



Business Travel Innovation Faceoff



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FareX™ 

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FareX™

by SeatCash™

October 2025

Chris Amenechi

Chairman and Founder

**Airfare uncertainty and lack of transparency
drives unproductive behavior, infrastructure
and \$billions in costs**

**FareX, the airfare intelligence platform is the
solution that eliminates this problem and
returns savings to buyers**



Airfare Problems

Purchase timing mistakes cost money

Companies negotiate rates and book thousands of flights annually yet airfare volatility days before departure can quietly inflate spend

Meetings are planned. Airfare isn't.

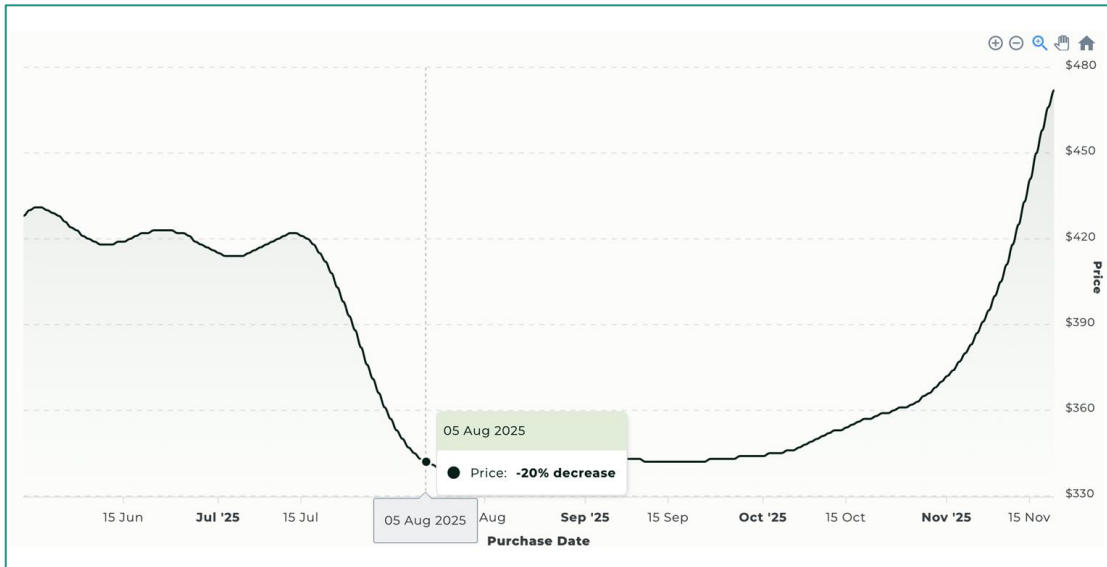
Meeting planners lock-in great hotel rates but, don't have the same visibility into attendee airfare leading to budget surprises and missed savings opportunities

Search tools don't fit customer workflows

Today's search tools mirror airline workflows, requiring repetitive searches instead of supporting how users actually compare options

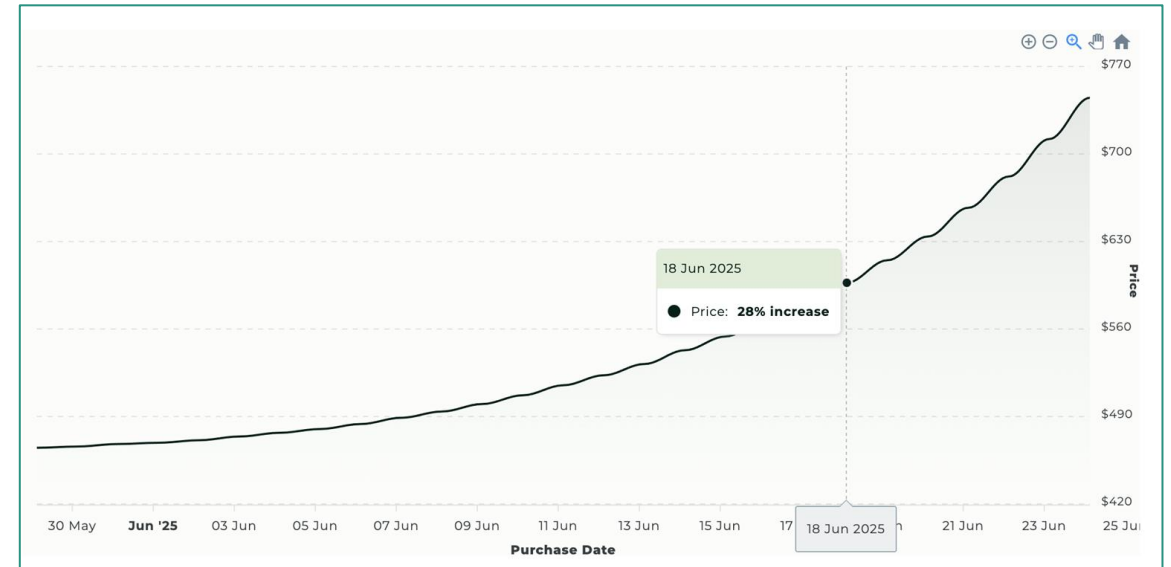
Buying airfare at the wrong time expends extra billions and depletes corporate travel budgets. FareX predictions/intelligence mitigates and saves these billions

