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| ARGO TRAVEL PERFORMANCE ANALYSIS | | |
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| POWERBI DASHBOARD | | |

# OVERVIEW

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|  | 1. In this documentation I’ll be sharing the Argo Solutions Performance and Client Cost Analysis using PowerBI. |
|  | 1. This Analysis aims to find insights into Argo Solutions Operational Performance and Client Related Costs, highlighting areas for improvement and to explore the opportunities for optimization. 2. They offer multiple solutions like Travel Management, Data Warehousing and Analytics, Financial Services and Contact Center Outsourcing. But here we are going to focus on Argo’s Travel Management Related Performance. |

# ABOUT COMPANY

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|  | 1. Argo Solutions was founded in 2006. |
|  | 1. Argo Travel is a comprehensive Corporate Travel Management Solution. |
|  | 1. They specialize in Simplifying Travel and Expenses Management process through their Technology Applications and Services. |
|  | 1. Argo Travel is designed to simplify Travel Logistics and Enhance Cost Control for Businesses. 2. It’s also an important point to note that Argo only offer Travel Solution within Brazil. |

# ANALYSIS

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|  | 1. The Key Area where I have performed Analysis are | |
|  |  | * 1. Argo Travel’s Performance |
|  |  | * 1. Client Cost Analysis |
|  |  | * 1. Root Cause Analysis for Problems   2. Suggestions to Problems |

# NEW MEASURES

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|  | For better Visualization I’ve created some New Measures in PowerBI using Dax Formulas |
|  | 1. Total Flight Expense per User |
|  | 1. Total Accommodation Expense per User |
|  | 1. Overall Expenses |
|  | 1. Total Amount spend by a company per year |

# ARGO TRAVEL DASHBOARD

A screenshot of a computer

Description automatically generated

# PROBLEM IN PERFORMANCE

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|  | 1. From this Dashboard we can see a problem that there is a decrease in Number of Travels organized by Argo Travel since 2021. |
|  | 1. The number of users approached us from our client companies has been decreased.   Note: We have Five Client Companies and 1340 Users |

# WHAT’S THE REASON BEHIND THIS?

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|  | 1. We all knew 2020 was a Pandemic Year due to Covid 19. | |
|  | 1. According to Center for Aviation Report, Brazil Airline Industries has been shrunk up to 53% during the Pandemic | |
|  | 1. So, we can say that Pandemic significantly affected the Travel Industry including Business Travel | |
|  | 1. But still Argo has not been much affected by this pandemic as their performance in 2020 was very good compared to 2021. This is because the three immediate responses which Argo took, | |
|  |  | * 1. **“Pandemic Response Super Mind Report”**, where Argo collaborated with over 180 thought leaders all over the world. This group is known as Pandemic Response Super Mind Group. The main motto of this group is to develop a Pandemic Resilience report which involves recovering quickly from Global Disease Outbreak. |
|  |  | * 1. They had a very good **Accelerated Approach** towards the report that has been submitted by the “Pandemic Response Super Mind Team”. |
|  |  | * 1. Argo took initiatives by involving in **Global Health Preparedness.** |

# WHAT HAPPENED IN POST PANDEMIC?

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|  | 1. Competition and Marketing Dynamics have been completely changed |
|  | 1. Competitors are back in business after pandemic giving more attractive offers and making claims to compensate the loss that they have faced during pandemic. |
|  | 1. Travelers reassess their travel preference and priorities |
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# CLIENT COST ANALYSIS DASHBOARD

A screenshot of a computer screen

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# SUGGESTIONS TO IMPROVE THE BUSINESS

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|  | 1. **Tie up with more Travel Agencies.** So far, we have only been tied up with three travel agencies, out of these three Flying Drops only offer First Class. So, we extending our tie up with other agencies could potentially pull some customers to our side. |
|  | 1. **Meeting with our Clients and getting Feedback** for our services during Pandemic and Post Pandemic. By doing this we can get an idea of what they are expecting and in which field we are lacking. |
|  | 1. **Highlight Successful Partnerships and Results achieved during Pandemic to attract New Clients.** |