



Business Travel Innovation Faceoff

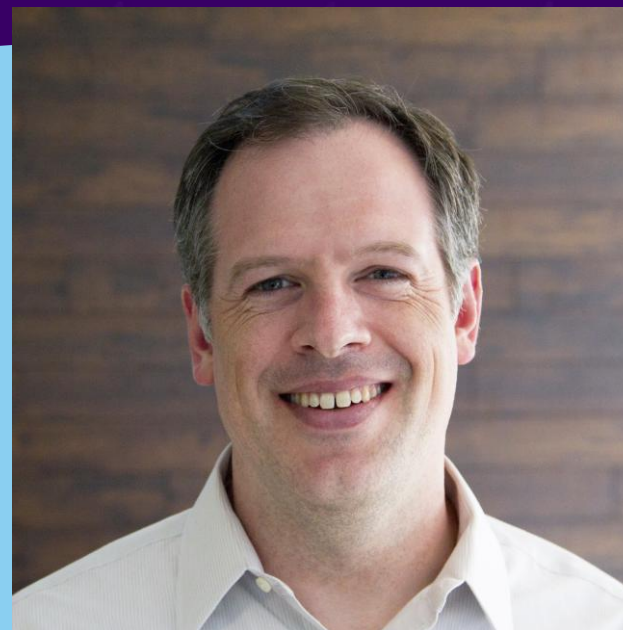


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TRAXO

ANDRES FABRIS
CEO, Traxo



TRAXO

MATT GRIFFIN
CPO/CIO, Traxo

TRAXO

ULTIMATE TOOLKIT FOR BUYERS

Andres Fabris, Founder | CEO
Matt Griffin, CPO | CIO

**BTSA 2025 Innovation
Faceoff (Oct'25)**



Massive Travel Data Fragmentation

TRAXO

1,000+ points of sale

- Full-content agreements gone
- NDC weaponized
- Can't put cat back in bag

Results in invisible bookings

- Can't manage what you can't see
- Critical gaps in safety
- Missed savings & overspending

One of hardest problems to solve

- Wreaking havoc on programs
- No end in sight



To Further Complicate Things, Some Truths About Corporate Travel

TRAXO



65%

buyers not confident
in quality of their
data¹



81%

buyers analyze their
travel data in Excel¹



89%

buyers consider
TMC as major data
source¹



2nd

largest controllable
cost, behind only
wages²

SOURCES: 1) 2025 Travel Data And Data Analytics by BCD Travel Research & Intelligence; 2) NetSuite, Amex GBT, Mastercard, CFO

Poor data and lack of tools make it impossible to answer two critical questions:

TRAXO

1 SAFETY



Where are *all* of your travelers – how do you know they're *safe*?

2 SAVINGS



How much are you *really* spending on travel – how can you *reduce* it?

TRAXO has solved these challenges – we've invented the unique ability to:

Detect **all travel** bookings

In real-time, as they happen (pre-trip)

For **all employees**, across **entire** company

From every mainstream **travel site/agency**, worldwide (1,000+ sources)

Zero action needed from employees

No traveler adoption curve

TRAXO



1. **Deploy**
< 30 minutes



2. **Detect & Acquire**
Immediate



3. **Normalize & Enrich**
Real-time



4. **Display & Analyze**
Real-time



5. **Distribute & Integrate**
Toggle on/off via menu

Traxo Trusted and Deployed by Some of the Largest Travel Programs and Partners in the World

TRAXO



McKinsey
& Company

yahoo!



L A Z B O Y



Baker
McKenzie.

Expensify



Cordis



BearingPoint.



Introducing the **NEW** Traxo toolkit

Gives you ultimate control, makes you the hero

TRAXO



Visibility



- 1,000+ global sources
- Captured in real-time
- Single-system of record
- Complete visibility, finally!



Intelligence



- Measure, analyze
- Charts/trends, maps/filters
- Recommended actions
- All backed by data



Portability



- Pre-built connectors
- Toggle on/off via menu
- Secure distribution
- Monitored 24/7



A Day in the Life of a Buyer...

