



# Business Travel Innovation Faceoff



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**BTNGROUP**  
CONFERENCES & EVENTS  
BY NORTHSTAR



**Juno**

**DEVON TIVONA**  
Co-CEO and Founding Partner,  
Juno

**The leading platform for  
guest travel and expense**

**JUNO**

# Our team has spent the last 12 years dedicated to improving guest travel.



2014

Founded Pana

2018

Our first GBTA

2019

Raised Series A

2020

1,000,000th trip

2020

Global pandemic



# Arranging T&E for guests is a real pain.

## 1.

### Back-and-forth

Guests aren't familiar with and can't use internal tools.

## 2.

### Messy payments

Guests float expenses, plus recon and payouts are tough.

## 3.

### Brand risk

Fragile and manual processes risk the first impression.





OPTION A

## Offline Booking

Email and phone back-and-forth wastes time

Difficult to scale and prone to human errors

We looked at the options and said:  
**“there’s got to be a better way”**



OPTION B

## OBT Booking

Just shifts manual work to traveler or a coordinator

User confusion still causes email back-and-forth



**My team's mission was  
to become the industry  
leader in guest travel.**

**10**

BTN 100 travel programs

**900,000+**

Trips with 5 star reviews

**200+**

Happy enterprise customers



JUNO



# Juno is purpose-built to solve guest travel, end-to-end



## Prescriptive Travel Booking

Reduce time spent with clunky software, spreadsheets, and email back-and-forth



## Modern Payment Orchestration

Centrally pay and reconcile travel purchases without manual expense reporting or fraud risk



## Global Expense Reimbursements

Safely and quickly reimburse across 40+ currencies and 50+ countries — measured in hours, not weeks



## Trusted AI Agents

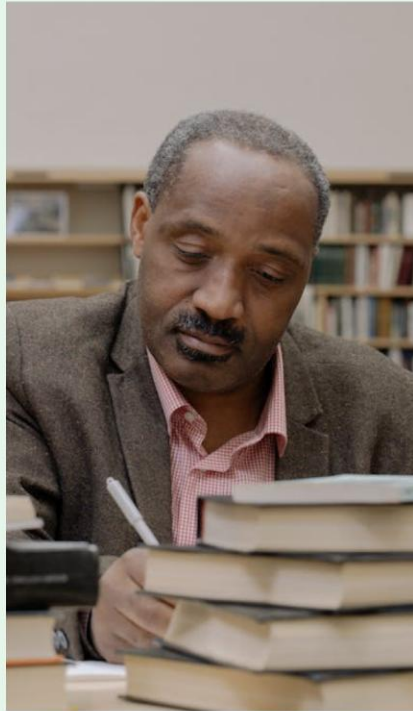
Anticipate needs, automate repetitive tasks, audit and categorize transactions, and keep trips on track without manual work

# We support mission-critical guests across industries.



## Healthcare

HCPs, patients, locum tenens, traveling nurses



## Higher Ed

Research, grants, abroad programs, hosted faculty



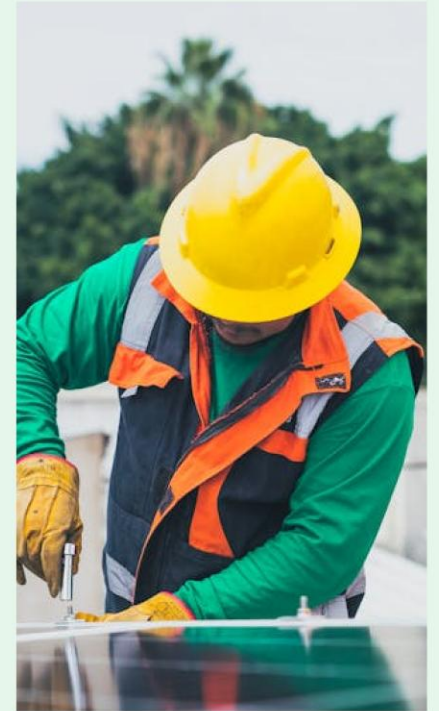
## Technology

Recruits, new hires, interns, speakers, partners, incentive



## Sports & Media


Media crews, supporting staff, contractors, admins



## ERM

Rotating crews, contractors, project-based teams

# From a simple guest invite to a seamless booking experience.



**Jane's visit to HQ**  
jane.appleseed@juno.travel

Wednesday  
9:00 AM

Thursday  
5:00 PM


OCT  
15

OCT  
23

**Flights** [View Policy](#) ✓

Round trip • Economy allowed • Fly into AUS

**Accommodations** [View Policy](#) ✓

 I'll pick one of these hotels (if available) based on your policy.

