

Objective 2 – Manage the Travel Program

Report ID	Title	Purpose	Features
MS201-0X	Travel Management	How much did you spend?	Current period and year-to-da
1 and a start of the start of t	Summary	How well did you spend it?	statistics for air, hotel and car Travel performance and trave
N		Used to identify trends for	compliance.
		travel executives	
MS202-0M	Travel Management	How much did you spend?	Monthly and year-to-date key
	Summary	How well did you spend it?	for air, hotel and car spendin
1			Travel performance and trave
	(Monthly Columns)	Used to identify trends for	compliance.
		travel executives	Year-to-date totals can be ba client's fiscal calendar.
YS201-0-SFX	Travel Management	How much did you spend?	Key statistics for air, hotel an
	Summary	How well did you spend it?	spending for the current year
15			previous years
N	(Annual Columns)	Used to identify trends for	
		travel executives	



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Report: QS102-0B Client: XF0001

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Travel Management Summary As of 03/31/2002

	1st	Quarter	2n	d Quarter	31	d Quarter		4	th Quarter		Year to Date				
	2001 Total	2002 Total	%	2001 Total	2002 Total	%	2001 Total	2002 Total	%	2001 Total	2002 Total	%	2001 Total	2002 Total	%
All Travel Gross Air Refunds Net Air Avg Air Gross Tickets Refunded Tickets Net Tickets Hotel Cost Room Nights Avg Hotel Rate Car Cost Car Days Avg Car Rate	2,335,270 (277,334) 2,057,936 772 2,898 (231) 2,667 527,861 4,150 127 134,835 4,017 34	1,771,422 (132,007) 1,639,415 733 2,361 (124) 2,237 414,400 3,360 123 106,325 3,185 33	(32) (110) (25) (23) (86) (19) (27) (24) (27) (26) (1)										2,335,270 (277,334) 2,057,936 772 2,898 (231) 2,667 527,861 4,150 127 134,835 4,017 34	1,771,422 (132,007) 1,639,415 733 2,361 (124) 2,237 414,400 3,360 123 106,325 3,185 33	(32) (110) (26) (5) (23) (86) (19) (27) (24) (3) (27) (26) (1)
Domestic Travel Gross Air Refunds Net Air Avg Air Gross Tickets Refunded Tickets Net Tickets Hotel Cost Room Nights Avg Hotel Rate Car Cost Car Days Avg Car Rate	2,104,971 (233,391) 1,871,580 716 2,828 (215) 2,613 494,158 3,985 124 134,527 4,009 34	1,534,495 (103,325) 1,431,171 664 2,263 (107) 2,156 383,825 3,139 122 103,313 3,083 34	(37) (126) (31) (25) (101) (21) (29) (27) (1) (30) (30) (0)										2,104,971 (233,391) 1,871,580 716 2,828 (215) 2,613 494,158 3,985 124 134,527 4,009 34	1,534,495 (103,325) 1,431,171 664 2,263 (107) 2,156 383,825 3,139 122 103,313 3,083 34	(37) (126) (31) (8) (25) (101) (21) (27) (1) (30) (30) (0)
International Tra Gross Air Refunds Net Air Avg Air Gross Tickets Refunded Tickets Net Tickets Hotel Cost Room Nights Avg Hotel Rate Car Cost Car Days Avg Car Rate	vel 230,299 (43,943) 186,355 3,451 70 (16) 54 33,703 165 204 308 8 38	236,927 (28,683) 208,244 2,571 98 (17) 81 30,575 221 138 3,012 102 30	3 (53) 11 (34) 29 6 33 (10) 25 (48) 90 92 (30)										230,299 (43,943) 186,355 3,451 70 (16) 54 33,703 165 204 308 8 38	236,927 (28,683) 208,244 2,571 98 (17) 81 30,575 221 138 3,012 102 30	3 (53) 11 (34) 29 6 33 (10) 25 (48) 90 92 (30)





