</primary<br>        | [Union2].[Primary Traveler]<br>[Travel].[Trips].[Primary<br>Traveler]                    | Name of the traveler<br>taking the trip                            |  |
| Travel Type               | <expense type=""></expense>                  | [Union2].[Expense Type]<br>[Travel].[Reservations and<br>Tickets].[Expense Type]         | Type of reservation<br>purchased (for example,<br>air, car, hotel) |  |
| Itinerary ID              | <itinerary id=""></itinerary>                | [Union2].[Itinerary ID]<br>[Travel].[Reservations and<br>Tickets].[Itinerary ID]         | Unique character that identifies the Itinerary                     |  |
| Itinerary Source          | <itinerary<br>Source&gt;</itinerary<br>      | [Union2].[Itinerary Source]<br>[Travel].[Reservations and<br>Tickets].[Itinerary Source] | Source of the itinerary (for<br>example, Concur Travel,<br>TripIt) |  |
| Ticket ID                 | <ticket id=""></ticket>                      | [Union2].[Ticket ID]<br>[Travel].[Reservations and<br>Tickets].[Ticket ID]               | Ticket number for the reserved air booking                         |  |

| Data Item<br>Label                | Data Item<br>Name                     | Data Item Expression  | Data Item Description  |  |
|-----------------------------------|---------------------------------------|---|--|--|
| Created Date                      | <created date=""></created>           | [Union2].[Created Date]<br>[Travel].[Reservation and<br>Ticket Dates].[Created Date]  | Date the trip was created<br>(month day, year format)  |  |
| Purchased Date                    | <purchased<br>Date&gt;</purchased<br> | [Union2].[Purchased Date]<br>[Travel].[Reservation and<br>Ticket Dates].[Purchased Date]  | Date the trip was<br>purchased (month day,<br>year format)   |  |
| Booking Source                    | <booking<br>Source&gt;</booking<br>   | [Union2].[Booking Source]<br>[Travel].[Reservations and<br>Tickets].[Booking Source]  | Source of the booking (for example, Sabre, Apollo)   |  |
| Record Locator                    | <record<br>Locator&gt;</record<br>    | [Union2].[Record Locator]<br>[Travel].[Reservations and<br>Tickets].[Record Locator]  | Unique six-digit character that identifies the trip  |  |
| Start Date                        | <start date=""></start>               | [Union2].[Start Date]<br>[Travel].[Reservation and<br>Ticket Dates].[Start Date]  | Date the trip begins<br>(month day, year format)   |  |
| End Date                          | <end date=""></end>                   | [Union2].[End Date]<br>[Travel].[Reservation and<br>Ticket Dates].[End Date]  | Date the trip completes<br>(month day, year format)  |  |
| Origin                            | <origin></origin>                     | [Union2].[Origin]<br>[Travel].[Reservations and<br>Tickets].[Hotel Property City],<br>[Travel].[Reservations and<br>Tickets].[Car Pickup City],<br>[Travel].[Trips].[Station One<br>Name]       | Full name of the origin<br>station of the city pair (for<br>example, Atlanta)                          |  |
| Destination                       | <destination></destination>           | [Union2].[Destination]<br>[Travel].[Reservations and<br>Tickets].[Hotel Property City],<br>[Travel].[Reservations and<br>Tickets].[Car Dropoff City],<br>[Travel].[Trips].[Station Two<br>Name] | Full name of the destination<br>station of the city pair (for<br>example, Atlanta)                     |  |
| Hotel Nights /<br>Car Rental Days | <# of Nights /<br>Rental Days>        | [Union2].[Transportation Vendor<br>/ Hotel Property]<br>_days_between<br>([Travel].[Reservation and Ticket<br>Dates].[End Date],<br>[Travel].[Reservation and Ticket<br>Dates].[Start Date])    | Number of days between<br>the start date of a<br>reservation and the date<br>the reservation completes |  |