TRAXO

My TMC is not in every market, how can I get the booking data?

Who is going to be impacted by this next hurricane?

Am I getting full credit & promised rates from my suppliers?

How do I get my travel data to our new service provider?

Who just made a late booking to risky country?

I found it cheaper, why can't I book direct?





Travel

View all trips, segments, and trip details.



All Segments

traveling between September 16, 2025 UTC to September 22, 2025 UTC

2,338 Segments booked

TMC Non-TMC



Traveler	Segment Details		Booking	Beginning	Ending	Status
Kurt Donnelly	✈ Delta Air Lines 8627	DXB Dubai Int'l → CDG Charles de Gaulle/Roissy	Added on Aug 7, 2025 by Kurt Donnelly with Navan	12:40 AM 12:39 AM +04 Sep 16, 2025	6:00 AM 6:07 AM CEST Sep 16, 2025	Arrived 7m late
Brenda Walsh	✈ Malaysia Airlines 185	CCU Netaji Subhash Chandra → KUL Kuala Lumpur	Added on Jun 9, 2025	12:40 AM 12:51 AM IST	7:15 AM 7:49 AM +08	Arrived 34m late



Your trip is booked

We'll email your confirmation shortly. Thanks for choosing American Airlines.



Important information about your Basic Economy fare

[View Basic Economy rules](#) 



AAdvantage Business™ Trip for TRAXO

Thanks for booking your business travel on aa.com. Your trip will be synced with your company travel portal.

Your trip to San Francisco, CA

\$108.48

Confirmation code: **CPHYVA** Trip name: **DFW/SFO**

DFW to SFO

Tue, Nov 11, 2025

7:28 AM → 9:26 AM

View trip details, request upgrades,
change seats and more.

[Manage your trip](#)

Passengers

Need more miles?



Travel

View all trips, segments, and trip details.



