



Business Travel Innovation Faceoff



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BY NORTHSTAR



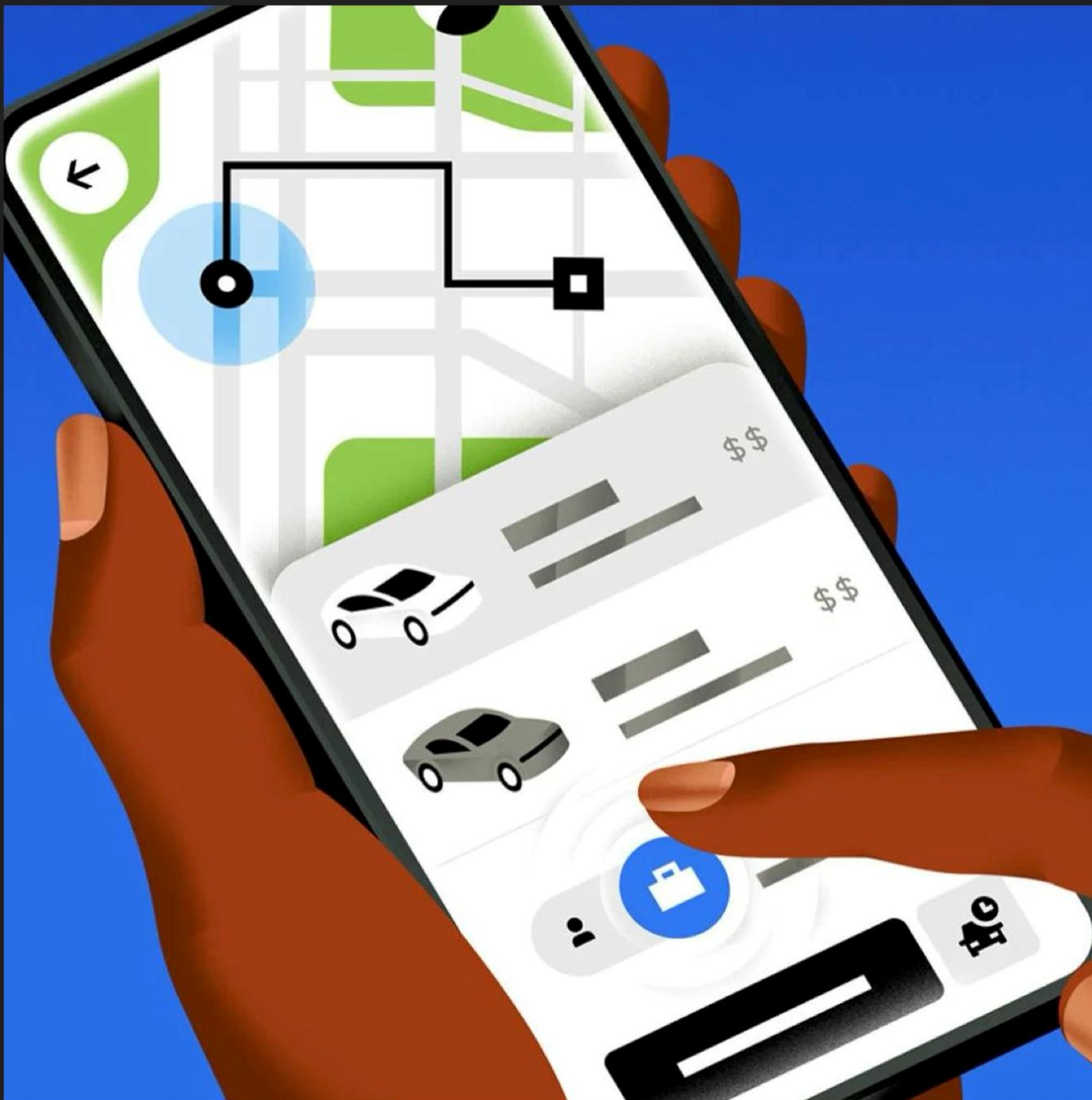
TED POWER
CEO, Versa



Putting travel receipts on autopilot



Collecting receipts
is still a headache



A taste of
receipt
nirvana?

