

BUSINESS TRAVEL SHOW ASIA PACIFIC

14 – 15 APRIL 2026
MARINA BAY SANDS
SINGAPORE
BY NORTHSTAR

BUSINESS TRAVEL BINGO 2025-26



PAYMENT COSTS

What is it

Processing fees, FX charges, and interchange costs tied to corporate travel payments.

Why it matters

These hidden costs can erode negotiated savings and make supplier comparisons harder.

Ask yourself

Do you have visibility into which costs are absorbed by your TMC, supplier, or your company?

SELF-SOVEREIGN IDENTITY (SSI)

What is it

Traveller-controlled digital identities that store credentials for smoother airport or hotel check-in.

Why it matters

Offers speed and security, but uptake is slow and standards aren't yet universal.

Ask yourself

Are you monitoring government or supplier pilots to see when SSI could impact your programme?

VIRTUAL CARDS

What is it

Single-use, digital card numbers issued for specific transactions like hotel stays.

Why it matters

They improve security and reconciliation but adoption lags in smaller hotels and emerging markets.

Ask yourself

Does your supplier network consistently accept virtual cards? Are you tracking where gaps occur?

AI PAYMENT ORCHESTRATION

What is it

Using AI to route payments automatically through the most efficient, cost-effective channel.

Why it matters

Can cut costs and reduce friction — but introduces risk if oversight is weak.

Ask yourself

Would automation simplify your workflows, or does your programme require closer human control?

AIRLINE RETAILING & ONE ORDER

What is it

Airlines shifting to retail-style offers (enabled by NDC and One Order), bundling seats, bags, Wi-Fi, etc. into tailored packages.

Why it matters

Creates richer offers and flexibility, but complicates fare comparison, reporting, and policy compliance.

Ask yourself

Do your TMCs and tools show these retail bundles clearly? Can you still benchmark trip costs across suppliers?

HOTEL RATE TYPES

What is it

Different pricing models including fixed, dynamic, last-room availability (LRA), and non-LRA.

Why it matters

Rate fragmentation makes like-for-like comparisons harder and weakens visibility on programme value.

Ask yourself

Are you capturing and auditing rate performance against market benchmarks consistently?

NDC DISTRIBUTION

What is it

IATA's New Distribution Capability standard, enabling airlines to sell richer, more personalised content directly.

Why it matters

Expands access to ancillary products and bundles, but rollout is inconsistent and may bypass traditional channels.

Ask yourself

Are your travellers seeing gaps in fare visibility? Is your TMC ready to service NDC bookings?

TMC FEE MODELS

What is it

Evolving fee structures, shifting from per-transaction to subscription, hybrid, or management-fee models.

Why it matters

Cost predictability and value delivered vary significantly. Buyers need clarity on what they are paying for.

Ask yourself

Do you fully understand your TMC's pricing model, and how it aligns with your company's booking patterns?

DATA AS STRATEGIC CURRENCY

What is it

Using consolidated travel, rate, and spend data to benchmark and negotiate.

Why it matters

Strong data powers better supplier conversations, supports programme credibility, and reveals leakage.

Ask yourself

Do you have clean, consolidated data across TMC, card, and supplier sources?