

Colgate University working with Christopherson Travel



Why Christopherson?



We Value People. We Create Value. Big agency ability. Small firm personality.

- **University Experience** Christopherson has 30+ years of experience navigating the needs of traveling for higher education.
- **Service Solution** A best-in-class travel management company with proven track record in delivering **innovative**, **local services and solutions**.
- **Premium service offering** Designated consultant team to Colgate. Agents and support teams who will learn Colgate's traveler preferences and needs.
- Flexible travel partner Nimble and agnostic approach. Christopherson focuses on feedback and suggestions to increase traveler satisfaction.



Commitment to excellence



#12

12th largest TMC in the U.S.

1,000+

More than a thousand valued clients

94%

94% client satisfaction rate

300+

More than 300 team members



Certified woman-owned business

VIRTUOSO.

MEMBER

BCD travel

Worldwide partnerships

Colgate University travel service configuration





Higher education advisor team 8A.M. – 8 P.M., Eastern Time



Athletic and group specialists



VIP services available



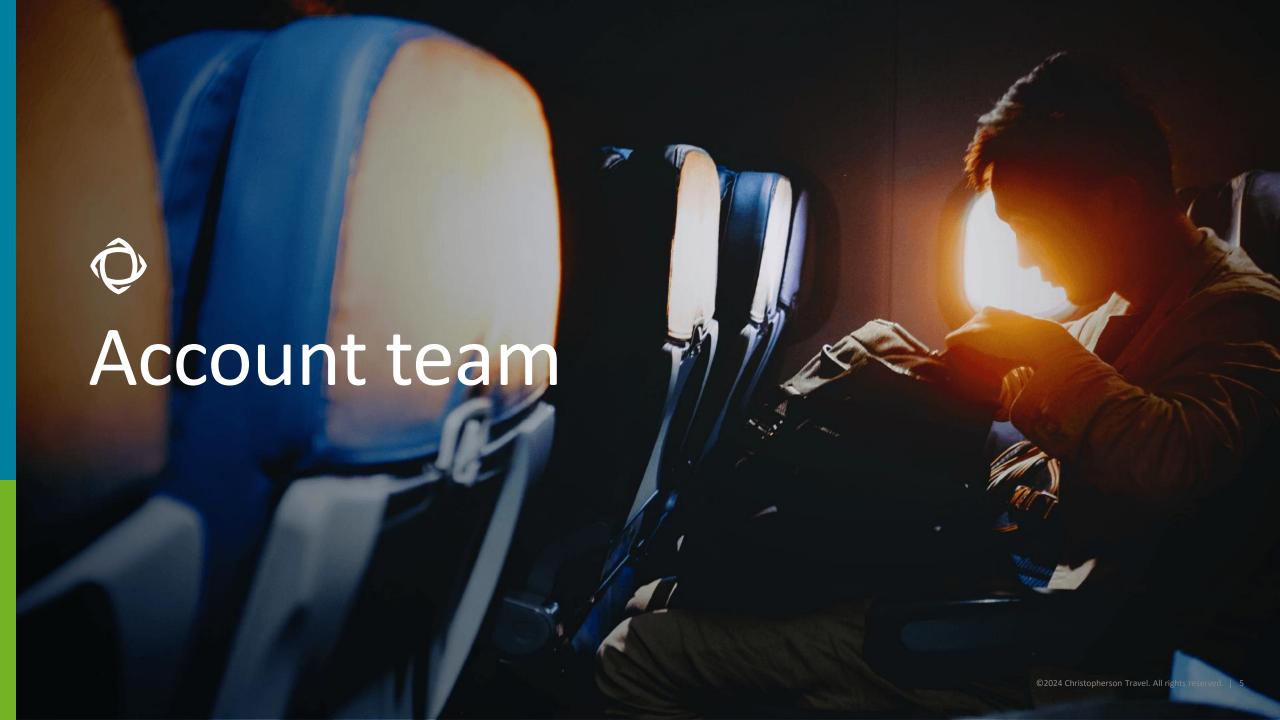
Online support team



Integrated after-hours service



Account manager





Account management and service resolutions

- Why
- Strategic points of contact & backup
- Accountability and reliability
- Streamlined communication
- Promote overall collaboration

- Benefits
- Proactive client support team
- Tailored solutions and improved response time
- Client & traveler increased satisfaction.
- Policy compliance enhancement

Shared Goal

Successful delivery of travel management solutions & program

Key account team roles



Account Executive Pam Rex

Main contact for program and strategy

Contract management

Client reviews

Travel management plans

Vendor program management

Client Success Manager Tiffany Soja

Technology adoption & support

Technology training – Manager & Traveler

Manage shared inbox

Reporting

Survey management

Virtual pay and risk management technology support

Operations Manager Elliot Frenzel

Travel Advisor training

Service and agent error resolution

Survey issue resolution

Coordination with support teams

VIP

Afterhours

Contact information and service escalation



Contact your account team in this order for escalations:

1) Account Executive

Pam Rex Pam.Rex@cbtravel.com 385-501-6298

2) Client Success Manager

Tiffany Soja Tiffany.soja@cbtravel.com 248-749-3742

3) Operations Manager

Elliot Frenzel Elliot.Frenzel@cbtravel.com (205) 874-8563



Upper management escalation:

