

 Customer Story

Tally Energy powers up travel with Engine—No more wasted time (or energy!)

As an integrated oilfield services company, Tally provides high-quality completion and production solutions. With advanced technology, in-house manufacturing, and expert service, they help customers maximize well performance and efficiency. Just as Tally optimizes operations in the field, Engine does the same for their travel—simplifying bookings, streamlining expenses, and saving time, money, and energy, so teams can focus on what matters most.



The Problem

Tally Energy Services faced significant challenges in managing travel expenses. Employees booked hotels without real-time rate comparisons, leading to excessive costs that weren't caught until after the fact.





The lack of direct billing also meant employees had to submit time-consuming expense reports, creating additional administrative overhead.

The Solution

By implementing Engine, Tally Energy gained a centralized travel management system, automated direct billing, and seamless AP integration.

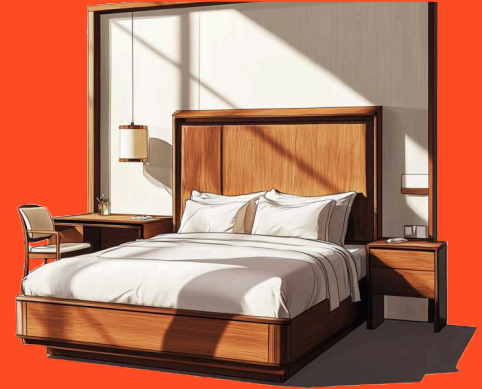
This eliminated unnecessary expenses, simplified financial tracking, and improved employee booking experiences.

The Results

-  **Over \$100k saved** through booking with Engine
-  Automated expense allocations and **improved financial oversight**
-  **Time savings for employees**, allowing them to focus on their work
-  Exceptional support and **strong relationships** with Engine's team, fostering ongoing optimizations

Cat didn't just close the deal—she's continued to make sure we're taken care of

— Austin T., Product Line Manager



Challenges

Lost Oversight, Added Hassle

Before Engine, Tally Energy had no system in place to compare hotel rates in real time. Employees booked hotels individually, often resulting in inflated costs that weren't flagged until after the stay. Expense reports were a major pain point—employees had to submit receipts, and finance teams had to manually reallocate expenses.

Austin T., Tally's Product Line Manager, knew the company needed a smarter, more efficient way to manage hotel bookings and expenses.

"Previously, we only became aware of excessive charges after the fact. With Engine, we have proactive control over rates and spending."

With Engine

From day one, Engine delivered improvements in cost control and operational efficiency for Tally Energy. Three years later, the value remains unmatched. As Austin explains, "I believe in keeping things fair, so I run occasional analyses to ensure we're getting the best value. So far, I haven't found another platform or support team that can compete."

Direct Bill, Zero Headaches

Engine's direct billing feature allowed Tally to eliminate expense reports entirely—hotel charges were coded directly into their AP system, reducing administrative workload and improving financial accuracy.

Smart Rates, Smarter Savings

Engine's real-time rate comparisons and spending controls ensured that employees were booking hotels at the best possible rates. "We ran a test pilot, and the results spoke for themselves. The platform proved its value in performance, efficiency, and ease of use."

The Energy of Human Connection

From day one, Austin and Cat—Tally's first Sales Representative at Engine—built a strong working relationship that has continued to grow. As Tally expanded its use of Engine, Cat also advanced in her career, moving into Account Management, where she now oversees the Tally account.

Over the years, Austin has championed Engine, sharing feedback and proving value, while Cat has been a steadfast partner, always going the extra mile to support Tally.

"One of my employees was struggling to check in after a long shift," explains Austin. "I called Cat—after hours, while she was picking up her daughter from daycare. Within 10 minutes, she had everything sorted."

For Cat, long-term partnerships like this one are the most rewarding part of the job.

"Getting to work with the same customers over the years is incredibly fulfilling," adds Cat. "It's not just about the platform—it's about the relationships we build along the way."