| Data Item<br>Label                       | Data Item<br>Name   | Data Item Expression  | Data Item Description   |  |
|--|---|---|---|--|
| Car Rental /<br>Hotel Property           | <# of Nights /<br>Rental Days>                              | [Union2].[Transportation Vendor<br>/ Hotel Property]<br>[Travel].[Reservations and<br>Tickets].[Transportation Vendor /<br>Hotel Property]            | Name of the hotel<br>property/car rental/airline<br>company   |  |
| Confirmation<br>Number                   | <confirmation<br>Number&gt;</confirmation<br>               | [Union2].[Confirmation Number]<br>[Travel].[Reservations and<br>Tickets].[Confirmation Number]  | Confirmation number for the reserved trip   |  |
| Booking Total<br>(reporting<br>currency) | <booking total<br="">(reporting<br/>currency)&gt;</booking> | [Union2].[Booking Total<br>(reporting currency)]<br>[Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)]                    | Sum of the booking amount<br>and the booking tax, in the<br>reporting currency  |  |
| Segment ID                               | <segment id=""></segment>                                   | [Union3].[Air Segment Legacy<br>Key]<br>[Travel].[Air Segments].[Air<br>Segment Legacy Key],<br>[Travel].[Rail Segments].[Rail<br>Segment Legacy Key] | Allows users to match trips<br>to which the segment has<br>been assigned in<br>Analysis/Intelligence with<br>the same values in SAP<br>Concur solutions |  |
| Departure Date                           | <departure<br>Date&gt;</departure<br>                       | [Union3].[Departure Date]<br>[Travel].[Air<br>Segments].[Departure Date],<br>[Travel].[Rail<br>Segments].[Departure Date]                             | Departure date (month day<br>year format) of the<br>associated air/rail segment   |  |
| Arrival Date                             | <arrival date=""></arrival>                                 | [Union3].[Arrival Date]<br>[Travel].[Air Segments].[Arrival<br>Date],<br>[Travel].[Rail Segments].[Arrival<br>Date]                                   | Arrival date (month day,<br>year format) of the<br>associated air/rail segment  |  |
| Vendor                                   | <vendor></vendor>   | [Union3].[Vendor]<br>[Travel].[Air Segments].[Vendor],<br>[Travel].[Rail<br>Segments].[Vendor]  | Company providing the flight or rail for the associated travel segment  |  |

# **Report: TripLink Hotel Property Supplier Summary**

Available to:☑ Analysis☑ IntelligenceUses:□ Expense Data☑ Travel / TripLink Data

This report lists hotel property (# of nights, # of rooms, and booking total) by supplier.

|                    | TRIPLINK HOTEL PROPERTY SUPPLIER SUM  | MARY                    |
|--------------------|---|-------------------------|
|                    | Date Range         Start Date:         From:         May 19, 2016         To:         May 19, 2016  |                         |
|                    | Outliers:       Retain            • Exclude        Exclude          Amount<=       0         Amount>       20,000         Outliers = The exclusion of records with "cost data" outside the range specified above applies only to this report. Data related to traveler itineraries and duty of care is still available elsewhere in Concur. |                         |
| Hotel<br>Property: | Keywords:         Type one or more keywords separated by spaces.         Search          Options          Results:         Insert →   |                         |
|                    | Select all Deselect all   | Select all Deselect all |

On occasion, itineraries may be associated with a cost that is outside the parameters typically used for reporting purposes. We have termed these data points as *outliers*, which are defined as *The exclusion when "cost data" is either equal to \$0 or more than \$20,000 (reporting currency).* 

The options are:

- **Exclude:** Include all transactions that meet the other criteria but exclude the outliers; the defaults (in reporting currency) for outliers are 0 and 20,000 but can be modified
- **Retain:** Include all transactions that meet the other criteria

#### **Report Output**

| Start Date Between Feb 5,     | 2001 and Sep 30, 2 | 2015   Amou | ints in USD |               |
|-------------------------------|--------------------|-------------|-------------|---------------|
| Hotel Chain                   | Hotel Property     | # of Nights | # of Rooms  | Booking Total |
|                               | AmeriSuites        | 11          | 10          | 20,009.00     |
|                               | Independent        | 4           | 1           | 123.00        |
| - Total                       |                    | 15          | 11          | 20,132.00     |
| Choice Brands                 | Comfort Inns       | 1           | 1           | 100.00        |
| Choice Brands - Total         |                    | 1           | 1           | 100.00        |
| Hilton (All)                  | Hampton Inns       | 8           | 1           | 985.84        |
|                               | Homewood Suites    | 1           | 1           | 88.00         |
| Hilton (All) - Total          |                    | 9           | 2           | 1,073.84      |
| Intercontinental Hotels Group | Crowne Plaza       | 3           | 1           | 0.00          |
| Intercontinental Hotels Gro   | up - Total         | 3           | 1           | 0.00          |
| Marriott (All)                | Fairfield Inns     | 1           | 1           | 0.00          |
| Marriott (All) - Total        |                    | 1           | 1           | 0.00          |
| Overall - Total               |                    | 29          | 16          | 21,305.84     |

| Data Item<br>Label/Name | Data Item Expression                | Data Item Description   |
|-------------------------|-------------------------------------|---|
| Start Date              | ParamDisplayValue('startDateParam') | Displays the date range from the<br>Start Date prompt on the<br>Prompts page  |
| Hotel Property          | ParamDisplayValue('pVendor')        | Displays the hotel properties<br>selected from the <b>Hotel</b><br><b>Property</b> prompt on the<br><b>Prompts</b> page |