New York, JFK to London, LHR
Searching 5 months before departure



Airfares may drop over time, making it **wise to wait** before booking

New York, JFK to London, LHR
Searching less than 30 days to departure



In other cases, fares may **rise**, and **booking sooner** avoids higher costs

With 130B+ records collected over 3+ years, FareX delivers unmatched intelligence footprint and scalable infrastructure

Base Data Advantage

- **35+ TB** today, **100+ TB** by year end
- **5T+** data points from global fare signals
- Captures historic and live pricing with full storage and continuous feed

Capturing Historical
& Real Time Fares

Continuous Data Feed

All Data Stored

AI-Powered Transformation

- **Artificial Intelligence.** Predictive fare engine at petabyte scale
- **Customizable delivery.** Query-ready access via APIs and LMM interfaces and plug-and-play widgets to make embedding insight effortless



FareX[™]
AI engine data transformation

FareX solutions embed directly into existing workflows via APIs and widgets, ensuring adoption without disruption

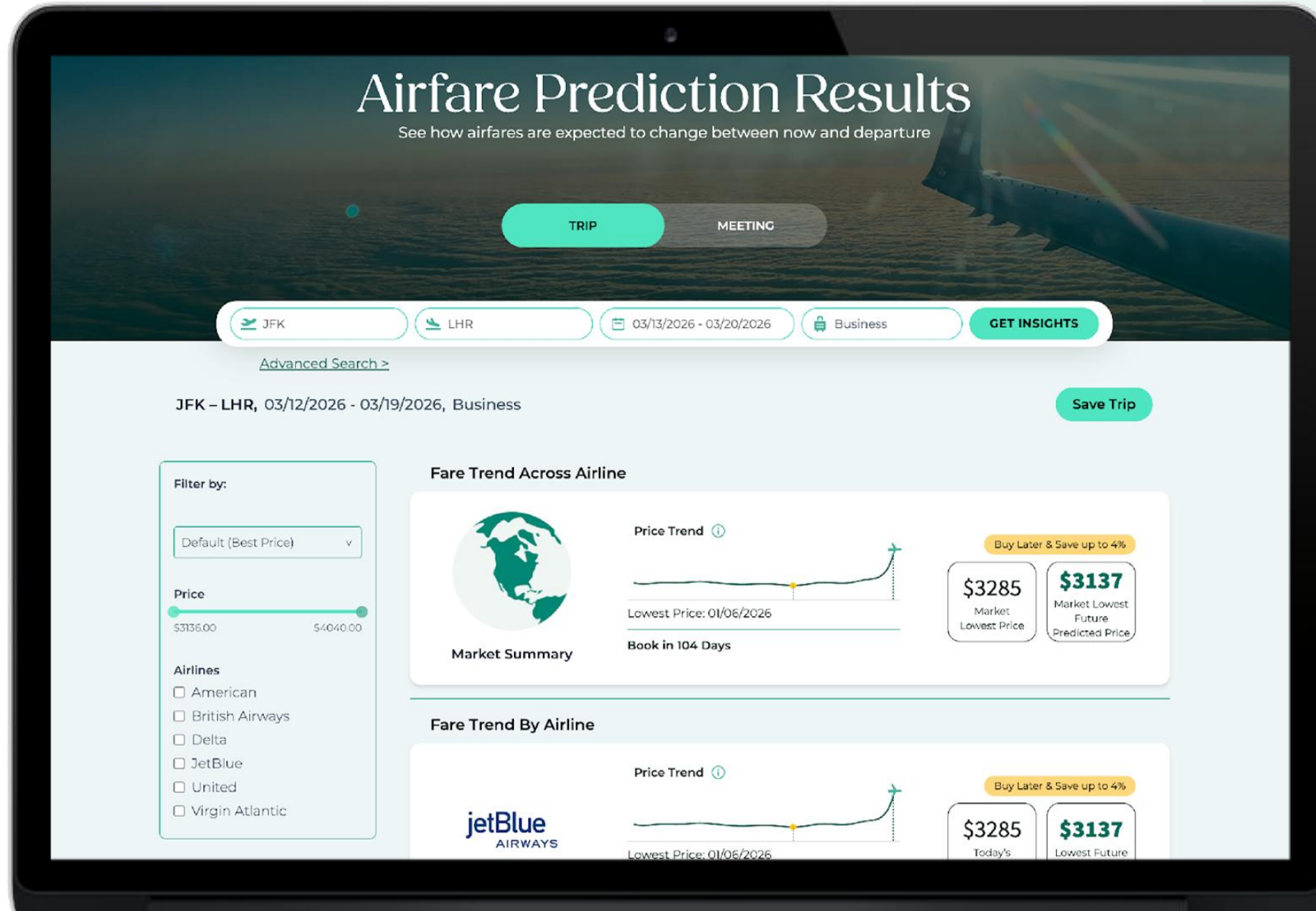
Intelligence APIs to power:

- When To Buy Savings Promoter
- Pre and Post Fare Audit Support
- Contract Negotiation Support

Agentic AI Planning Agents for:

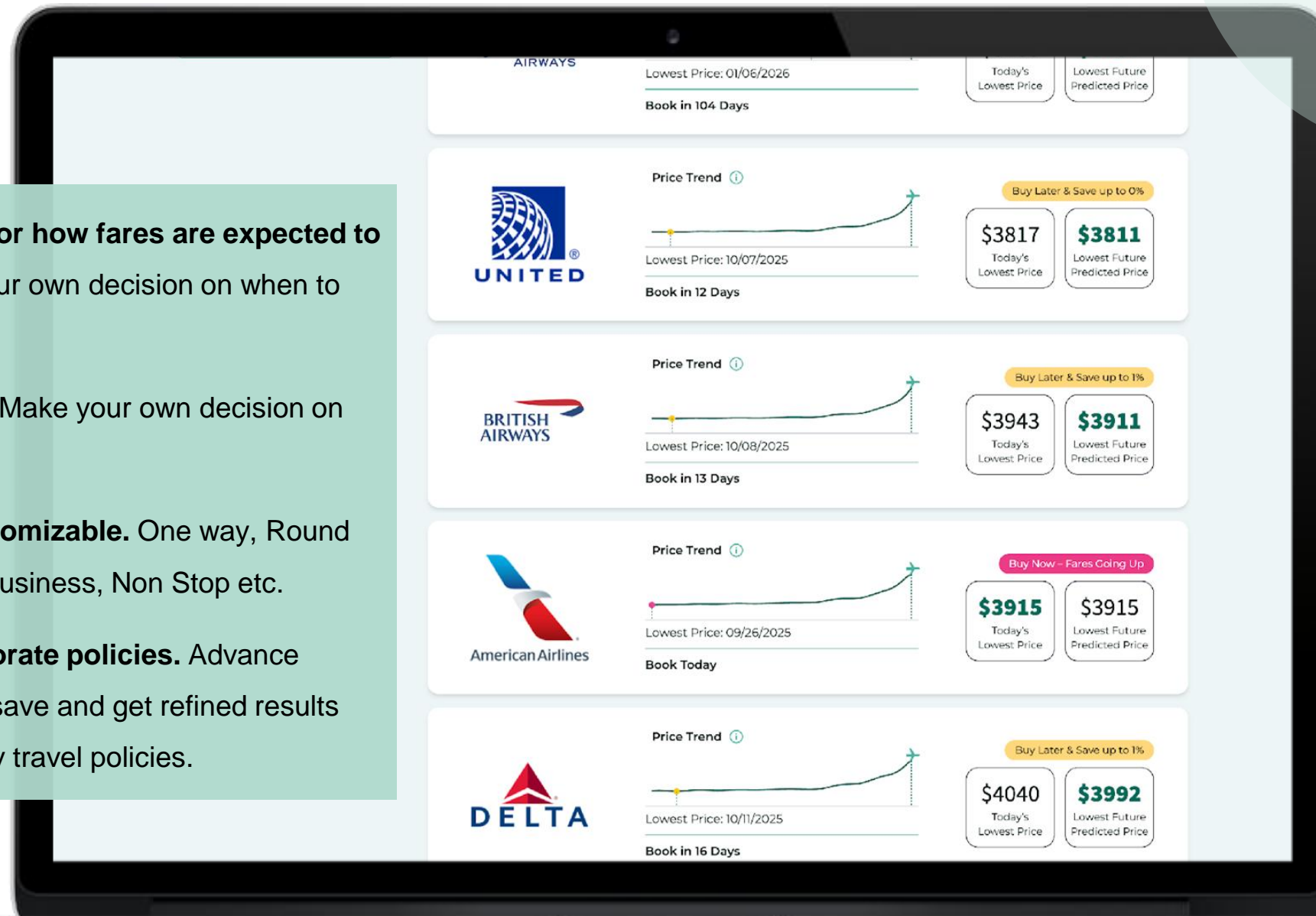
- Meetings
- Multi Origin / Destination Search
- Recurring / Commuter Trips