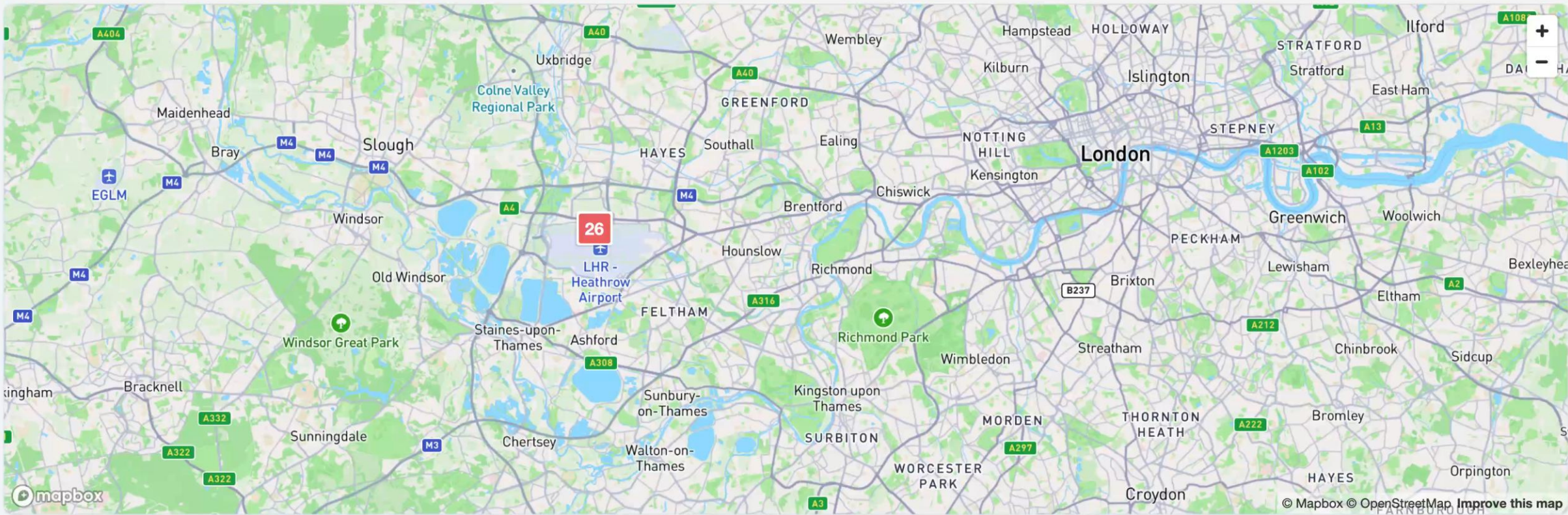
Flights

traveling between March 20, 2025 UTC to March 25, 2025 UTC

to London Heathrow

26 Segments booked

TMC Non-TMC



Traveler	Segment Details		Booking	Beginning	Ending	Status
Anissa Mills	British Airways 1493	GLA Glasgow Int'l → LHR London Heathrow	Added on Oct 28, 2024 by Anissa Mi... with British Airways	4:45 PM GMT Mar 20, 2025	6:10 PM GMT Mar 20, 2025	

This Year

Last Year

Last 12 Months

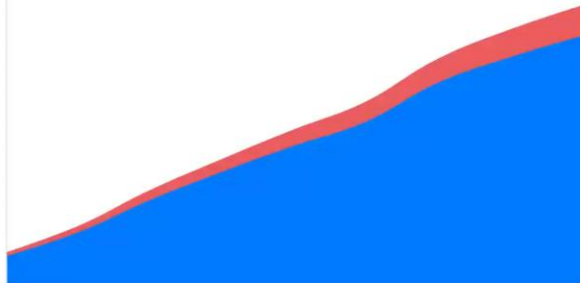
Traveling Now ⓘ
October 1, 2025 UTC

441

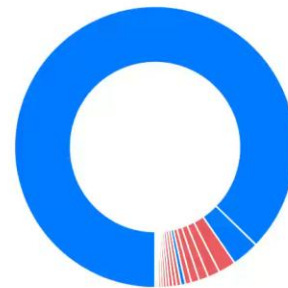
Brisbane
Paris
Belo Horizonte
Greer
Gutierrez
Cologne/Bonn
Niles
Savassi
Indianapolis
Rivoli
Dallas-Fort Worth
Bartlett
Turin
Dallas-Fort Worth
Boston
Perth
Paris
Greer

[All Trips in Progress →](#)**Total Spend** estimated ⓘ
USD, Cumulative YTD 2025

\$34.5M



— TMC — Non-TMC

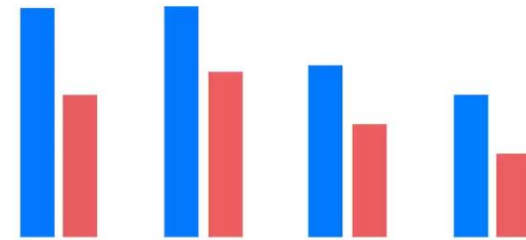
Top Spend by Booking Source
USD, YTD 2025

● \$30.9M TMC
● \$3.1M Non-TMC

Navan \$29.6M
Globetrotter \$1.1M
Marriott Hotels \$680K
Booking.com \$470K
Hilton Hotels \$373K
United Airlines \$321K
American Airlines \$229K
Trip \$172K
Avis \$162K
Accor Hotels \$155K
Delta Air Lines \$142K
Trip.com \$116K
Qantas Airways \$105K
National \$94K
Southwest Airlines \$92K
Hertz \$73K
Air France \$68K