Sr. Manager, Account Executives

Sue Schroeder Sue.Schroeder@cbtravel.com 303-489-1701

VP, Operations

Angela Cain Angela.Cain@cbtravel.com 720-200-4116

CCO, Chief Consulting Officer

Matt Cameron Matt.Cameron@cbtravel.com 801-327-7627

Important contacts



| Contact Type | Types of Services | Best Practices | Contact Information |
|--|--|--|--|
| Individual Full-Service Advisor Bookings Business hours: Monday - Friday 8:00 AM-8:00 PM ET Emergency afterhours: Monday - Friday Major U.S. Holidays 8:00 PM-8:00 AM ET | Complex international bookings Any changes or needs that are time sensitive Emergency afterhours assistance Multi-city reservations Exchanges and changes to previously booked trips Trips that combine personal & business | Include all the necessary details in your first contact (i.e. trip details like dates, times, hotel, car, full name(s) of all travelers, traveler preferences, budget code number. If you have flight options that you have been researching, share the exact details, down to the actual fare class if you can. Be clear on where you have flexibility with fares, airline preferences, different dates & times of travel. Specify when there is no flexibility with fares, airline preferences, different dates and times of travel. Would you consider alternate airports for either/or outbound and return. If emails exceed 3-4 between you and the advisor, a phone call would be prudent to simplify and be more efficient. If you are booking for a non-profiled, guest traveler, you will need to collect their full, legal name as seen on their driver's license, as well as TSA information; date of birth, gender, and mobile phone number, and Known Travel Number (TSA KTN) or global entry number if applicable. You will also have to prove you are a profiled traveler of Colgate. | Email • University.travel@cbtravel.com • *emails are not monitored on weekends and after business hours Phone • 855-993-0423 toll free 24/7 • 801-613-1912 for 24/7 service when outside the US • *Advisors also assist with groups for afterhours emergencies |

Important contacts



| Contact Type | Types of Services | Best Practices | Contact Information |
|--|--|--|--|
| Concur Travel Reservation Support Business hours: Monday - Friday 9 AM-6 PM ET | Navigational support for Concur Travel Questions on errors/issues with Concur Travel Domestic reservations less than 3 legs Simple international reservations | Contact online support if you think there is a lower price on the same ticket, fare class, and airline that is not appearing in Concur. Provide the details of any errors or discrepancies as much "in-the-moment" as possible. Fares and availability change constantly Some airlines do not allow seat assignments at the time of booking on certain flights. Only select upgraded seats if you intend to pay for them, or if your status on that airline allows them. | Email onlinesupport@cbtravel.com *emails are not monitored on weekends and after business hours Phone 888-535-0179 |
| Group Travel for 10+ Travelers Business hours: Monday - Friday 8:00 AM-8:00 PM ET | Group air reservations Hotel room blocks Budget quotes for group travel Charter transportation | See Group/Event slide in this deck | Email universitygroups@cbtravel.com Phone 866-371-3580 |

The ever-changing world of travel...important updates



Real ID

As of May 7, 2025, all U.S. travelers flying domestically need a REAL ID or other authorized ID.

ETAs

An Electronic Travel Authorization (ETA) is a prerequisite for entry imposed by certain countries on visaexempt travelers. The ETA acts as a security measure and a preliminary assessment.



NDC content

New Distribution Capabilities (NDC) rolled out a 2 years ago. NDC was designed to transform how airlines distribute and sell flight content, enabling carriers to offer richer and more personalized options.

Potential Drawbacks

- Integration Complexity: Implementing NDC requires significant investment and integration efforts for both airlines and travel sellers.
- Limited Support: Not all airlines or travel agencies have fully adopted NDC yet, so access to NDC fares may be limited.
- Changes and Cancellations: NDC fares may have specific rules regarding changes and cancellations, which can sometimes be more restrictive than traditional fares.

Airline Dynamic Pricing

- Adjusting ticket prices in real-time based on various factors, including demand, time of booking, and competitor pricing.
- Allows airlines to maximize revenue by selling seats at the highest possible price point.



The ever-changing world of travel...important updates



Unused tickets and usage

• Transfer options -Each airline is different, and rules fluctuate

Airline Refunds - New regulation around delays and disruptions

Automatic Refunds:

Airlines are required to automatically provide refunds when a flight is canceled or significantly changed, and the passenger does not accept the alternative offered by the airline.

•Prompt Refunds:

Refunds must be issued within seven business days for credit card purchases and 20 calendar days for other forms of payment.

Significant Changes:

The DOT defines "significant changes" as those that meet specific criteria, such as changes in departure/arrival times (3+ hours domestic, 6+ hours international), changes in departure/arrival airport, increased connections, or downgrades in cabin class.

•Extra Services:

If an airline fails to provide an extra service that was paid for (e.g., Wi-Fi, seat selection, or baggage), the passenger is entitled to a refund for that service.

Original Form of Payment:

The refund must be returned in the original form of payment, such as the credit card used or as miles if that's how the ticket was purchased.

•Notification:

Airlines must notify passengers of their right to a refund when a flight is canceled or significantly changed.

Upcoming changes

- Concur T2 user interface upgrades soon
- Southwest airlines- Assigned seating and fare class changes







Quote process from a full-service advisor



Email/Phone travel requests - Christopherson will share quote options via email

- Colgate traveler or arranger validate flights, seats, etc.
- Airline fare rules determine last date to ticket fares subject to change
- Once itinerary is reviewed contact Christopherson to book the travel

Itinerary document

- Christopherson "airtinerary" sent to traveler (and/or their arranger if applicable).
- Review detail for accuracy
- Full details of air/hotel/car booking
- Fare quote for selected itinerary

Trip Invoice

- Christopherson issues ticket(s) and sends traveler (and arranger if applicable) final itinerary which acts as the invoice also
- Questions or changes contact assigned the Christopherson agent team provide booking reference if possible
- Void period for corrections is 24 hours



Group bookings with advisors



Group booking process



A "group" is defined as 10 or more travelers going to the same place.

