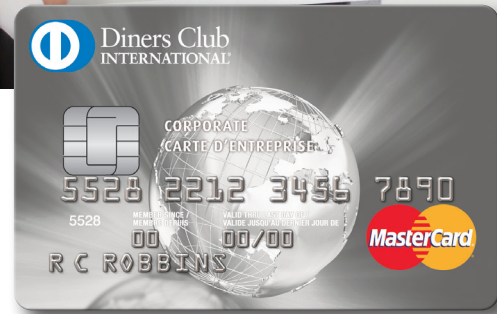


## Diners Club®+ – Global Vision®+

### Performance Benchmarking

Managing T&E expenses can be challenging, and having the data available to compare your program against peers give you the needed advantage.

Performance Benchmarking on Global Vision® enables Travel Managers at corporations to benchmark their company spend to their peers. This enables them to gain insights on their program performance as it compares to peers of similar spend and geography.



### Peer Comparison

Peer Comparison is located within the Performance Benchmarking tab, and provides easy-to-read dashboards that enable users to increase visibility into their commercial card program spending with performance benchmarking evaluations that reveal a program's actual spend compared to their peer group.

Designed to maximize spend analysis through dashboard visuals, Peer Comparison provides a snap shot of the corporation's actual spend compared to their peer group – highlighting performance and providing an analysis of spend over time.

These insights will enable corporations to take actionable steps towards improving their T&E spend in terms of process efficiencies and cost savings.

### Peer Comparison Features

#### Key Performance Metrics:

Displays the corporation's actual spend per transaction for key T&E metrics compared to their peer group.

#### Category Spending:

Displays the corporation's total spend by category, in comparison to peer spend for current month and prior month activities.

#### Standard Timeframes:

The time period is based on a 12 month period, with the "through" month reflecting the most recently completed month, and the first month representing 11 months prior. If the user selects, "Prior Month", analytics for the most recently completed month will be displayed.

For more information on Diners Club Global Vision Performance Benchmarking, contact us at: [bmo.sps@bmo.com](mailto:bmo.sps@bmo.com) or 1-888-838-4401 or visit our website at [dinersclubnorthamerica.com](http://dinersclubnorthamerica.com)

Key Performance Metrics				
Reset		Prior Month		
Metrics are calculated using the [Posting Date] for the period of [May 2011] through [April 2012]				
	Metric	Actual	Peer	Variance
	Airline Spend per Transaction	\$5,053	\$5,500	8%
	Airline Spend per Traveler	\$3,000	\$3,800	21%
	Hotel Spend per Transaction	\$152	\$105	-31%
	Hotel Spend per Traveler	\$9,300	\$8,750	-6%
	Car Rental Spend per Transaction	\$17,505	\$17,505	0%
	Train Ticket Spend per Transaction	\$4,797	\$3,900	23%
	Total Spend per Traveler	\$13,000	\$13,000	23%
	% T&E of Total Spend	38%	52%	

Actual spend amounts are updated monthly and are current up to the last statement date or calendar month, dependent on your date type selection.

Metric calculations for your corporation are based on the data for all organizations to which you are linked and have selected for Performance Benchmarking.

**SYMBOLS:**

- Positive Variance as company spend is better than average for your peer group
- Negative Variance as company spend is worse than average for peer group
- The spend is the same between company spend and average for peer group

## Key Performance Metrics

Compare actual spend for key performance metrics such as “Airline Spend per Traveler” or “Total Spend per Traveler” to identify your program’s performance compared to your peer group. Visual symbols and variance percentages correlate to the difference between your corporation’s actual spending compared to the average spend for your peer group.

## Category Spending

Quickly analyze your program’s performance with this interactive dashboard that displays your corporation’s total actual spend compared to the average spend across peers with similar spend and geography.

Through the Category Spending accordion, see what you’re spending by spend category and how it compares to your peers.

### TIPS:

- Your Peer Group is comprised of at least 3 or more corporations within your geographic region, and will default to a global peer group if this criteria is not met.
- Data displayed for Key Performance Metrics and Spending Category is based on rolling 12 months based on current month and 11 months prior.
- Performance Benchmarking can be tailored based on the data you need. Go to Preferences > Basic Preferences > Benchmarking Preferences. Here you can select one or more corporations linked to your User ID for the Benchmarking dashboards.
- You can also select your preferred Date Type (eg. Post Date or Bill Date) for use in calculating metrics and category spending values.
- Take advantage of Performance Benchmarking at your fingertips – with no need to run a report.

For more information on Diners Club Global Vision Performance Benchmarking, contact us at: [bmo.sps@bmo.com](mailto:bmo.sps@bmo.com) or 1-888-838-4401 or visit our website at [dinersclubnorthamerica.com](http://dinersclubnorthamerica.com)