

Continuous Improvement Excellence Award - Fares Strategy Team

Agenda Item 6.a.





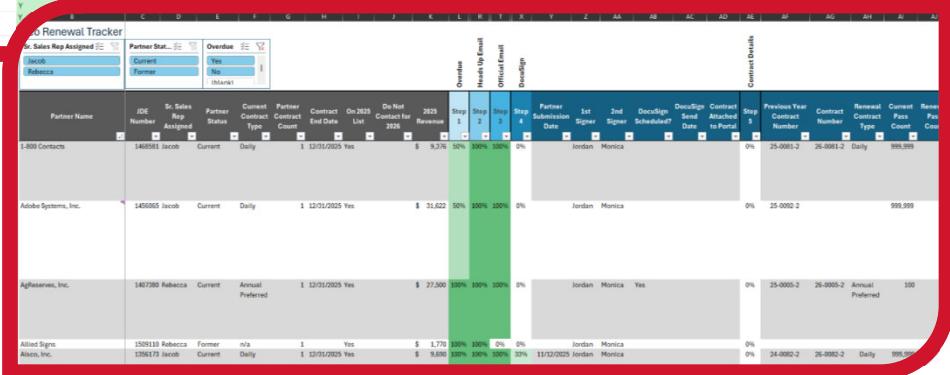
CI EXCELLENCE AWARD



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OLD

Assigned To	Will Not Renew	Renewal Process Completed by Strategy (Y/N)	JDE Number	Company Institution ID	Partner Name	Amount Overdue	Previous Year (Hide)	Previous Contract Number	Previous Contract Type	Previous Prod
Overdue Invoice	Y	Y	1468581	1535349	1-800 Contacts	Not Overdue	2023 23-0081-2	ECO Daily	Premium	
Jacob	Y	Y	1456955	1177769	Adobe	Not Overdue	2023 23-0092-2	ECO Daily	Premium	
Miranda	Y	Y	1407380	574007	AgReserves Inc.	Not Overdue	2023 23-0052-2	ECO Preferred	Premium	
IT	Overdue Invoice	Y	1509110	10001165	Allied Signs	Not Overdue	2023 23-0160-2	ECO Monthly	Premium	
JT	Y	Y	1586173	367858	Aliso Inc.	\$ 1,843.20	2023 23-0082-2	ECO Daily	Premium	
Miranda	Y	Y	1508034	10001154	American Heritage School	Not Overdue	2023 23-0150-2	ECO Monthly	Premium	
IT	Y	Y	1503460	10001124	Arbinger Institute LLC	Not Overdue	2023 23-0140-2	ECO Daily	Premium	
Jacob	Y	Y	1225773	367507	ARUP Laboratories	Not Overdue	2023 23-0082-2	ECO Monthly	Premium	
Miranda	Y	Y	1469378	2007742	Bonneville Communications	Not Overdue	2023 23-0094-2	ECO Daily	Premium	
JT	Y	Y	1497623	10001043	Bridge Investment Group	Not Overdue	2023 23-0131-2	ECO Monthly	Premium	
Jacob	Y	Y	1503781	1137166	Cafe Rio Mexican Grill	Not Overdue	2023 23-0141-2	ECO Monthly	Premium	
Jacob	Will Not Renew	N	1302464	898377	Campus Resort VR CPC Holdings Inc	\$ 2,700.00	2025 23-0058-2	Park City - PPT	Park City	
JT	Overdue Invoice	Y	1507626	10001151	Cirque	\$ 1,000.00	2023 23-0149-2	ECO Daily	Premium	
Jacob	Overdue Invoice	N	1452603	10001154	City of West Jordan	\$ 1,180.00	2023 23-0152-2	ECO Monthly	Premium	
Jacob	Will Not Renew	N	1448147	898371	Desert Valley Resort	\$ 19,250.00	2026 23-0056-2	Park City - PPT	Park City	
Jacob	Y	Y	1311152	373469	Desert Book Company	Not Overdue	2023 23-0013-2	ECO Select	Premium	
Miranda	Y	Y	1427276	811105	Desert Digital Media	Not Overdue	2023 23-0136-2	ECO Daily	Premium	
JT	Overdue Invoice	Y	1406836	573248	Desert Management Corporation	Not Overdue	2023 23-0114-2	ECO Daily	Premium	
Jacob	Y	Y	1202516	10001139	Desert Mutual Benefit Administrators	Not Overdue	2023 23-0143-2	ECO Daily	Premium	
Jacob	Y	Y	1427281	807027	Desert Nevis Publishing	\$ 1,000.00	2025 23-0124-2	ECO Daily	Premium	
Jacob	Y	Y	1509428	1509428	Destination Homes	Not Overdue	2023 23-0162-2	ECO Monthly	Premium	
Jacob	Y	Y	1477358	2273498	DigiCert Inc	\$ 2,589.00	2023 23-0015-2	ECO Monthly	Premium	
Miranda	Y	Y								
JT	Y	Y								



U T A

FARES

STRATEGY TEAM

Problem

- Create accurate tracking & follow up for Eco Partner Renewals

Solution

- Eco Partner Program Tracker using 6S
- PDCA through Daily Huddle Updates
- Forecast Estimated Revenue

Results

90%
renewal rate

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