- 1. A "Group Booking Form" is used for requests for group air, hotel group contracts and ground transportation. Complete this link: Colgate University Groups | Event | Athletics Form
- An agent will reach out to the point of contact within 24 hours to advise who is working on the request. Hotels and buses may be handled by a different agent than a flight booking agent.
- Standard turnaround time is one week for individual group requests. Multiple requests may take up to 3 weeks, depending on the number of groups.
- We are happy to provide an estimate for research purposes, for a nominal fee of \$125.00/hour billed directly.
- Colgate University will sign all hotel and vendor contracts and make payments directly.
- Direct email for groups is <u>universitygroups@cbtravel.com</u>.

Advisors - event travel



An "event" is defined as 10 or more travelers, not traveling together, but traveling to a common destination to attend a meeting, conference or occasion.

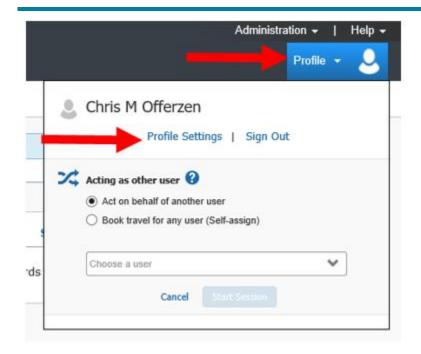
Request Process:

- Complete this link: Colgate University Groups | Event | Athletics Form
 - o You will receive notification that is has been received.
 - An advisor will respond with instructions to provide the attendees prior to them booking.
 - Attendees book their own travel by contacting an advisor via phone or email and they follow the instructions on how to identify themselves with the specific event.
 - Direct email for events is <u>university.travel@cbtravel.com</u>



Access your profile

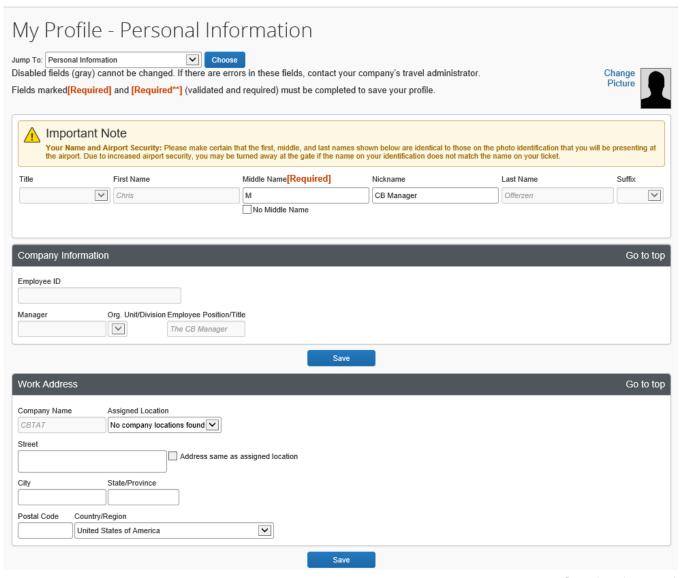




Profiles can be reviewed and updated in Concur under the profile button in the top right corner of the screen.

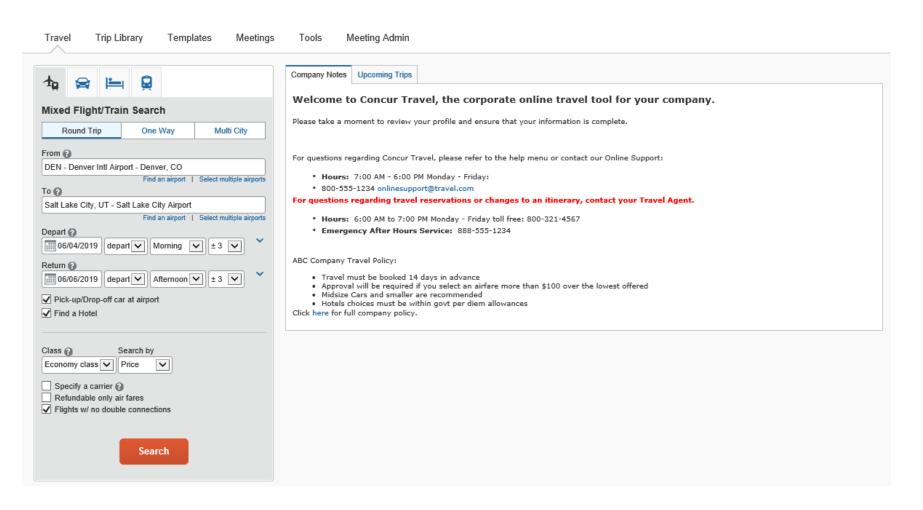
It is a good idea to review a profile before booking to ensure all required fields have been completed.

Make sure your name matches your government issued ID that you travel with.