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Travel Management Summary

Current Period: 03/01/2002 - 03/31/2002									Year To Date: 01/01/2002 - 03/31/2002							
Dom	Int'l	Total	% Dom	% Int'l		Avg Int'l			Dom	Int'l	Total	% Dom	% Int'l	Avg Dom	Avg Int'l	Avg Tota
								Spending								
\$472,849 (\$44,964) \$427,885 \$11,075	\$96,433 (<mark>\$11,924)</mark> \$84,509 \$585	\$569,282 (<mark>\$56,888</mark> \$512,394 \$11,660) 79 84	17 21 16 5	\$999	\$1,819 \$1,490 \$1,878 \$13	\$1,073 \$651	Gross Air Fare Refunds Net Air Fare Service Fees	\$1,534,495 (<mark>\$103,325)</mark> \$1,431,171 \$26,810	\$236,927 (<mark>\$28,683)</mark> \$208,244 \$1,015	\$1,771,422 (<mark>\$132,007)</mark> \$1,639,415 \$27,825	87 78 87 96	13 22 13 4	\$966	\$2,418 \$1,687 \$2,571 \$13	\$1,06 \$73
787 (45) 742	53 (8) 45	840 <mark>(53</mark> 787) 85	6 15 6				Gross Tickets Refunded Tickets Net Tickets	2,263 (107) 2,156	98 <mark>(17)</mark> 81	2,361 <mark>(124)</mark> 2,237	96 86 96	4 14 4			
\$101,146 347 828	\$8,757 21 66	\$109,902 368 894	94	8 6 7	\$291 2 \$122	\$417 3 \$133	2	Hotel Cost Hotel Bookings Hotel Room Nights Hotel Room Rate	\$383,825 1,194 3,139	\$30,575 75 221	\$414,400 1,269 3,360	93 94 93	7 6 7	\$321 3 \$122	\$408 3 \$138	
\$34,374 265 932	\$1,670 10 69	\$36,044 275 1,001	96	5 4 7	\$130 4 \$37	\$167 7 \$24	4	Car Cost Car Bookings Car Days Car Rate	\$103,313 898 3,083	\$3,012 18 102	\$106,325 916 3,185	97 98 97	3 2 3	\$115 3 \$34	\$167 6 \$30	·
\$563,405	\$94,936	\$658,340	86	14				Total Spending	\$1,918,308	\$241,832	\$2,160,140	89	11			
							I	Performance								
\$118,104	\$8,784	\$126,888	0	0	\$159	\$195	\$161	Savings	\$392,540	\$16,988	\$409,528	0	0	\$182	\$210	\$18
\$1,684 0	\$256 0	\$1,940 0		13	\$2	\$6	\$2	Loss Loss %	\$17,719 1	\$256 0	\$17,975 1	99	1	\$8	\$3	
3,990	203	4,193	95	5	5 14	5 19		Trip Days Days In Advance	10,529	323	10,852	97	3	5 13	4 18	
325 4 18 906	19 0 2 57	344 4 20 963	100 90	6 0 10 6				Hotels w/ Air Hotels w/ Exc,Ref Hotel Only Bookings/No Hotels	1,031 77 86 1,397	76 (7) 6 62	1,107 70 92 1,459	93 110 93 96	7 (10) 7 4			
257	0	257	100	0				Trips with Cars	858	0	858	100	0			

CrossFire Systems Report: MS202-0M Client: XF0001		Travel Management Summary 03/01/2002 - 03/31/2002												
	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Ytd	
Airlines														
Gross Air Fare Refunds Net Air Fare Service Fees Gross Tickets Refunded Tickets Net Tickets Refund % Avg Ticket - Gross Avg Refund Avg Ticket - Net Domestic Air Domestic Air Domestic Air Domestic Air % Domestic Refunds Domestic Refunds Domestic Refunded Tic International Air Int'l Tickets Net Int'l Avg \$ International Air % Int'l Refunds Int'l Refunds Int'l Refunded Tickets Loss Loss %	\$598,617 (\$23,417) \$575,200 \$8,575 (24) 728 (4) \$796 \$976 \$790 \$491,322 705 \$697 85 (\$19,779) (22) \$83,877 23 \$3,647 15 (\$3,638) (2) \$4,018 1	\$603,523 (\$51,702) \$551,821 \$9,075 769 (47) 722 (9) \$785 \$1,100 \$764 \$511,963 709 \$722 93 (\$38,582) (40) \$39,858 13 \$3,066 7 (\$13,121) (7) \$12,229 2	\$569,282 (\$56,888) \$12,394 \$12,898 840 (53) 787 (10) \$678 \$1,073 \$651 \$427,885 742 \$577 84 (\$44,964) (45) \$84,509 45 \$1,878 16 (\$11,924) (8) \$1,940 0										\$1,771,422 (\$132,007) \$1,639,415 30,548 2,361 (124) 2,237 (7) \$750 \$1,065 \$733 \$1,431,171 2,156 \$664 87 (\$103,325) (107) \$208,244 81 \$2,571 13 (\$28,683) (17) 18,187 1	
Hotels Hotel Bookings Hotel Room Nights Hotel Cost Avg Hotel Nights Avg Room Rate Cars Car Bookings Car Days Car Cost Avg Car Days Avg Car Rate	484 1,335 \$162,293 3 \$122 296 1,026 \$33,143 3 \$32	417 1,131 \$142,205 3 \$126 345 1,158 \$37,138 3 \$32	370 898 \$110,458 2 \$123 276 1,005 \$36,188 4 \$36										1,271 3,364 414,956 3 \$123 917 3,189 106,469 3 \$33	
1G Total Travel Cost					(c) Copyright	CrossFire Syste	ems, Inc., 2003	}				powered	by CrossFire (2.01.007)	
Total Travel Cost	\$770,636	\$731,164	\$659,040										\$2,160,840	





