

# Learn How Non-Profit Summer Search Leverages Egencia to Drive Down Costs by 22%, Improve Auditing and Empower Their Students



Summer Search is a high-impact program that gives low-income students the opportunities and support they need to transform their lives, achieve their own potential, and create change as role models and everyday leaders.

A key piece of Summer Search's mission is to connect their students with life-changing summer experiences. By partnering with Egencia, the corporate travel arm of Expedia.com, Summer Search was able to provide students with life skills, reduce the cost of travel and improve spend visibility.

## The Results: A Pre-Trip Approval That Empowers Summer Search Students

Summer Search recognized that empowering their students to book their own travel is an important teachable moment. For most of their students, their travel with Egencia to summer camp is their first time leaving home and first time getting on an airplane.

Leveraging Egencia's TripController pre-trip approval process is the perfect solution to let students take control of their travel but still allows their mentor to approve the trip before it was finalized, curbing unnecessary

travel expenses. Mentors can review and approve or deny trips in a matter of seconds with one click from their laptop or mobile devices.

Booking travel to summer camp is one of 25 steps that Summer Search participants need to complete before becoming eligible to attend camp. Pre-trip approval allows mentors to monitor a student's progress with travel arrangements as part of the preparation process.



**Summer Search**  
where change begins



Our auditors love Egencia. We can easily compare our spend to the lowest logical fare at the time of purchase and ensure that we are stretching our travel dollars.

*Matt Osgood*  
Summer Program  
Coordinator  
Summer Search

## The Ease of Use of Expedia.com

It is important that the booking process be intuitive as this is the first online booking experience for most Summer Search students. Egencia offers the same ease of use as sister company, Expedia.com. When surveyed after summer camp, 73% of students reported that Egencia was very easy to use.

## A Central Bill Program for Streamlined Expense Management

Travel expenses for students are covered by Summer Search. Egencia's central bill program is a seamless way for the organization to ensure that students do not need to front the cost of their travel but still keep billing information secure. The billing process is seamless for travelers and does not cause delays during booking.



For most of our students their travel out of state to summer camp is like traveling to the moon. This journey is filled with firsts: first time planning a trip, leaving home and flying. Partnering with Egencia has helped our students own the process of planning, booking and managing this trip – a critical life skill.

*Matt Osgood  
Summer Program  
Coordinator  
Summer Search*

### The Challenge

- Summer Search wanted their students to be able to own the process of booking travel to their summer camp destination to teach the life skill of booking travel and increase their ownership in the process. At the same time, they still needed to maintain oversight of travel choices.
- Spend visibility was another key challenge for Summer Search. As a non-profit 501c3 organization, they needed to be able to easily determine their spend for auditing purposes
- Cost-savings was very important to Summer Search as every dollar saved on travel could be put towards their core mission of helping low-income high school students become responsible leaders

### The Results

- By leveraging Egencia's TripController pre-trip approval process, Summer Search placed the booking process in the hands of the students while avoiding unnecessary travel spend
- Egencia reporting and custom data fields allows Summer Search to easily determine the travel cost for each student and lowest logical fare to ensure a smooth auditing process
- Spend visibility with Egencia has also helped Summer Search spot cost-saving opportunities such as alternative airports



## Spend Visibility for a Faster Auditing Process

Egencia's custom data fields and real-time reporting has helped Summer Search be able to accurately report on the travel costs associated with each student and summer camp program. They can also easily review spend against the lowest logical fare to ensure that costs are staying in check.

## Cost-Savings to Put More Resources into the Summer Search Mission

Travel is the second to third largest controllable expense for most companies and cost-savings are especially imperative for non-profit organizations who strive to devote every available dollar to their mission. Egencia has helped drive down the costs of student travel for Summer Search in several ways:

- Tools to spot cost-savings opportunities: Egencia's reporting and flight search filters have helped Summer Search identify when **alternative airports** make more sense.

- **97%** online adoption to drive down fees: Students are able to easily book online with Egencia, reducing agent assisted fees
- Access to Egencia's and Expedia's negotiated rate program: By leveraging Egencia's hotel program and other negotiated rates, Summer Search was able to realize **Average Nightly Hotel Rates** that were **22%** lower than the industry average in their peak travel season of Q2.

## Improved Safety for Students on the Road

Keeping students safe during their Summer Search experience is essential. Summer Search finds Travel Incident Alerts from Egencia very helpful in determining if students are facing delays or safety threats during their trip. Summer Search is also able to easily import each student's itinerary into their emergency binder so that mentors can easily locate students and track their trip progress.



Our Egencia program helps us devote our time and resources to our core mission, rather than our travel.

*Mia Ellis*  
Summer Program  
Coordinator  
Summer Search

## About Summer Search

Summer Search selects disadvantaged high school students who demonstrate potential for **reflection, altruism and performance** (an original model developed by Summer Search called RAP) and helps them realize their full leadership potential.

Summer Search has a four-pronged approach that supports students so they finish high school and go to college, and then helps them be successful in the real world, while encouraging them to give back in the process. **We hold our students accountable for themselves while supporting them for the long haul.**

Our leadership program services include:

- Weekly mentoring sessions with highly trained staff mentors, from sophomore year to high school graduation
- Two summer experiential education programs, after sophomore and junior years
- College advisory services throughout high school
- Alumni support throughout college and beyond

[www.summersearch.org](http://www.summersearch.org)

## About Egencia

Launched in 2002 as Expedia Corporate Travel, Egencia has become the fifth largest travel management company in the world as a result of its commitment to delivering a higher standard of corporate travel service and innovative technology. Egencia's success is directly attributed to their customers' ability to move their businesses ahead, through their valued relationships with Egencia and more importantly, its people.

Lead by an experienced, forward-thinking management team, Egencia has continued to expand its offering of intuitive online tools and comprehensive agency services while maintaining its reputation for superior customer service.

With global operations already spanning 39 countries worldwide, Egencia is ready to meet your company's travel needs anywhere and at any time, with the consistent level of superior service your employees deserve.

[www.egencia.com](http://www.egencia.com)