Booking travel in Concur



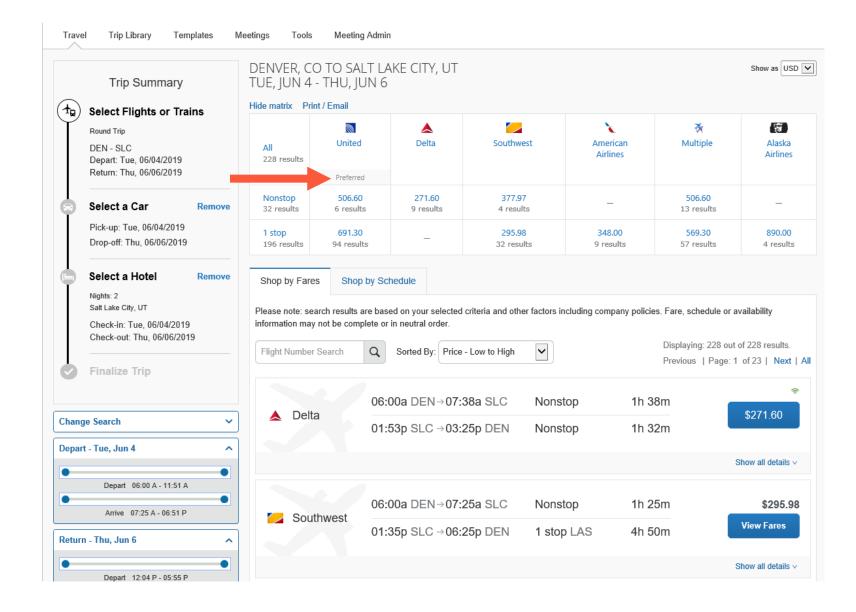


When booking travel in Concur, there will be options to book flights, car rentals, hotels and rail.

If booking air, car, and hotel together; it is best to book them in the same reservation and easier if booked at the same time.

Air Reservation





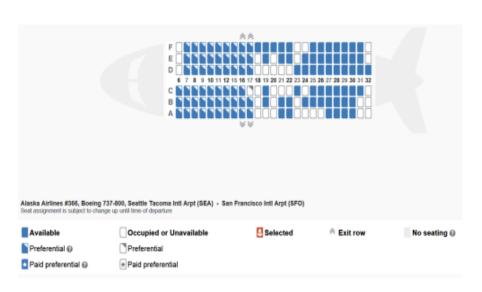
Once dates and destination are chosen, a screen will pop up with the options available for the dates and times selected for the search.

On top of the search will be a matrix that will display airlines and results available.

Preferred airlines will be listed first and indicated as preferred.

Selecting a seat





Use the seat map:

- On the flight search results pages to view seat availability (depending on the airline) or -
- On the Review and Reserve page and your itinerary to select a seat (depending on the airline)

Keep the following in mind:

- Not all airlines will let you choose your seat in advance.
- Seat information appears at the bottom of the seat map page, showing which seats are available, which seats are occupied, and which seats are considered preferential. In some cases, the bottom right corner shows the number of available seats by class of service for this flight.
- Some seats are marked handicapped and can be selected only by a travel agent. If you are entitled to a handicapped seat, make sure your travel agent is aware of your situation.
- Preferential seats should be selected only by travelers with preferred status on the selected airline. It is also necessary to have your frequent traveler number part of your Concur profile. If you select a preferential seat and this information is not entered, your seat request may not be honored.
- Sometimes seats are shown as occupied because the airline is holding them for other purposes.

View while booking

To view a seat map from flight results pages, click the View seats link next to the flight. The seat map page appears. You can view the information but cannot select a seat at this time.

Select a seat

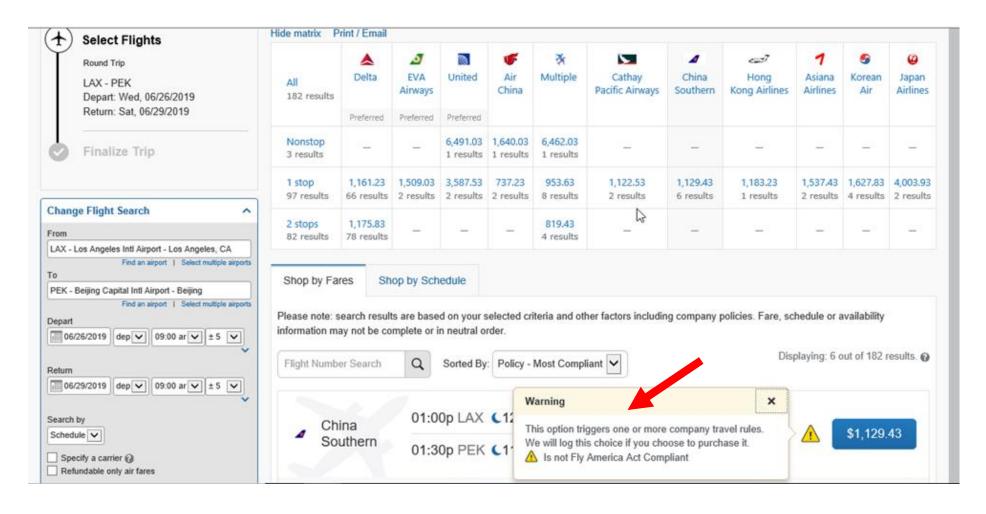
To view the seat map and select a seat from the Review and Reserve page, click Select Seat. The seat map page appears. Select the desired seat.