# **Report Header and Footer**

| Data Item<br>Label | Data Item<br>Name  | Data Item Expression   | Data Item Description   |
|--------------------|--|--|---|
| Hotel Chain        | <hotel vendor=""></hotel>  | [Travel].[Reservations and Tickets].[Hotel Vendor]                                 | Parent company of the vendor (for example, Hilton Intl)                           |
| Hotel Property     | <transportation<br>Vendor / Hotel<br/>Property&gt;</transportation<br> | [Travel].[Reservations and<br>Tickets].[Transportation Vendor<br>/ Hotel Property] | Name of the hotel<br>property/car rental/airline<br>company                       |
| # of Nights        | <number of<br="">Days/Nights&gt;</number>                              | [Travel].[Reservations and<br>Tickets].[Number of<br>Days/Nights]                  | Number of nights stayed at<br>a hotel   |
| # of Rooms         | <number of<br="">Units&gt;</number>                                    | [Travel].[Reservations and Tickets].[Number of Units]                              | Number of rooms reserved  |
| Booking Total      | <booking total<br="">(reporting<br/>currency)&gt;</booking>            | [Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)]     | Sum of the booking<br>amount and the booking<br>tax, in the reporting<br>currency |

## **Report: TripLink Spend Summary by Traveler**

Available to:☑ Analysis☑ IntelligenceUses:□ Expense Data☑ Travel / TripLink Data

This report lists totals by travelers (# of air tickets and total amount, # of car rental days and total amount, # of car hotel nights and total amount, and the sum of those)

|           | TRIPLINK SPEND SUMMARY BY TRAVELER   |     |
|-----------|--|-----|
|           | Date Range Start Date: From: May 19, 2016 To: May 19, 2016   |     |
|           | Outliers:       Retain <ul> <li>Exclude</li> </ul> Amount<=       0         Amount>       20,000         Outliers = The exclusion of records with "cost data" outside the range specified above applies only to this report. Data related to traveler itineraries and duty of care is still available elsewhere in Concur. |     |
| Employee: | Keywords:       Search          Search        Search          Options           Kesults:       Choice:         Insert →          ◆ Remove  |     |
|           | Select all Deselect all Select all Deselect all  |     |
|           | Cassal   | ן ר |

On occasion, itineraries may be associated with a cost that is outside the parameters typically used for reporting purposes. We have termed these data points as *outliers*, which are defined as *The exclusion when "cost data" is either equal to \$0 or more than \$20,000 (reporting currency).* 

The options are:

- **Exclude:** Include all transactions that meet the other criteria but exclude the outliers; the defaults (in reporting currency) for outliers are 0 and 20,000 but can be modified
- Retain: Include all transactions that meet the other criteria

## **Report Output**

| TRIPLINK SPEND SUMMARY BY TRAVELER<br>Start Date Between Jan 1, 2015 and Oct 28, 2015   Amounts in USD |             |                          |             |                        |             |                            |  |
|--|-------------|--------------------------|-------------|------------------------|-------------|----------------------------|--|
| Employee   | Employee ID | Employee Email Address   | Air Tickets | Booking Amount Airfare | Rental Days | Number of Units Car Rental |  |
| Bridges, Susan   | MAN000102   | sgerleman@youremail.com  | 16          | 1,237.38               | 0           | 0                          |  |
| Eastman, Dale A  | 77000031    | luckytraveler3@gmail.com | 1           | 258.20                 | 0           | 0                          |  |
| Gillis, Joe X  | RD000002    | joe.x.gillis@gmail.com   | 1           | 388.70                 | 0           | 0                          |  |
| Klippenstein-Varamini, Marchelle Marie   | ADV000001   | marchellekdemo@gmail.com | 0           | 0.00                   | 0           | 0                          |  |
| Krillenberger, Jeff  | DIS000101   | jkanybiz@gmail.com       | 4           | 0.00                   | 0           | 0                          |  |

| stal | Booking Amount Car | Hotel Nights | Number of Units Hotel | Booking Amount Hotel | TripLink Spend |
|------|--------------------|--------------|-----------------------|----------------------|----------------|
| 0    | 0.00               | 6            | 3                     | 405.00               | 1,642.38       |
| 0    | 0.00               | 6            | 3                     | 1,129.68             | 1,387.88       |
| 0    | 0.00               | 7            | 5                     | 782.42               | 1,171.12       |
| 0    | 0.00               | 4            | 3                     | 996.33               | 996.33         |
| 0    | 0.00               | 3            | 2                     | 678.29               | 678.29         |