FareX Airfare Predictor



FareX Airfare Predictor

- **Daily prediction for how fares are expected to change.** Make your own decision on when to book.
- **Airline Agnostic.** Make your own decision on where to book.
- **Flexible and Customizable.** One way, Round trip, Economy or Business, Non Stop etc.
- **Support for corporate policies.** Advance search options to save and get refined results based on company travel policies.





- Concur plug-in
- Dynamic messaging to promote corporate travel policy
- Influences employee behavior
- A/B testing

The screenshot displays the TripKicks Airfare Intelligence interface, which provides dynamic messaging to help travelers find the best time to purchase airline tickets. The interface includes several key components:

- Book now button:** A green button with a white 'Book now' label and a small icon.
- Flexible dates? button:** A blue button with a white 'Flexible dates?' label and a small icon.
- Prices expected to rise for all airlines:** A message indicating that prices are expected to rise, so users should book now. This is accompanied by a bar chart showing price trends over time.
- You could save \$75 by adjusting your dates:** A message suggesting potential savings by adjusting travel dates. This is accompanied by a table showing original dates and alternate dates with associated savings.
- 18% Better:** A green badge indicating a 18% better price.
- Wait to book:** A red button with a white 'Wait to book' label and a small icon.
- Prices expected to drop for all airlines:** A message indicating that prices are expected to drop, so users should wait to book.

The interface also features a 'View airfare intelligence' link and a 'View alternate dates' link. The background shows a blurred image of the Golden Gate Bridge and a flight search results page.

FareX Agentic AI for Meetings

Hidden airfare costs for meetings can quickly derail budgets. **FareX for Meetings** analyzes real-time fares across all travelers and destinations in a matter of minutes to inform decisions and minimize cost

Enter travel details

Receive airfare cost summary and detailed report

Enter meeting/event and dates, locations being considered and from where travelers are coming

Meeting Dates

October 6 - 9

Location Considerations

Los Angeles (LAX), Miami (MIA), Philadelphia (PHL)

Number of Travelers

30 from Denver (DEN), 20 from Las Vegas (LAS), 40 from Houston (IAH)

