

Customer Story

Winning On and Off the Field: How Midland University Simplified Travel for Over 900 Student-Athletes

Midland University, located in Fremont, Nebraska, is an NAIA school in the GPAC conference. Home to Nebraska's largest athletic department, Midland supports over 900 student-athletes across 33 varsity sports. With extensive travel for competitions nationwide, Engine is essential for managing schedules, handling large group bookings, and, most importantly, saving time.

The Problem

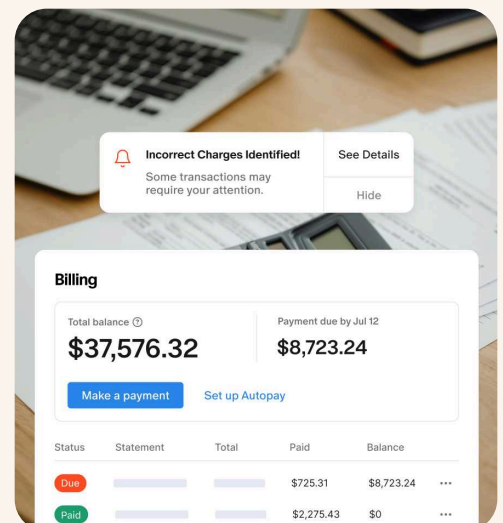
Managing travel for 33 sports teams in a small-school environment is time-consuming, often involving tedious searches on travel websites and lack of visibility into team budgets.

The Solution

Engine streamlines team travel. With features like Direct Bill, Flex for cancellations and modifications, and easy booking for hotels, flights, and cars, a complex process is now hassle-free.

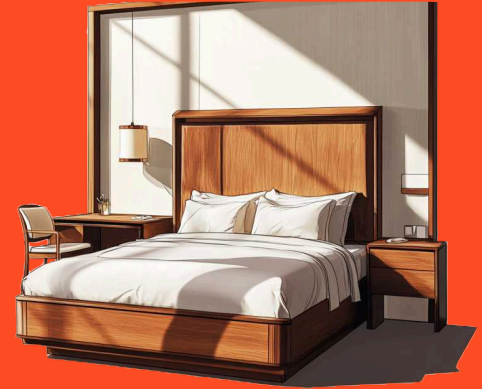
The Results

- Easier and faster** travel bookings saving time for their coaches
- \$17,000 saved** in one year with Engine's pre-negotiated rates
- \$10,000 saved** by mitigating the cost of cancellations and changes
- Improved coach satisfaction** with an easy to learn platform for new staff



Engine is a game-changer for our department

— Jeremy S., Assistant Athletic Director



Challenges

Juggling Too Much

As a small-school athletic department in the GPAC conference, Midland University faces a unique set of challenges. With limited resources and a mountain of responsibilities, the staff—led by Assistant Athletic Director Jeremy S.—had their hands full.

Endless Coordination Chaos

Managing travel for over 900 student-athletes isn't easy. From booking hotels and managing travel, Jeremy was stretched thin. Add eligibility checks, administrative tasks, and a Midwest full of weather surprises, and things quickly became overwhelming.

The Downsides of Other Travel Sites

Relying on generic travel sites presented its own hurdles:

- **No direct billing:** Coaches often had to use personal credit cards, creating financial headaches and time-consuming reimbursements.
- **Budget challenges:** Expenses from unused rooms due to weather delays or sudden-death tournaments are troublesome for small, budget-conscious schools.
- **Quality issues:** Accommodations sometimes fell short, leaving coaches and athletes frustrated.

New Coaches, New Problems

For coaches new to the area, navigating travel logistics was an added stress. Without a streamlined system, onboarding became an uphill battle.

Solutions

Enter Engine, a game-changer for Midland University's athletic department. Engine didn't just alleviate pain points—it revolutionized the way they handle travel.

Simplified Booking, Smarter Spending

"The direct billing feature is a lifesaver." Gone are the days of juggling personal credit cards and tracking endless receipts. With Direct Bill, travel is booked on Engine's line of credit.

Making Transitions Seamless

For new coaches, Engine is easy to use. "It takes one thing off their plate, helping them focus on their teams," Jeremy said.

Flex Saves the Day

Weather delays? Canceled tournaments? No problem. With Flex applied to certain trips, Midland saved over \$10,000 in cancellations and modifications. Jeremy recalled, "Our baseball team faced a bus breakdown en route to Arizona, and Engine's flexibility ensured we weren't charged for unused rooms."

A Team That's Always There

Engine's proactive support and updates have made all the difference. "They're always ahead of what we need," Jeremy praised. From introducing a new flight booking feature to answering questions promptly, the Engine team ensures Midland's travel runs smoothly.

"Engine is a game-changer for our department," Jeremy emphasized. By simplifying booking, saving money, and providing exceptional support, Engine empowers Midland University's athletic department to focus on what truly matters: their student-athletes.