Bookings ⓘ
by confirmation number, YTD 2025

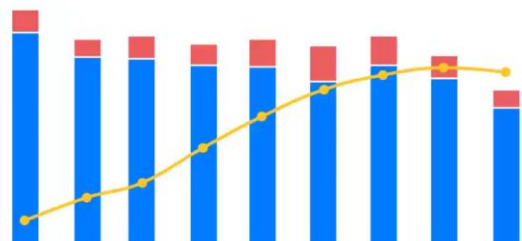
57K



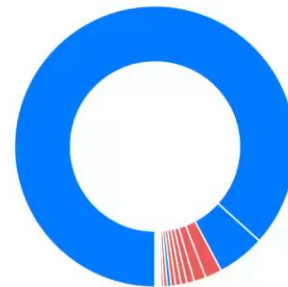
✈️ 21,925
🏨 25,064
🚗 6,509
🚆 3,322

Flight Bookings ⓘ
by confirmation number, YTD 2025

21,925

**Average Flight Cost per Mile**
USD, YTD 2025

\$0.40

**Top Flight Spend by Booking Source**
USD, YTD 2025

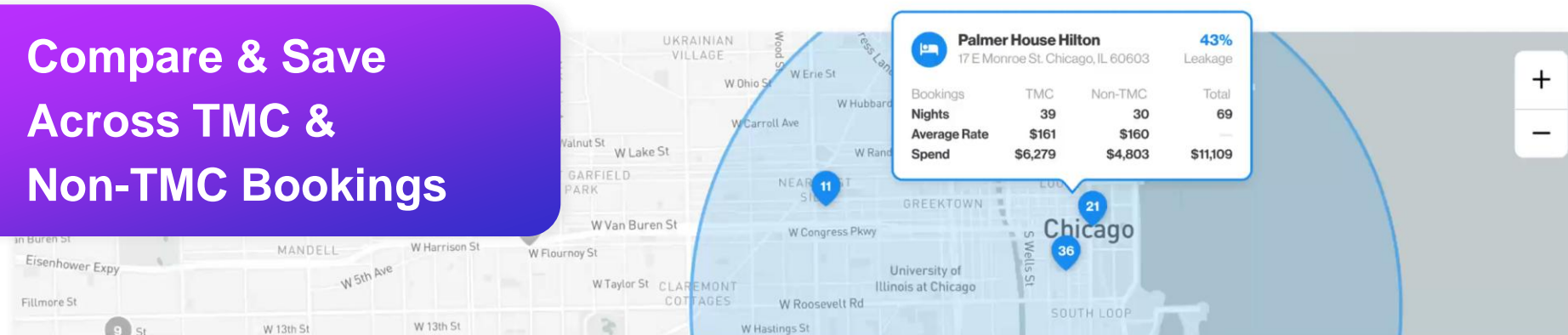
Navan \$14.5M
Globetrotter \$924K
United Airlines \$321K
American Airlines \$229K
Delta Air Lines \$142K
Trip.com \$116K
Qantas Airways \$103K
Southwest Airlines \$88K
Trip \$73K
Air France \$68K
Eurowings \$47K
AmexGBT \$25K
Scandinavian Airli... \$23K
Ryanair \$19K

Flight Average Booking Lead Time
YTD 2025

19 days



Compare & Save Across TMC & Non-TMC Bookings



Booked March 1 to 31, 2019

Hotels

Chicago, Illinois, USA 3 mi

Hotels	TMC Bookings			Non-TMC Bookings			Totals		Leakage	Potential Savings	
PROPERTY	NIGHTS	AVG RATE	TOTAL	NIGHTS	AVG RATE	TOTAL	NIGHTS	SPEND	LEAKAGE %	LOWEST \$	EST. SAVINGS
The Langham Chicago	9	\$270	\$2,430	3	\$325	\$975	12	\$3,405	29%	\$3,240	\$165
Hilton Chicago	36	\$180	\$6,480	24	\$150	\$3,600	60	\$10,080	36%	\$9,000	\$1,080
Palmer House Hilton	39	\$161	\$6,279	30	\$161	\$4,830	69	\$11,109	43%	\$11,109	--
Hyatt Regency Chicago	75	\$155	\$11,625	24	\$125	\$3,000	99	\$14,625	21%	\$12,375	\$2,250
Viceroy Chicago	--	--	--	18	\$200	\$3,600	18	\$3,600	100%	\$3,600	--
InterContinental Chicago ...	27	\$225	\$6,075	21	\$235	\$4,935	48	\$11,010	45%	\$10,800	\$210
The Ivy Hotel	--	--	--	9	\$130	\$1,170	9	\$1,170	100%	\$1,170	--
TOTALS	186		\$32,889	129		\$22,110	315	\$54,999	40%		\$3,705 (6%)
		AVG RATE	\$177		AVG RATE	\$171		AVG RATE	\$175		