To view the seat map and select or change your seat from a reserved flight (from your itinerary):

- 1. Click the Change Seat link on your itinerary.
- 2. To change your seat, click the seat you prefer.
- 3. Once you select your seat, you can either click Change Seat or select the next flight in your reservation to change another seat. Travel will prompt you to save your new seat selection.

Out of policy and Fly America Act

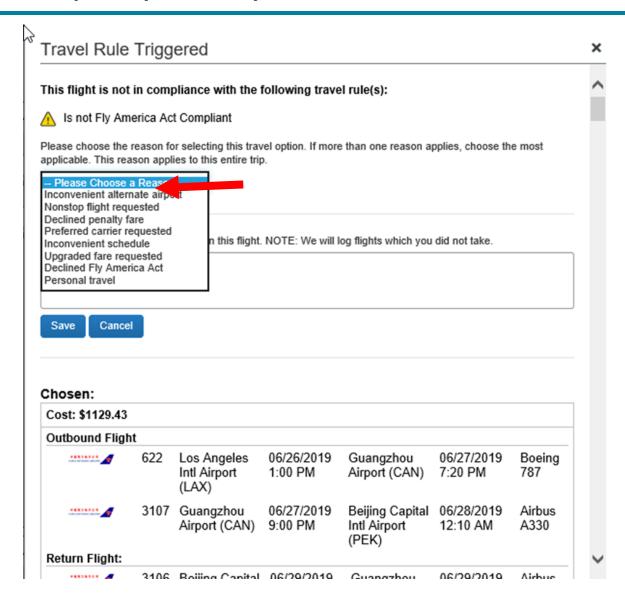




If a carrier is selected that does not comply with travel policy, an out of policy warning icon will be displayed. If clicked on the warning message will display.

Out of policy and Fly America Act





If the traveler decides to book an out of policy ticket, then a travel rule exceptions pop up will display for them to explain why it was chosen.

Additionally, travelers have a freeform notes box to explain further if desired.

Car rental

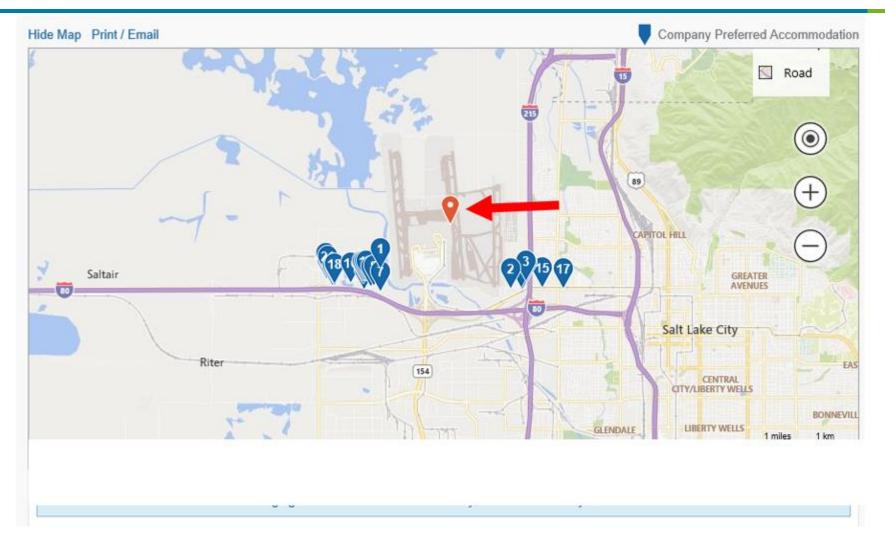


| Hilds models - Date | | | | | | | | | | | | | | | | | |
|-------------------------|---------------------------|-------------|------------------|-------------------------|--------------|----------------------|---------------|-------------------|-----|----------|-------------|------------------|--------------|---------------|-------------|------------|-------------------------------|
| Hide matrix Prin | Hide matrix Print / Email | | | | | | | | | | | | | | | | |
| All 126 results | Economy Car | Compact Car | Intermediate Car | Intermediate Car Hybrid | Standard Car | Standard Convertible | Full-size Car | Full-size Car Hyb | Car | Mini Van | Compact SUV | Intermediate SUV | Standard SUV | Full-size SUV | Premium SUV | Luxury SUV | Intermediate All terrain Vehi |
| 30 Nastonal | 4 | | | | | | | | | | | | | | | 391.47 | |
| Most Preferred | | | | | | | | | | | | | | | | 351,41 | |
| Hertz | 112.98 1 | 112.98 | 146.53 | 164.12 | 141.42 | 182.05 | 148.82 | 2 | , | 148.90 | | 132.06 | 136.76 | 164.92 | 189.71 | 301.51 | |
| Less Preferred | | | | | | | | | | 110130 | | 132.00 | | | | | |
| AVIS | 128.81 128.81 | 128.81 | 128.81 157.48 | | 154.87 | 192.39 | 157.48 | ; | 2 | 167.63 | | 140.41 | 145.36 | 175.06 | 204.76 | | |
| Less Preferred | | | | | | | | | | | | | | | | | |
| Less Preferred | | | | | | | | | | 148.27 | | | | 251.95 | 479.90 | 527.85 | |
| ■ ADVANTAGE | 68.31 | 70.96 | 158.90 | | 71.76 | | 71.76 | | | 136.63 | | 129.10 | 54.06 | | | | |
| E-Z | 68.31 | 70.96 | 158.92 | | 71.79 | | 71.79 | | | 136.63 | | 129.10 | 54.09 | | | | |
| —E9X— | 71.83 | 74.60 | 139.68 | | 72.88 | | 75.46 | 159.96 | | | 62.82 | 62.82 | 59.46 | | | | |
| Thrifty | 137.44 | 139.73 | 160.19 | | 162.61 | | 165.05 | | | 137.91 | | 132.34 | 137.03 | 172.40 | | | |
| dollar. | 137.45 | 139.77 | 160.22 | | 162.65 | | 165.10 | | 7 | 137.95 | | 130.39 | 135.11 | 163.25 | | | 152.46 |
| | | | | | | | | | | 127.48 | | | | 167.74 | | | |
| Firefly | 155.34 | 156.49 | 158.90 | | 161.35 | | 163.81 | | | 136.60 | | 160.86 | | | | | |
| PAYLESS CARL REACTAL | 143.01 | 144.99 | 165.99 | | 167.99 | | 170.99 | | | | | 136.99 | 156.01 | | | | |
| SHIVERCAR | | | 170.50 | | 170.50 | | 170.50 | |) | | | | | | | | |
| 4 | ← | | | | | | | | | | | | | | | | |