10/06/2025 - 10/09/2025

LAX × MIA × PHL ×

30

DEN

×

20

LAS

×


40

IAH

+


ADD ORIGIN

GENERATE PLANS




To PHL - Philadelphia

\$438.74/Guest Average



To MIA - Miami

\$314.08/Guest Average



To LAX - Los Angeles

\$137.73/Guest Average

Most Cost Effective

Monday, October 6, 2025 to Thursday, October 9, 2025

Save Plan

Summary:

Origin	City	Airline	Ticket Price	Flights	Travelers	Subtotal
IAH	Houston	Spirit	\$149.99	27	40	\$5,999.60
DEN	Denver	Frontier	\$159.95	25	30	\$4,798.50
LAS	Las Vegas	Frontier	\$79.90	12	20	\$1,598.00
Total Cost:						\$12,396.10
Average Cost:						\$137.73 / Guest

Prices listed above are calculated based on purchasing airfare at today's lowest price.

Total Cost: \$28,267.50

Hide Summary

Total Cost: \$39,486.60

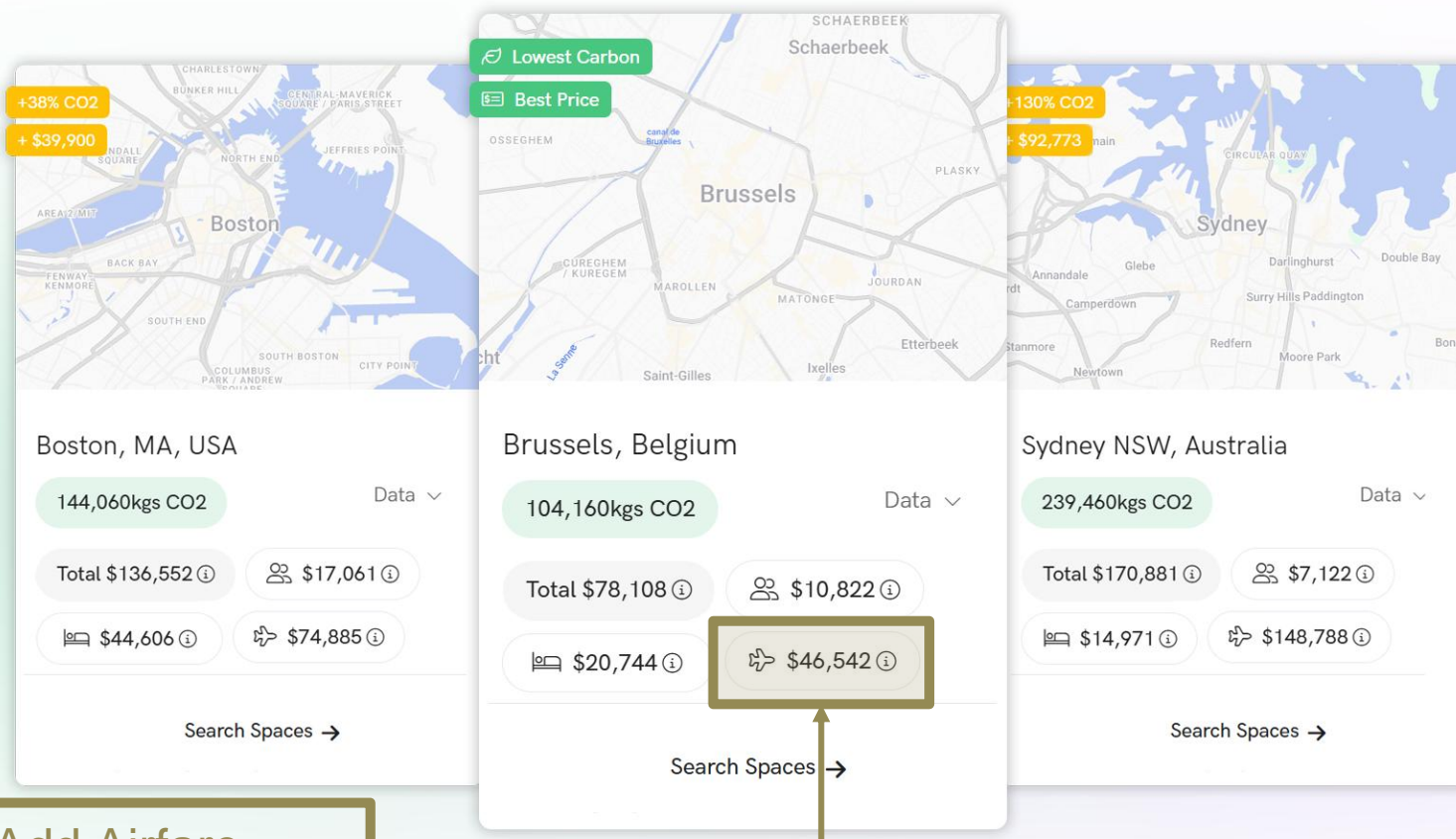
Hide Summary

Export Details

hubli

by MeetingsBooker

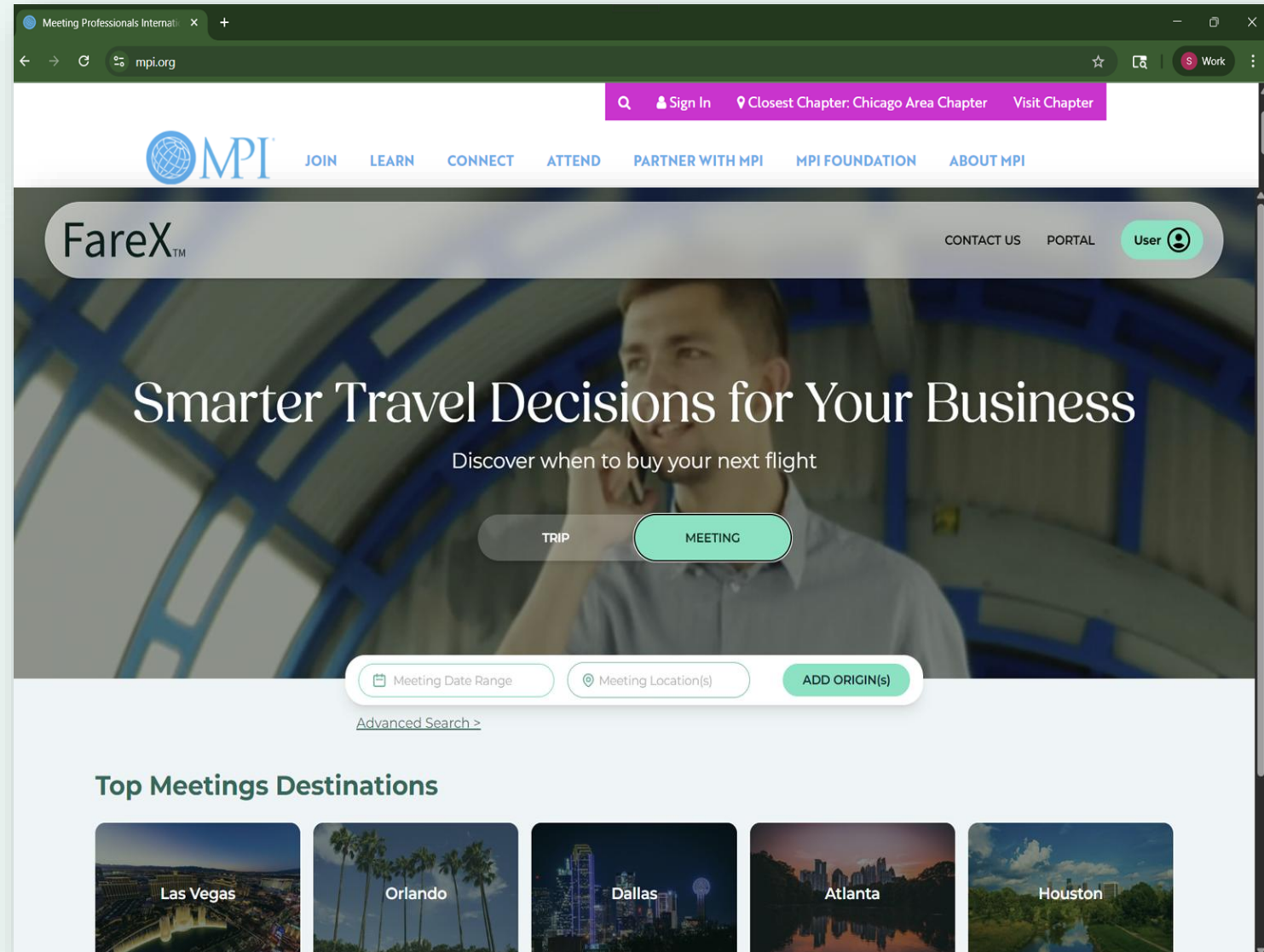
- Global booking platform for meetings and groups at Fortune 500 companies
- Built-in contracting, savings and policy controls with hotels and meeting venues
- FareX provides missing link on airline intelligence for more complete meeting planning