<b>Extended Stay America...</b> \$112 / night 0.37 mi	<b>Holiday Inn Town Lake...</b> \$385 / night 0.49 mi	<b>Embassy Ste Austin...</b> \$481 / night 0.27 mi
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**Ground Transport** [View Policy](#) ✓


Uber • No limit • Economy and Shared rides • [4 allowed locations](#)


**Expenses** [View Policy](#) ✓

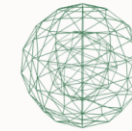
[2 allowed categories](#) • Receipts required • Memos required

**Invite Details**

 Expense approvals routed to [devon@juno.travel](mailto:devon@juno.travel)


 Travel approvals routed to [devon@juno.travel](mailto:devon@juno.travel)

 No shoulder nights are allowed • No companions are allowed [Edit](#)



## First, let's book flights.

### Your event details

 Wed, Oct 15, 2025 at 9:00 AM–Thu, Oct 23, 2025 at 5:00 PM

 Base HQ • [205 East Riverside Drive, Austin, Texas 78704, United States](#)

### Origin city or airport \*

 Portland International Airport (PDX)

### Trip type


 Round trip

### Number of travelers

 1

### Cabin

Economy

 We will select travel dates based on your event timing, flight availability, and your host's travel policy, but you can update them on the next step if you wish.