The car rental matrix can display all car types as well as preferred vendors.

Hotel reservations

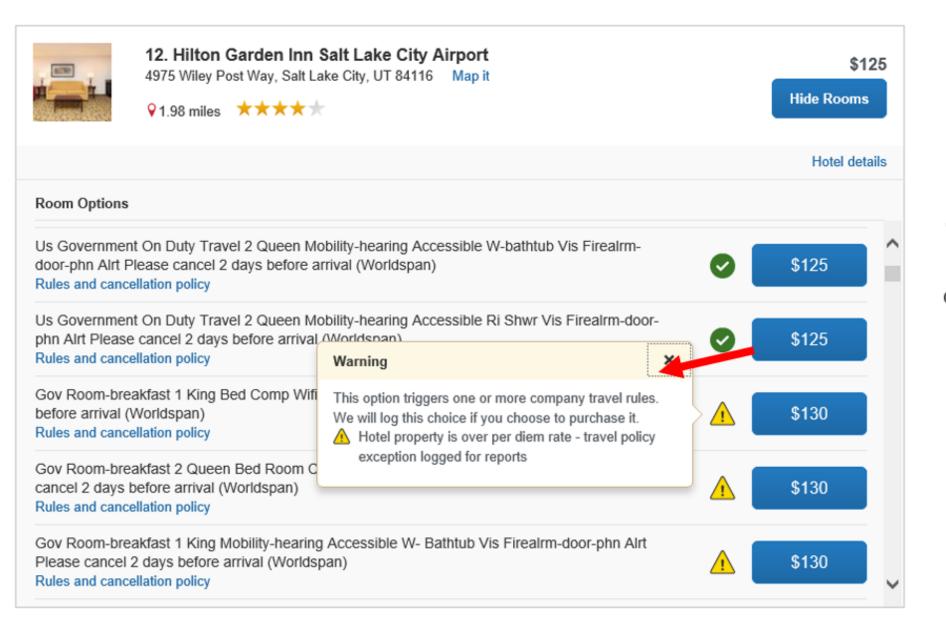




On the top of the hotel search page, a map will display of the location that was chosen during the initial trip request.

Hotel reservations – hotel per diems – out of policy

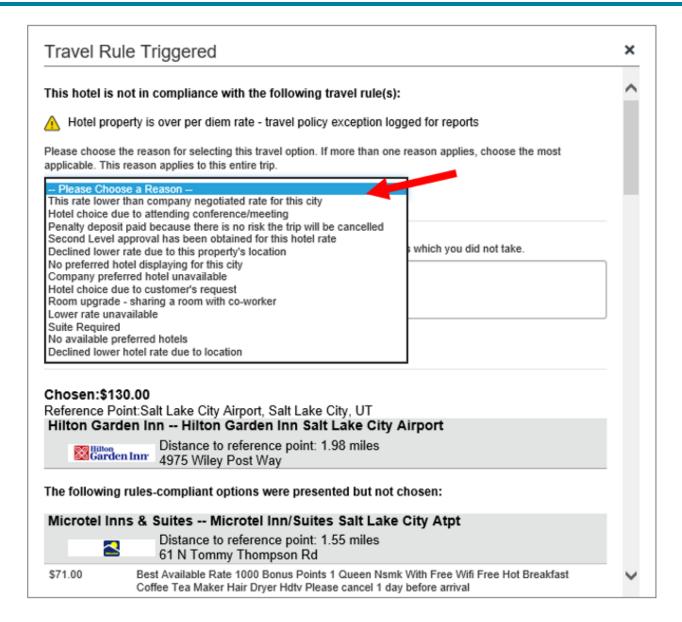




If a traveler chooses a hotel option that is over the allotted hotel rate, a warning will icon will display. A pop up will display explaining the warning if the icon is clicked on.

Hotel reservations – hotel per diems – out of policy





If an out of policy rate is chosen, the traveler will need to provide a reason for the exception.

Require approval email from Concur approver



Action required

One of your employees has submitted a request for travel that is either out of policy or includes international travel. Please review the trip details, then approve or reject the request following the instructions below

Traveler Name:

Chris Offerzen

What do I need to do?