Meeting Planners International

- **Save Time** – one search that shows results in seconds versus dozens of individual searches
- **Easy Comparisons** – side-by-side comparisons of all options and flights.
- **Personalized Planning** – pick and choose whichever flights best suit clients, not necessarily the cheapest options



FareX Contextual Comparison Planning Agents (Agentic AI)

Compare Destinations

PREDICT

COMPARE

Tell me about the trip you are planning?

I will be traveling to Fort Lauderdale for 3 days leaving on January 16th. I can fly from any one of the following airports: White Plains, Hartford, New Haven, JFK, LGA or Newark. What's the best option for my trip?

GENERATE PLANS

Executes single search to compare fares to Fort Lauderdale (FLL) from:

- White Plains (HPN)
- Hartford (BDL)
- New Haven (HVN)
- New York, JFK (JFK)
- New York, LaGuardia (LGA)
- Newark (EWR)



To FLL - Fort Lauderdale

Friday, January 16, 2026 to
Monday, January 19, 2026

[Hide Summary](#)

Summary:

Origin	City	Airline	Ticket Price
EWB	Newark	Spirit	\$327.99
LGA	New York	Spirit	\$367.98
HPN	White Plains	JetBlue	\$288.97
BDL	Hartford	JetBlue	\$216.96
JFK	New York	Delta	\$407.98

Most Cost Effective

Prices listed above are calculated based on purchasing airfare at today's lowest price.

Export Details



To FLL - Fort Lauderdale

Friday, January 16, 2026 to
Monday, January 19, 2026

Hide Summary

Summary:

Origin	City	Airline	Ticket Price	Lowest Future Predicted Price	Booking Window	
EWB	Newark	Spirit	\$327.99	\$125	December 11, 2025	View Prediction Data
LGA	New York	Spirit	\$367.98	\$134	December 11, 2025	View Prediction Data
HPN	White Plains	JetBlue	\$288.97	\$159	December 11, 2025	View Prediction Data
BDL	Hartford	JetBlue	\$216.96	<div>Buy Later & Save up to 57%</div> \$93	November 29, 2025	View Prediction Data
JFK	New York	Delta	\$407.98	\$303	November 28, 2025	View Prediction Data

Prices listed above are calculated based on purchasing airfare at today's lowest price.

Export Details

Airfare Problems & How FareX Solves Them

Problem

Purchase timing mistakes cost money

Companies negotiate rates and book thousands of flights annually yet airfare volatility days before departure can quietly inflate spend

Meetings are planned. Airfare isn't.

Meeting planners lock-in great hotel rates but, don't have the same visibility into attendee airfare leading to budget surprises and missed savings opportunities

Search tools don't fit customer workflows

Today's search tools mirror airline workflows, requiring repetitive searches instead of supporting how users actually compare options

FareX Solution

Predict the right time to buy

Our airfare prediction platform accurately identifies the right time to buy, eliminating costly purchase timing mistakes

Real-time fare analysis for Meetings

Get real-time fares across all travelers and destinations in a matter of minutes to inform decisions and minimize total airfare cost

AI-Agents built for customer workflows

FareX AI agents save hours by making comparisons easy in a single search to reduce wasted effort and enable faster, greener decisions

FareX™

by SeatCash™

Thank you