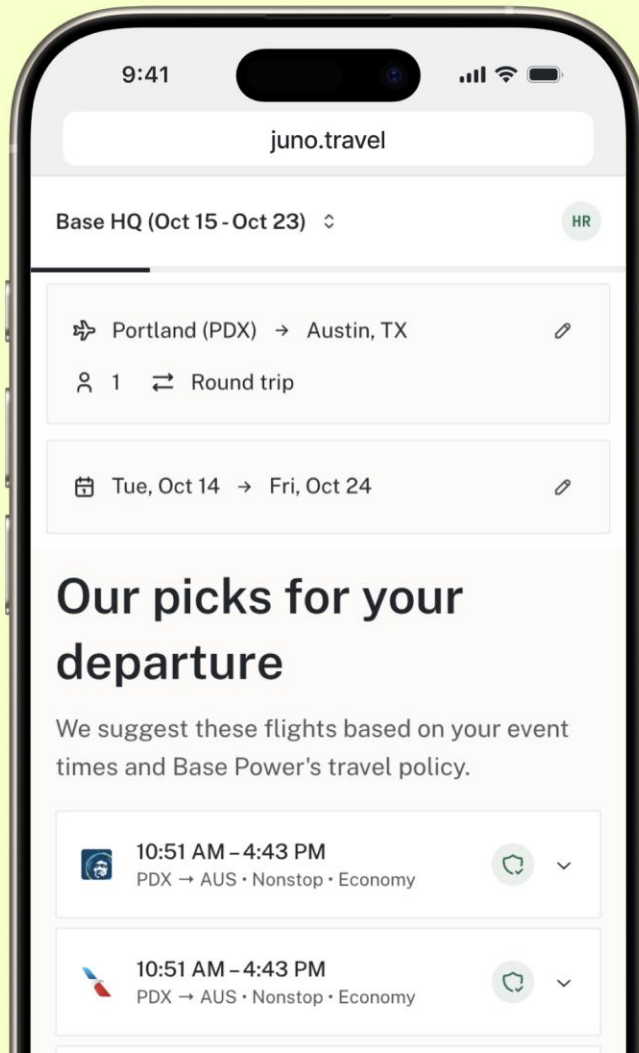
Find Flights

I don't need flights

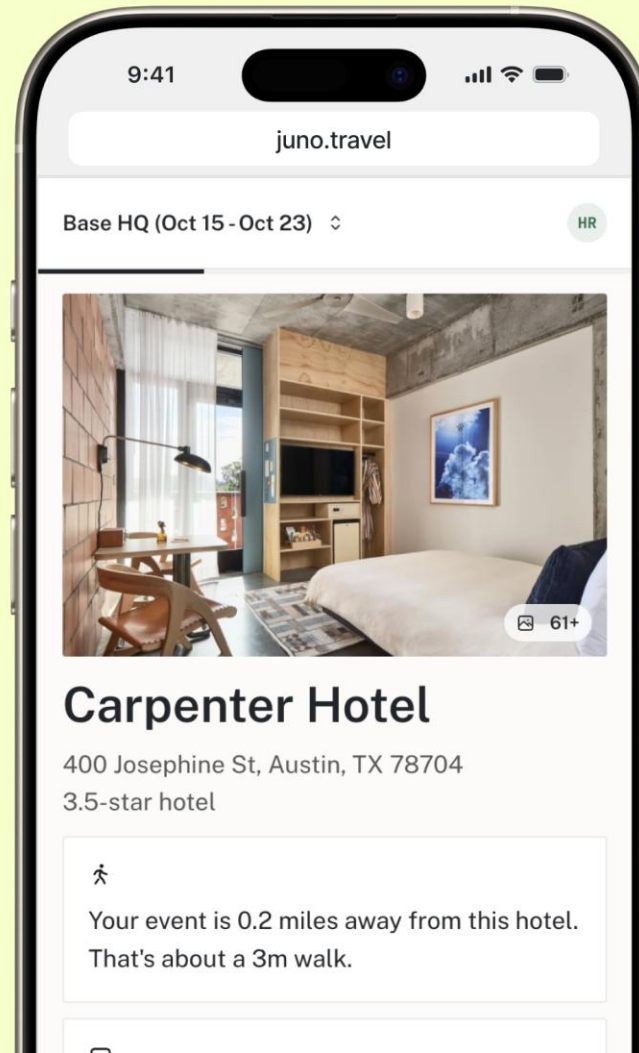




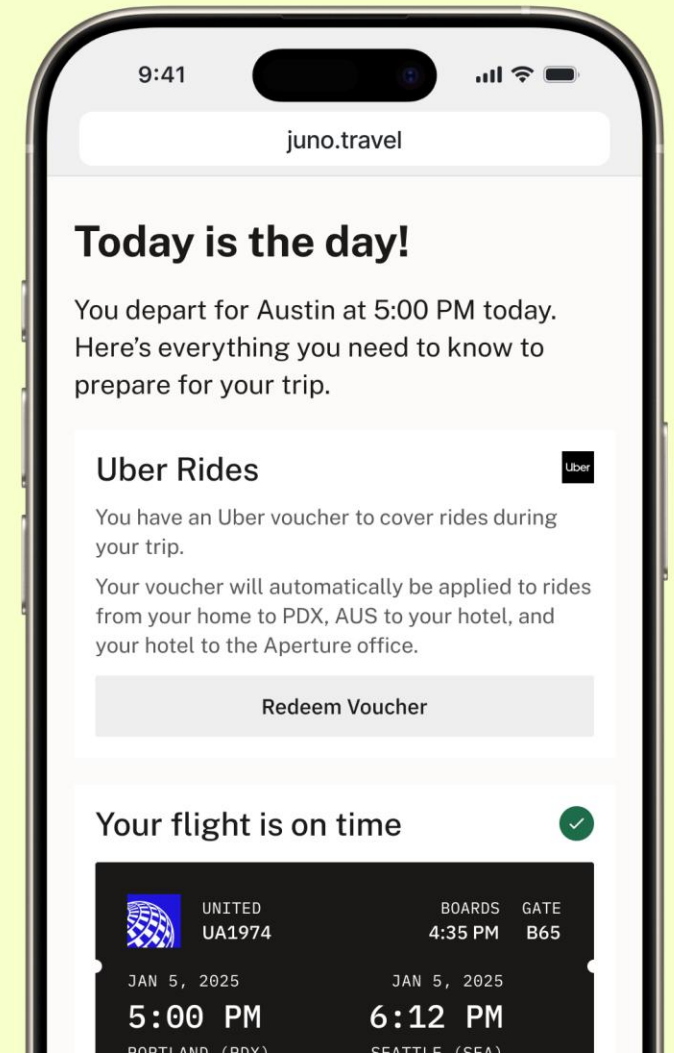
## Flights



## Hotels



## Ground



# Juno Pay

One central way to pay  
for your guest's travel.



## Flights

Central pay with  
virtual card



## Hotels

Central pay with  
virtual card



## Ground

Central pay with  
invoicing



## Incidentals

Rapid global  