You can approve or reject this trip by either:



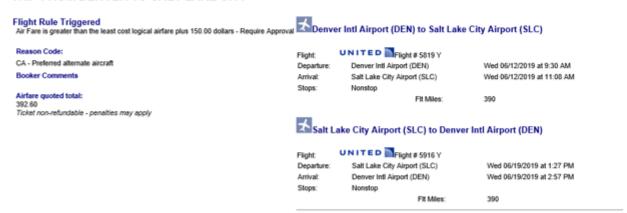
. Logging into Concur Travel and following the instructions to approve or reject the trip

When do I need to do it by?

This trip must be approved or rejected by: 05/22/2019 9:00 PM Mountain time (05/22/2019 9:00 PM Mountain time). If you do not approve the trip by this time or if you reject the trip, it will automatically be cancelled.



TRIP FROM DENVER TO SALT LAKE CITY



If approval is required for out of policy items, the approver will get an email with the trip details and reason for breaking policy. The deadline and action required will be outlined in the email.

Traveler email – incomplete reservation "orphaned trip"



WARNING! THE FOLLOWING TRIP HAS NOT BEEN TICKETED OR CANCELLED, BUT MAY HAVE BEEN CHARGED ALREADY

Your trip will be automatically cancelled in the next two hours if you do not complete it.

4

Note: Any part of the trip that is instant purchase or has a deposit required will not be cancelled.

This problem can happen in several circumstances:

- · your browser got stuck in the middle of booking
- your computer crashed
- · the reservation system encountered an error

Please log back in to Concur, click on the trip, and either Cancel it or Continue the booking process.

Trip booked by: Chris Offerzen

Trip Overview

Trip Name: Trip from Salt Lake City to Denver

Start Date: June 04, 2019 End Date: June 05, 2019

Created: May 28, 2019, Chris Offerzen (Modified: May 28, 2019)

Description: (No Description Available) Agency Record Locator: NE9VRO Passengers: Chris.G Offerzen Total Estimated Cost: \$330.60 USD

Airfare must be ticketed by: 05/28/2019 11:00 PM Mountain

Agency Name: CB Travel (866-280-4907)

Address:

Online Support: 888-535-0179 Email: onlinesupport@cbtravel.com

Reservations

Tuesday, June 04, 2019



In the reservation process, the booker will need to click all the way through a reservation and see 'FINISHED' on the last screen to ensure the reservation is complete.

If the traveler for any reason does not finish a reservation that was started, Concur will send warning emails letting the traveler know about the incomplete trip.

Reservation completed





You have successfully booked your trip!

Trip Record Locator: 3ZV8P6

This trip complies with your travel policy.

Your itinerary has been saved. CB Travel (866-280-4907) will service your itinerary.

Please Note: Fares are not guaranteed until tickets are issued and are subject to change without notice.

Travel Contact Information

TRIP OVERVIEW

Trip Name: Car/Hotel Reservation

Start Date: June 18, 2019 End Date: June 19, 2019

Created: June 03, 2019, Chris Offerzen (Modified: June 03, 2019)

Description: (No Description Available)

Comments to Agent: Testing Demo for screenshots

Agency Record Locator: 3ZV8P6 Reservation for: Chris.M Offerzen Total Estimated Cost: \$66.41 USD Agency Name: CB Travel (866-280-4907)

Address:

Online Support: 888-535-0179 Email: onlinesupport@cbtravel.com

RESERVATIONS

Tuesday, June 18, 2019



Hertz Car Rental at: Salt Lake City US (SLC)

Pick-up at: Salt Lake City US (SLC)

Pick Up: 12:00 PM Tue Jun 18 Pick-up at: Salt Lake City US (SLC) Number of Cars: 1

Status: Confirmed Rate Code: TMD1

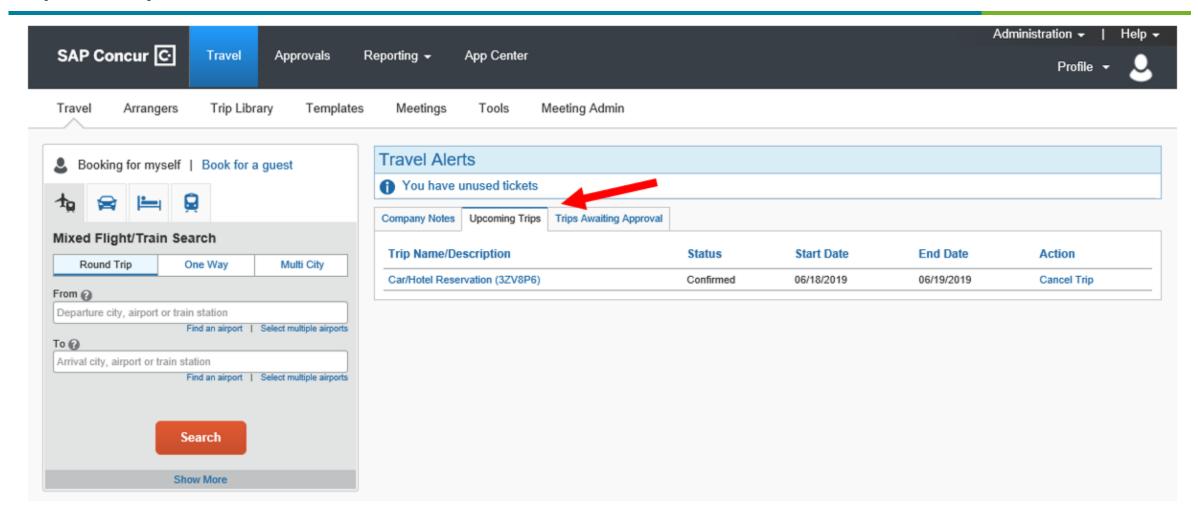
Confirmation: J05111525B8

Return: 12:00 PM Wed Jun 19 Returning to: Salt Lake City US (SLC)

Upon completing a reservation, a large 'Finished!' will display on the top of the screen.

