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# Case Studies

| See how Rocketrip helps top companies save on business travel.

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**COURTNEY MORAN**  
TRAVEL MANAGER & SENIOR  
BUYER

NuVasive develops minimally disruptive, procedurally-integrated solutions for spine and beyond. Its employees travel the world in order to improve the lives of patients who suffer from debilitating back, neck, or leg pain by creating cutting-edge products and procedures that revolutionize spine surgery. In 2017, they brought on Rocketrip to cut travel costs and reward employees. We spoke with Courtney to see how it's working out.

## How NuVasive is Rewarding Travelers While Reducing Costs 18%

**Why Rocketrip:** We were already a Concur user so having Rocketrip integrated into Concur was huge. The biggest benefits are the visibility into the travel, the reporting and the improvements to the business travel experience.

### CHANGING MINDSETS

One of our mottos at NuVasive is “act like an owner” and Rocketrip has made people do just that. They are asked to save money and cut costs in the ways that they can—and in this case they actually are the owner because they benefit in the savings as well as the company.

### MANAGERS TAKE

It helped us bring a little bit of the fun back into travel. And instead of punishing people for doing things that they shouldn't be doing, we're rewarding people for going above and beyond to save money for the company.

### EMPLOYEES TAKE

After three months we did surveys and talked extensively to travelers. I've been here long enough to know some people personally which is really great because I get their honest feedback. I asked, “Did you really actually choose this flight? Did you actually stay with a friend when you wouldn't have done that before?” And their honest feedback was that yes, they had done something differently to earn travel rewards.

*“One of our mottos at NuVasive is ‘act like an owner’ and Rocketrip has made people do just that . . .”*

— Courtney Moran

### PAIN-FREE ONBOARDING

The adoption is easy and the great thing is people don't have to do anything different. You just go into the platform, enter all the info just like you would: I'm going from this city to this city. I need a hotel or I don't. I need a rental car or I don't. Rocketrip calculates the Price to Beat and you get that at the same time as SAP Concur gives you the search results.

### BOTTOM LINE

NuVasive isn't spending half of that money we used to spend on travel and our travelers are pleased to get the other half of that money.



ROCKETRIP PARTNER SINCE 2017

## BY THE NUMBERS\*

18%

Reduction in Travel Spend

28%

Reduction in Hotel Spend

11%

Reduction in Flight Spend

\*As of January 2019



**TINA HANSON**

PROLOGIS TRAVEL  
MANAGER

Prologis, Inc. is the global leader in logistics real estate, with 3,742 buildings and 5,500 customers across 19 countries on four continents (as of September 30, 2018). In 2017, Prologis began working with Rocketrip to help reduce employee travel costs. Rocketrip spoke with Tina to see how the collaboration has been working.



ROCKETRIP PARTNER SINCE 2017

## A Competitive Advantage In Collaboration with Rocketrip

**Why Rocketrip:** Our executives were intrigued by what Rocketrip could offer. Specifically, we wanted to understand how Rocketrip could help us improve employee adoption of online travel tools as we continued to promote cost-conscious travel across our ranks. During our due diligence process, we discovered another bonus: rewards for saving money on travel. Our employees really appreciate this aspect of the program.

### PROLOGIS: AHEAD OF WHAT'S NEXT

To stay ahead of what's next and continue to provide the best value for our shareholders, customers, employees and other stakeholders, we are looking at a variety of ways to streamline and be more agile as an organization. Rocketrip is part of that strategy.

### EMPLOYEE RESPONSE

People are excited about what Rocketrip offers. Earning rewards for shaving costs on travel is a terrific incentive, and it's been fun to see the enthusiasm around that.

*"The biggest surprise was the number of employees who wanted to stay with friends."*

— Tina Hanson

### ADDITIONAL BONUSES

Our administrative personnel really appreciated the additional trainings we offered to help them learn this new system. Also, we posted a tips and tricks "cheat sheet" on our company intranet—this has offered a lot of bang for the buck.

### BOTTOM LINE

Our online adoption has increased, our travelers are happy and, in addition to saving more money than expected, we can easily track those savings.

### MOST POPULAR REWARD

Amazon, Visa, REI, Macy's, Delta

## BY THE NUMBERS\*

366 | \$222K | 16% | 407

Nights Spent with a  
Friend Instead of Hotel

Money Saved Flying Coach  
Instead of Business

Percentage of Travel  
Budget Saved

Number of Employees  
Who've Earned Points

\*As of January 2019



Feld Entertainment is the worldwide leader in producing live touring family entertainment, with millions of dollars in annual travel expenses overseen by its sourcing, procurement, and travel departments. Before implementing Rocketrip, Feld Entertainment had a highly-developed travel management program including Omega World Travel and Concur. The company recognized the opportunity to substantially reduce costs by promoting affordable, policy-compliant travel options.

## TOP WAYS EMPLOYEES SAVED

### STAYED WITH FRIENDS OR FAMILY

**\$191** **15%**  
Average Savings Per Night Reduction in Hotel Nights

### CHOSE A LOWER STAR CLASS HOTEL

**\$73** **23%**  
Average Savings Per Night Of Total Nights Booked

### FLEW A LOW-COST CARRIER

**\$171** **10%**  
Average Savings Per Flight Of Total Flights Booked

# Feld Entertainment Boosts Morale while **Saving 24% with Rocketrip**

## CUSTOM BUDGETS

By incorporating Feld Entertainment's negotiated rates for a given itinerary, as well as their travel policy's spending allowances, Rocketrip gives a precise estimate of how much a trip should cost.

## SAVING INCENTIVES

Rocketrip allows Feld Entertainment to incentivize employees to spend less on their trips by letting them keep a portion of the savings. Employees get real rewards for making budget-friendly travel decisions, such as booking in advance, using a low-cost carrier, or avoiding hotel costs by staying with friends or family.

## HAPPY EMPLOYEES

Business travel is as tough on employees as it is on company budgets. By giving employees the choice to earn things like Nike and Sephora gift cards, free plane tickets, and even extra spending money, Rocketrip helped boost the morale of Feld Entertainment employees.

## RESULTS

Feld Entertainment saved on average, \$289 per trip while giving employees more choice and the satisfaction of rewards. Employees embraced the opportunity to earn things like Amazon cash cards and free travel. By incorporating Rocketrip into its travel management program with a customized platform implementation and active user engagement, Feld Entertainment unlocked enormous cost savings and improved employee morale.

*"We joined Rocketrip with the goal of empowering employees while achieving savings on top of and in tandem with the cost control provided by our existing policy guidelines and procurement efforts."*

— Christine Zajda, Director of Procurement, Sourcing, and Travel at Feld.



ROCKETRIP PARTNER SINCE 2017



# An Employee Perk that Improves Your Bottom Line

Rocketrip offers companies a cost-saving measure that employees love.



*"I love my Rocketrip points. In 2017 my points paid for all of my hotels (about 3,000.00 worth) for our Europe trip to Italy, France and Switzerland. In 2018 my points paid for my partner's flight to Scotland to join me for a work trip. I'm over 20,000 in my account and saving them up for another great adventure! I get the most points staying with friends whenever I can. Winning! Seeing family and friends and 'getting paid'" to do it."*

— Anonymous Employee,  
Feld Entertainment

*"It's nice to see good customer service. I did sign up for the option to help give feedback to Rocketrip just a couple days ago for incentives. I don't know if this is part of that, but it's nice not to be ignored. Thanks."*

— Patrick Bexten,  
Bracco



*"Rocketrip is a great model that rewards employees who save money for the company—ultimately, all parties win."*

— Rahul Singh Ahluwalia,  
GLG