

Ad M a G d C c T L



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### **Guide Overview**



Even with the tightest travel policies, supplier-direct bookings are inevitable. Fortunately, that doesn't have to mean accepting invisible spend or not knowing where your travelers are. With Concur TripLink travel partner integrations, every frequent traveler account a user connects translates to increased visibility of your managed travel program.

Start realizing the value of TripIt Pro for you and your employees by driving account connections. When your users connect a new or existing TripIt account, you'll gain visibility into direct bookings. With this added visibility, you can more easily manage spend and keep employees safe. Plus, your users will gain access to their complimentary TripIt Pro subscription – helping them stay organized and one step ahead on their business trips.

To make things easier, we've put together tools to help you drive account connections in a way that's tailored to your program.

Confirm your Concur TripLink messaging preferences

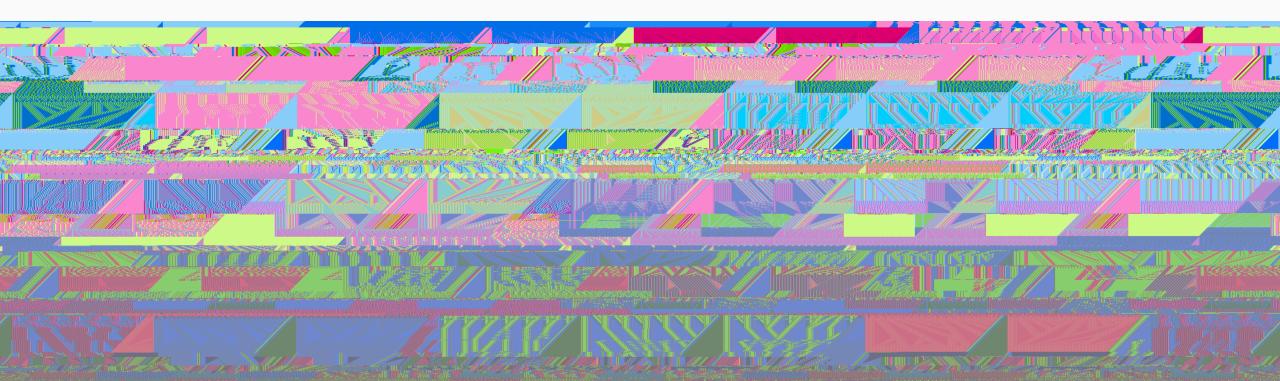
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TAG LINE - Use to grab attention when you're following up or linking to more detail.

SHORT DESCRIPTION - Use for a straightforward description when space is limited.

LONGER DESCRIPTION - Use for a detailed description when space is available.

# Messaging to drive travel partner connections



Tell your users about travel partner integrations and why they should care.

Туре	When to Use	Messaging
Tag Line	Use to grab attention when you're following up with or linking to more detail.	Simplify business travel – from booking to expensing.
Short Description	Use for a straightforward description when space is limited.	Save time on your expense reports by connecting travel partners to your SAP Concur account.
Long Description	Use for a detailed description when space is available.	We know how you book business travel is important to you — and so is easy expense reporting.  With Concur TripLink travel partner integrations, plans and receipts for the business travel you book on aS Q T.ET Q Q q &sts (36) 972/11/2 and as Q T.ETT.ET 37.(e) 1() - 38/2) 1037() 1() sciss(0) et 0752/2 and as Q T.ETT.ET 37.(e) 1() - 38/2) 1037() 1() sciss(0)

### Category 1: Supplier direct booking is allowed for all suppliers

Туре	When to Use	Messaging
Call to Action	Use when you need to tell users what to do in only a few words.	

Туре	When to Use	Messaging
Tag Line	Use to grab attention when you're following up with or linking to more detail.	Simplify business travel – from booking to expensing.
Short Description	Use for a straightforward description when space is limited.	With Concur TripLink travel partner integrations, plans and receipts are automatically added directly to your SAP Concur account for faster expense reporting.
Long Description	Use for a detailed description when space is available.	With our preferred booking methods [add here: Concur Travel, calling TMC, or other], you can find and book the plans that are best for you. On the rare occasion you're not able to use these methods, Concur TripLink travel partner integrations help you manage your business travel.  Once you connect a travel partner, the plans and receipts for the business travel you book on their site will be added to your SAP Concur account. With all this waiting in (ay) -20) -1(u)-8r) -1() -5a)Cs12)

### Tell your users to connect travel partners and how.

Туре	When to Use	Messaging
Call to Action	Use when you need to tell users what to do in only a few words.	Take a few minutes to connect your accounts using your frequent traveler numbers.
Step-By-Step Instructions	Use when you have space to list the steps users need to take to get started.	<ul> <li>Sign into the web version of concursolutions.com. In the main navigation menu, select TripLink.</li> <li>In Available Prog&amp;) fn 3(n)和3(n)和3(n)和3(n)和3(n)和3(n)和3(n)和3(n)和</li></ul>

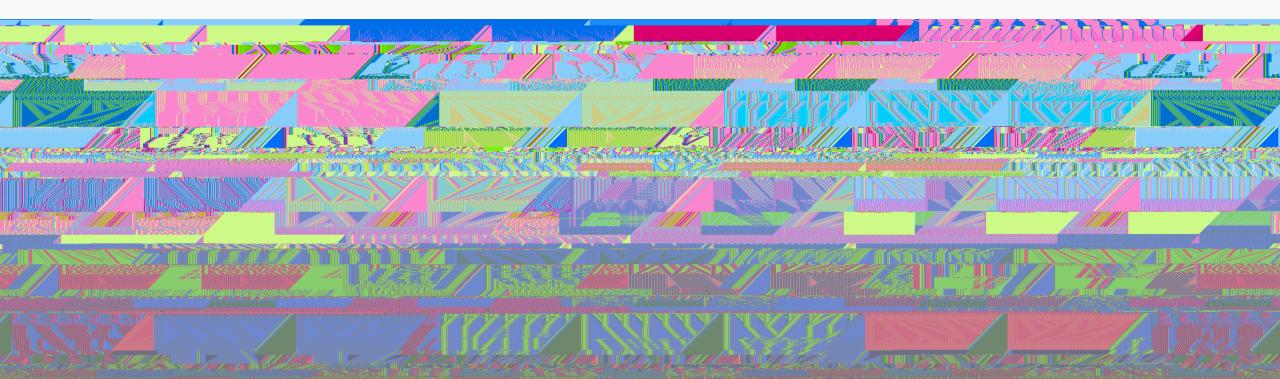
### Category 3: Supplier direct booking is discouraged



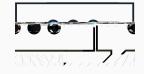
E-mail your users to tell them about travel partner integrations.

Туре	When to Use	Messaging
		SUBJECT LINE:
,	Use when you're able to	
-mail	e-mail your users directly.	

### Messaging to promote Triplt Pro



### Messaging



Tell your users about Triplt Pro and why they should care.

Туре	When to Use	Messaging
Tag Line	Use to grab attention when you're following up with or linking to more detail.	
Short Description	Use for a straightforward description when space is limited.	I P
Long Description	Use for a detailed description when space is available.	IP B I APC IP C
Top Benefits	Use to give a quick overview of how users benefit when using TripIt Pro.	• I • R • E F I P

### Tell your users to connect a Triplt account and how.

Туре	When to Use	Messaging
Call to Action		

### Additional end-user content



### Existing content

Waae edea Lafec e be common care

- o APC R
- o <u>G G : C L</u>
- o <u>IPB</u>
- o FAQ C L \*

<u>R</u>

## Thank you.