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Travel Management Summary

Prior Year: 01/01/2001 - 03/31/2001								This Year: 01/01/2002 - 03/31/2002							
Dom	Int'l	Total	% Dom	% Int'l	Avg Dom	Avg Int'l	Avg Total	Dom	Int'l	Total	% Dom	% Int'l	Avg Dom	Avg Int'l	Avg Total
							Spending								
\$2,104,971 (\$233,391) \$1,871,580 \$13,246	\$230,299 (<mark>\$43,943)</mark> \$186,355 \$220	\$2,335,270 (<mark>\$277,334</mark>) \$2,057,936 \$13,466) 84 91	10 16 9 2	\$1,086	\$3,290 \$2,746 \$3,451 \$4	\$806 Gross Air Fare \$1,201 Refunds \$772 Net Air Fare \$5 Service Fees	\$1,534,495 (<mark>\$103,325)</mark> \$1,431,171 \$26,810	\$236,927 (<mark>\$28,683)</mark> \$208,244 \$1,015	\$1,771,422 (<mark>\$132,007)</mark> \$1,639,415 \$27,825	87 78 87 96	13 22 13 4	\$966	\$2,418 \$1,687 \$2,571 \$13	\$1,06 \$73
2,828 (215) 2,613	70 (16) 54	2,898 (231) 2,667		2 7 2			Gross Tickets Refunded Tickets Net Tickets	2,263 (107) 2,156	98 (17) 81	2,361 <mark>(124)</mark> 2,237	96 86 96	4 14 4			
\$494,158 1,316 3,985	\$33,703 53 165	\$527,861 1,369 4,150	94 96 96	6 4 4	\$375 3 \$124	\$636 3 \$204	\$386 Hotel Cost Hotel Bookings 3 Hotel Room Nights \$127 Hotel Room Rate	\$383,825 1,194 3,139	\$30,575 75 221	\$414,400 1,269 3,360	93 94 93	7 6 7	\$321 3 \$122	\$408 3 \$138	
\$134,527 1,097 4,009	\$308 3 8	\$134,835 1,100 4,017		0 0 0	\$123 4 \$34	\$103 3 \$38	\$123 Car Cost Car Bookings 4 Car Days \$34 Car Rate	\$103,313 898 3,083	\$3,012 18 102	\$106,325 916 3,185	97 98 97	3 2 3	\$115 3 \$34	\$167 6 \$30	·
2,500,265	\$220,366	\$2,720,632	92	8			Total Spending	\$1,918,308	\$241,832	\$2,160,140	89	11			
							Performance								
\$2,983 0	\$0 0	\$2,983 0	100	0	\$1	\$0	\$1 Loss Loss %	\$17,719 1	\$256 0	\$17,975 1	99	1	\$8	\$3	\$
13,732	523	14,255	96	4	5 12	10 8	5 Trip Days 12 Days In Advance	10,529	323	10,852	97	3	5 13	4 18	
1,239 (21) 98 2,507	58 (<mark>6)</mark> 1 158	1,297 (27) 99 2,665	96 78 99 94	4 22 1 6			Hotels w/ Air Hotels w/ Exc,Ref Hotel Only Bookings/No Hotels	1,031 77 86 1,397	76 (7) 6 62	1,107 70 92 1,459	93 110 93 96	7 (10) 7 4			