reimbursements



AI CC AUTHORIZATION



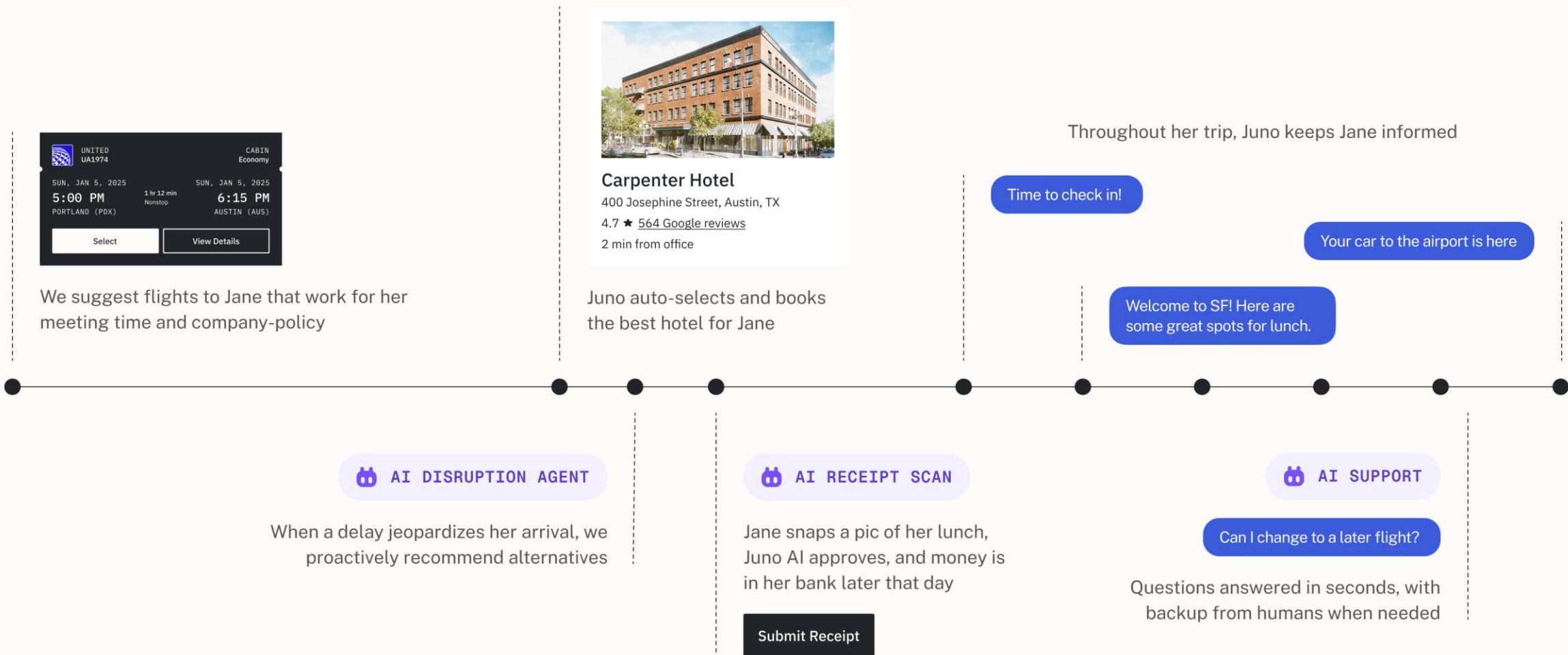
AI AUDIT

**One, fully-reconciled, data-hydrated, monthly statement**

UNIFIED TRAVEL, TRANSACTION, AND ACCOUNTING DATA

Juno Global, Inc. partners with Stripe Payments Company for money transmission services and account services with funds held at Fifth Third Bank N.A., Member FDIC. Juno Global Visa® Commercial cards are powered by Stripe and issued by Celtic Bank.

