

Deem Work Fouce utilizes Sabre's Premier Automated Ticket Exchange Service (ATE) that allows your company to rebook, reuse or refund unused tickets — reducing your liability. Deem's automated ticket exchange reduces processing time and provides the highest level of re-pricing accuracy as it automatically recalculates complex fares, taxes and penalties for domestic & international flights — and signals users if lower-cost, in-program fares are available for exchange.

In 2017, companies reported that 30% of their air volume were changes. Deem recommends customers use three-year ATE adoption goals of 50%, 75% and 90%. Note that these goals apply to the average annual adoption, not the adoption rate reached at the end of the year.

## RETURN ON INVESTMENT

Total Savings	\$54,749
Total Costs	\$9,459 (\$5 per transaction)
ROI	579%
Net Savings	<b>\$36,854</b>

Annual Eligible ATE Volume:  
**\$500,000**  
 (10% of North American ARC is changes)

Average ticket Price (ATP)  
**\$575**  
 3-Year Transaction Totals  
**2,635**  
 (Y1: 870, Y2: 878, Y3: 887)



### AGENCY SAVINGS

Tiered Agency Change Fees are treated in many cases like an original fulfillment fee. Studies show that 91% of companies have tiered fees with a 49% average savings between the offline and online fees, which represent approximately \$25 savings on a typical \$50 agency fee. Deem has built a No-Touch Automated Ticket Exchange and we work closely with your TMC to configure this feature.

3-Year Agency Savings: \$36,854 (assumes agency fees of \$7 no-touch, \$15 light touch, \$25 high touch)

Formula: [Agency Savings = (No-Touch Trx \* (High-Touch Fee - No-Touch Fee) + (Light-Touch Trx \* (High-Touch Fee - Light-Touch Fee))]

### AIRFARE SAVINGS

Corporations using ATE thru Deem report lower Average Ticket Prices (ATPs) for the same city-pairs. The savings is due to the greater number of options presented to travelers and the enforcement of online policies. In the Phocuswright benchmark reports, show 74% of companies reported lower online airfares with an average airfare savings of 14%, which represents approximately \$75 savings on a typical \$500 ATP.

3-Year Airfare Savings: \$21,756

Formula: [Airfare Savings = ARC \* Adoption \* ATP Savings]