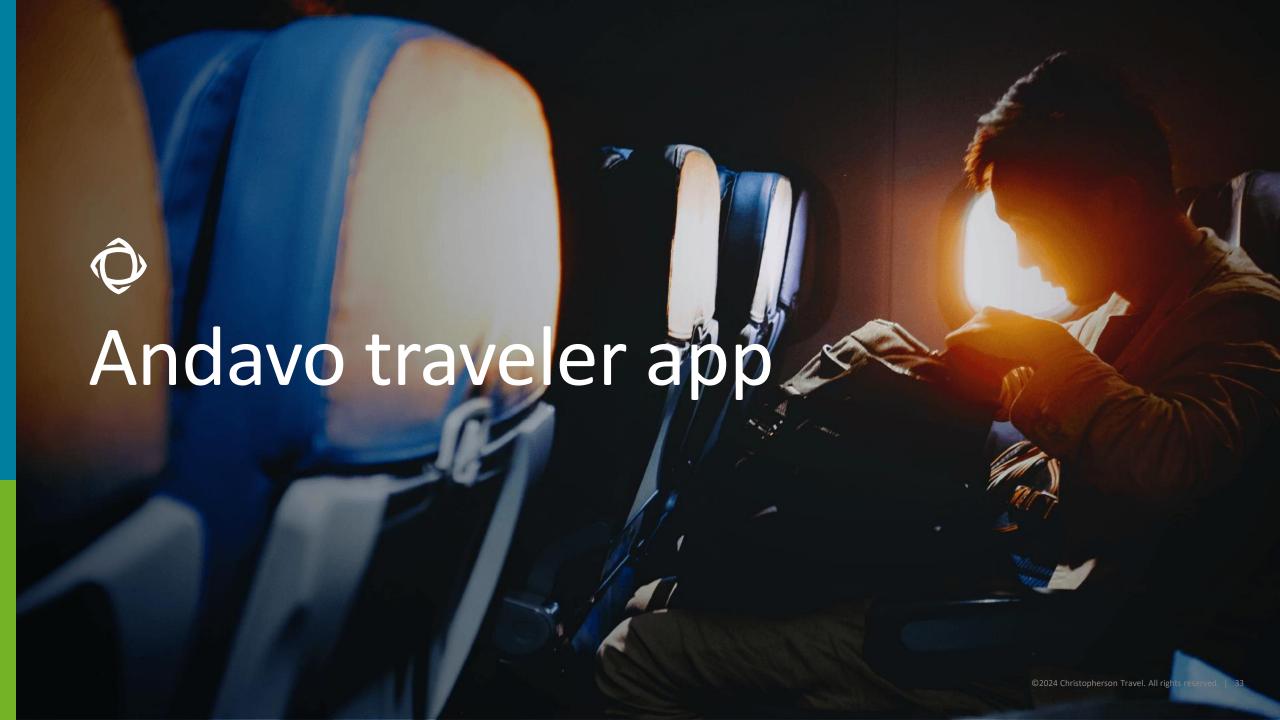
Trip library





Under the Travel section, trips will display in the 'Upcoming Trips' tab.

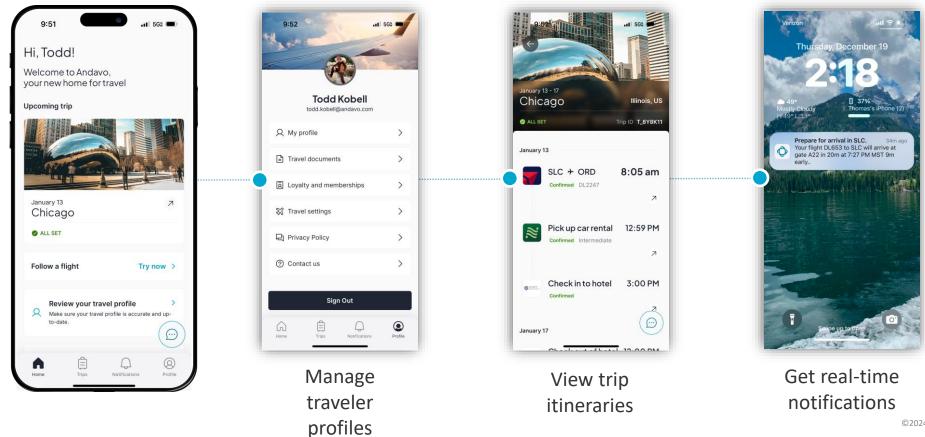
If there are trips awaiting approval, they will be listed under the 'Trips Awaiting Approval' tab.



The Andavo iOS traveler app



Travelers can view itineraries from multiple booking sources, manage profiles, and receive real-time travel notifications in one place. *Differs from Concur mobile app that can be used for reservations and expenses.



Getting started



- 1. Download the Andavo app on the iOS App Store here, or the Play Store here.
- 2. Open the app and click "Sign In"
- 3. Enter the email from your Concur travel profile.
- 4. Create your password by clicking on "Can't log in to your account?"