### **Report Header and Footer**

| Data Item<br>Label/Name | Data Item Expression                | Data Item Description  |
|-------------------------|-------------------------------------|--|
| Start Date              | ParamDisplayValue('startDateParam') | Displays the date range from the<br><b>Start Date</b> prompt on the<br><b>Prompts</b> page |

| Data Item<br>Label                | Data Item<br>Name   | Data Item Expression   | Data Item Description   |  |
|-----------------------------------|---|--|---|--|
| Employee                          | <employee></employee>                                     | [Union2].[Employee]<br>[Travel].[Trips].[Employee]   | Employee who booked the trip  |  |
| Employee ID                       | <employee id=""></employee>                               | [Union2].[Employee ID]<br>[Travel].[Trips].[Employee ID]   | Employee ID of the<br>employee who booked the<br>trip   |  |
| Employee Email<br>Address         | <employee<br>Email Address&gt;</employee<br>              | [Union2].[Employee Email<br>Address]<br>[Travel].[Trips].[Employee<br>Email Address]   | Employee email address of<br>the employee who booked<br>the trip  |  |
| Air Tickets                       | <count air<br="" of="">Tickets&gt;</count>                | [Union2].[Count of Air Tickets]<br>count(distinct<br>[Travel].[Reservations and<br>Tickets].[Trip Booking Key] for<br>[Travel].[Trips].[Employee ID]),<br>0, 0 | Count of the number of<br>keys generated by the<br>reporting database that<br>uniquely identifies each air<br>booking |  |
| Booking Amount<br>Airfare         | <booking<br>Amount Airfare&gt;</booking<br>               | [Union2].[Booking Amount<br>Airfare]<br>[Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)], 0, 0                                   | Sum of the booking<br>amount and tax for trips<br>booked in the reporting<br>currency                                 |  |
| Rental Days                       | <number of<br="">Days/Nights Car<br/>Rentals&gt;</number> | [Union2].[Number of<br>Days/Nights Car Rental]<br>0, [Travel].[Reservations and<br>Tickets].[Number of<br>Days/Nights], 0                                      | Number of days a car was rented   |  |
| Number of Units<br>Car Rental     | <number of<br="">Units Car<br/>Rental&gt;</number>        | [Union2].[Number of Units Car<br>Rental]<br>0, [Travel].[Reservations and<br>Tickets].[Number of Units], 0   | Number of cars rented   |  |
| Booking Amount<br>Car             | <booking<br>Amount Car&gt;</booking<br>                   | [Union2].[Booking Amount Car]<br>0, [Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)], 0  | Sum of the booking<br>amount and tax for trips<br>booked in the reporting<br>currency                                 |  |
| Hotel Nights /<br>Car Rental Days | <number of<br="">Days/Nights<br/>Hotel&gt;</number>       | [Union2].[Number of<br>Days/Nights Hotel]<br>0, 0, [Travel].[Reservations and<br>Tickets].[Number of<br>Days/Nights]   | Number of nights stayed at<br>a hotel   |  |

| Data Item<br>Label       | Data Item<br>Name                         | Data Item Expression  | Data Item Description   |
|--------------------------|---|---|---|
| Number of Units<br>Hotel | <number of<br="">Units Hotel&gt;</number> | [Union2].[Number of Units<br>Hotel]<br>0, 0, [Travel].[Reservations and<br>Tickets].[Number of Units]   | Number of rooms reserved  |
| Booking Amount<br>Hotel  | <booking<br>Amount Hotel&gt;</booking<br> | [Union2].[Booking Amount<br>Hotel]<br>0, 0, [Travel].[Reservations and<br>Tickets].[Booking Total<br>(reporting currency)]                        | Sum of the booking<br>amount and tax for trips<br>booked in the reporting<br>currency     |
| TripLink Spend           | <triplink<br>Spend&gt;</triplink<br>      | total([Union2].[Booking Amount<br>Airfare]+[Union2].[Booking<br>Amount<br>Car]+[Union2].[Booking<br>Amount Hotel] for<br>[Union2].[Employee Key]) | Sum of the all booking<br>amount and tax for trips<br>booked in the reporting<br>currency |