# A delightful travel experience — from invite to back home safe.





# We are an open platform

Juno is compatible with any TMC, with six partners to be announced before the end of 2025.

ALTOUR





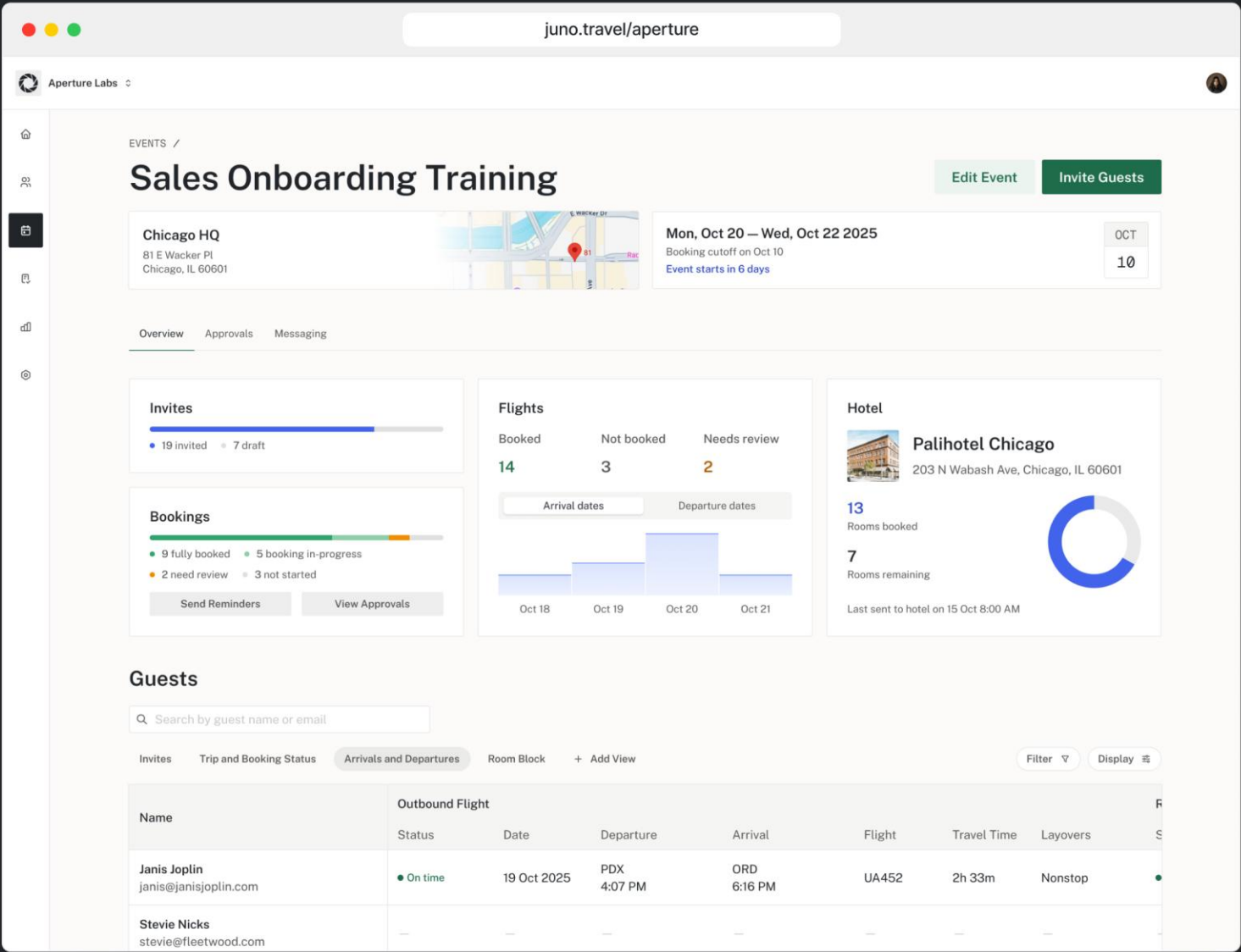
**Three new announcements in three minutes!**