Traxo: Your Dedicated AI Travel Analyst for Saving Money

Prompt

- 1 How do I reduce my spend in London for hotel stays across my agency and non-agency bookings?

► Analyze ✨

TRAXO

Traxo AI Results



Cost Reduction Strategies for London

1. Leverage Alternative Booking Channels

- Current Issue: Many bookings going through premium channels
- Action: Compare rates across OBT, direct hotel bookings, and corporate rates
- Potential Savings: 15-25% on average nightly rates

2. Geographic Optimization

Near Expensive West End Hotels:

- Rather than The Langham (Oxford Street) at \$500/night, use Treehouse Hotel London at \$350/night

Near Premium City Hotels:

Talk to Your Data, Ask Any Question



1

Are my non-TMC hotel stays in Chicago more expensive, on average?



2

What are my three most expensive hotels in Chicago, broken down by TMC and Non-TMC?



3

Are more than five employees on the same flight this week? If so, which flight?



Travel Program Audio Summary



Travel Program Update

Week of Oct. 13, 2025



Hello! Welcome to your Traxo update for Monday, September 15, 2025.

This update covers the period from October 6th to the 12th of 2025 as well as notable travel activity happening over the next two weeks up to October 26th.

We'll also cover your travel program's key priorities that you've shared such adherence your travel policy rules and employee travel recently booked to potentially risky destinations.

Finally, we'll share some recently released features now available in Traxo.

Let's begin.

Universal Travel Data Portability

TRAXO

Traxo Marketplace



You're in control of how and when to move your travel data

25 pre-certified connectors, with more coming

Toggle on/off on-demand via the Traxo app

Travel data is clean, structured and secure

Monitored and maintained 24/7 by Traxo

T

Settings

Manage team settings for Users, Connections, AutoDetect and more.

Team

Users

Connections

Mailboxes

API

Webhooks

Authentication

AutoDetect

Manage Connections

Connect apps and services to Traxo for automated reporting of travel plans and expenses.

Q Search

All

Duty of Care

Expenses

Business Intelligence

T Certified

Connect

Expensify

Expensify is designed to help you get your business expenses done in real time and quickly while on the go. Users can book, report, and reconcile business travel in just a few clicks. [Learn more](#)

T Certified

Connect

INTERNATIONAL SOS

International SOS delivers extensive medical and travel security services, offering global support with expert advice, emergency assistance, and personalized health and safety solutions. Their proactive approach ensures travelers' well-being worldwide. [Learn more](#)

AlertMedia

Connect

AlertMedia offers companies reliable emergency communication to ensure safety and swift responses for all travelers. [Learn more](#)

Crisis24

Connect

Crisis24 supports travel management teams and provides travelers with news alerts and updates about threats and safety issues around the globe. [Learn more](#)

Elements

Connect

Elements offers an AI-powered tool that helps corporations optimize resources, cut operational costs, and reduce Scope 3 emissions from employee activities

Everbridge

Connect

Everbridge offers comprehensive solutions for managing critical events, ensuring safety with industry-leading actionable risk intelligence. [Learn more](#)

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Traxo's New Ultimate Toolkit for Buyers Makes YOU the VIP



VISIBILITY



INTELLIGENCE



PORTABILITY

TRAXO

Take back control

- Your data, your stack,
- Your decisions,
- Your program
- All optimized for your travel strategy

Future, delivered:

- Traxo is powering modern travel mgmt
- Grab your front-row seat today

ANDRES FABRIS

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andres@traxo.com

TRAXO



THANK YOU!