# Introducing Juno for Meetings

Easy bulk invites

Automated rooming lists

Live status updates





### **Healthcare**

HCPs, patients, locum  
tenens, traveling nurses



### **Higher Ed**

Research, grants, abroad  
programs, hosted faculty



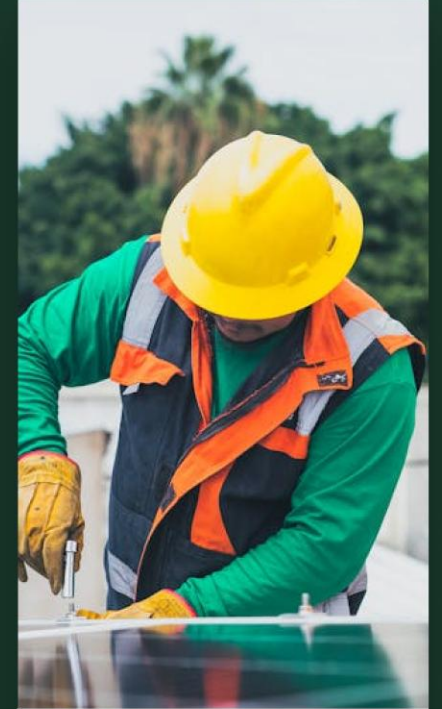
### **Technology**

Recruits, new hires, interns,  
speakers, partners, incentive



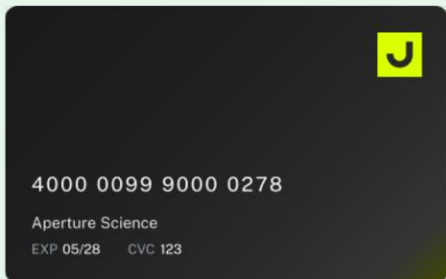
### **Sports & Media**

Media crews, supporting  
staff, contractors, admins



### **ERM**

Rotating crews, contractors,  
project-based teams



Support under-served patients with  
**Reloadable physical and  
mobile wallet cards**

IQVIA and MedPro Data  
Integrations

Specialized ground  
transportation providers

Establishing an official  
Life Sciences Advisory Board

Long-term  
stays

Anonymous  
data for  
clinical trials



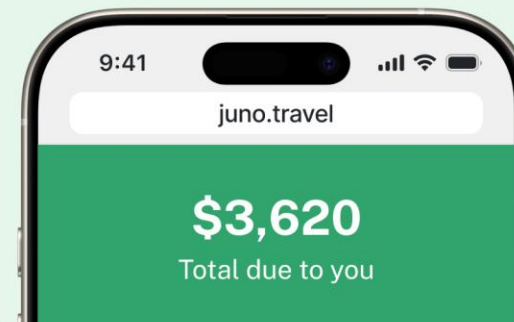
Highlight  
nearby  
pharmacies



**Juno is committed to  
the healthcare space  
for the long term**

Integration with patient-  
facing platforms

Honoraria payments



Hotel folio  
collection



Arranger-driven  
bookings

We survey every traveler  
who uses Juno.

On average, we score  
**4.96 of 5.**

This feels like I have a  
**team of superheros**  
supporting me when I  
am on the road.

Recent Juno traveler



# Happy Trip Guarantee

Starting today, we only charge customers for 4 and 5 star trips.  
If we don't deliver, we don't get paid.

# Thank you for your time.

Reach me at [devon@juno.travel](mailto:devon@juno.travel) and visit us at booth #545

**JUNO**