Uber for
Business

TMCs help, but insufficient

FROM	TO	DATE
LGA	PWM	2025-01-15
JFK	LAX	2025-02-15
JFK	DFW	2025-02-20

TMC: Booking info only



With Versa: Receipt
info you *actually* need

Versa is used by hundreds of companies and the world's top fintechs today

American Airlines 

ramp 

 emburse®

 INTERNATIONAL
SOS

BETA

 Brex

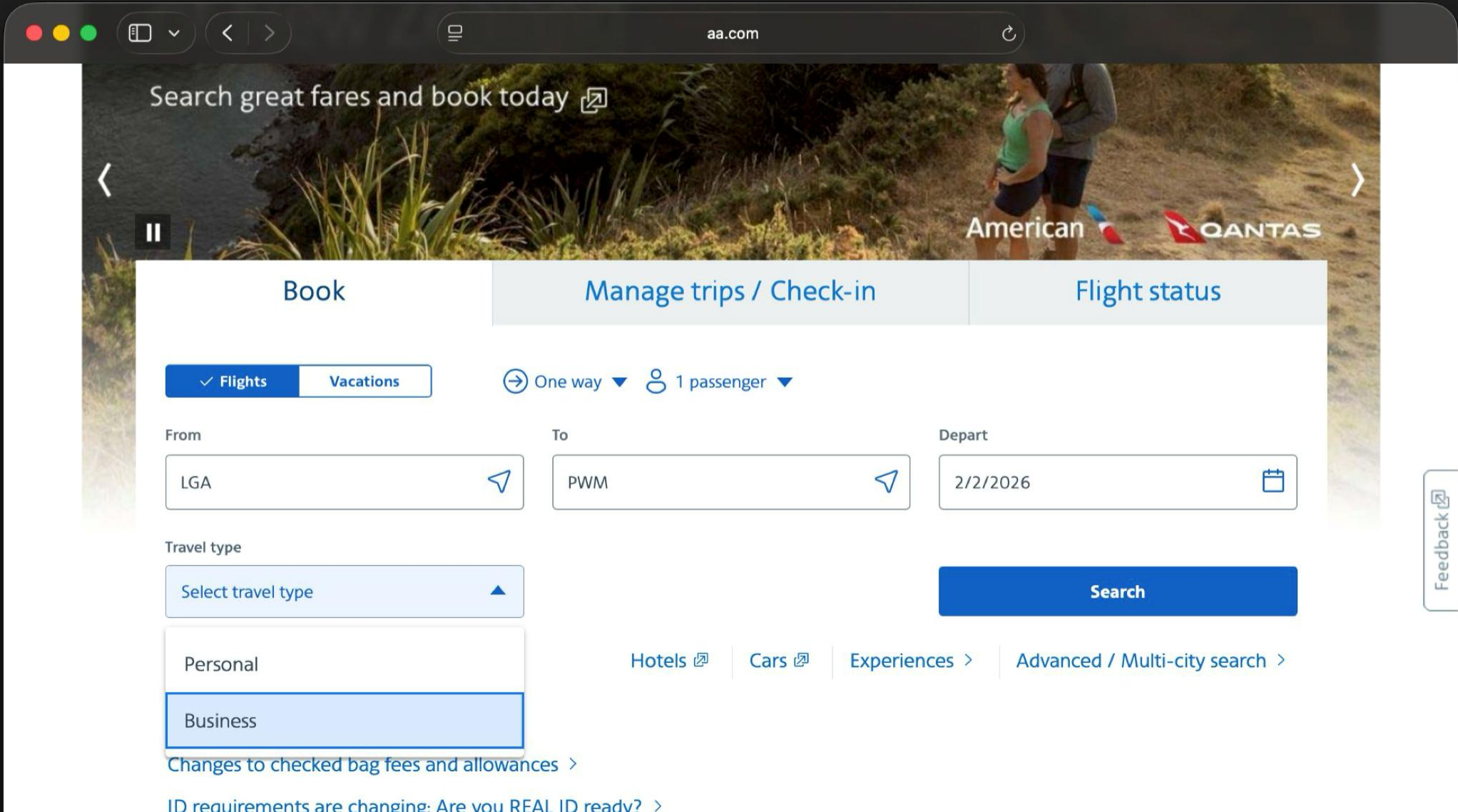
IN DEV

 INTUIT
quickbooks

 xero

How it works

2. Book travel



The screenshot shows the American Airlines website's flight booking interface. At the top, there's a navigation bar with the 'aa.com' logo and a search icon. Below this is a large banner image of a couple walking on a path, with the American Airlines and Qantas logos on the right. The main content area is divided into three tabs: 'Book', 'Manage trips / Check-in', and 'Flight status'. The 'Book' tab is active, showing a search form. The form includes a 'Flights' button (selected) and a 'Vacations' button. Below these are fields for 'From' (LGA), 'To' (PWM), and 'Depart' (2/2/2026). There are also dropdowns for 'Travel type' (set to 'Personal') and '1 passenger'. A large blue 'Search' button is positioned to the right of the form. At the bottom, there are links for 'Hotels', 'Cars', 'Experiences', and 'Advanced / Multi-city search'. A 'Feedback' link is visible on the right side of the page.

Search great fares and book today

Book Manage trips / Check-in Flight status

Flights Vacations

One way 1 passenger

From LGA To PWM Depart 2/2/2026

Travel type

Select travel type

Personal Business

Search

Hotels Cars Experiences Advanced / Multi-city search

Changes to checked bag fees and allowances

ID requirements are changing: Are you REAL ID ready?

Feedback

3. Auto-sync to your chosen tools

Bend

Plus Earn 5% on hotels

Home 18

Insights

Manage spend

Expenses

Travel

Bill Pay

Treasury

Accounting 246


Vendors

Policy

Company

Search for anything

Go back



\$168.18 at American Airlines

Ted Power · American Airlines · Sep 29, 2025 at 12:24 PM

Options

Flight information

Flight 1

New York LGA
Feb 2, 2026 at 7:30 AM

1h 30m · Direct


DCA Washington
Feb 2, 2026 at 9:00 AM

Flight number

AA0972

Ticket class

Main Cabin (N)



Auto-verified

Receipt

Invoice Date: Sep 29, 2025
Date Paid: Sep 29, 2025
Payment Method: Visa - 7219

American Airlines

Feb 2, 2026 - New York to Portland

Passenger	Ticket	Class	Fare
Theodore Power	0012278717048	Main Cabin (N)	\$133.19
Subtotal			\$133.19
Taxes & Fees			\$34.99
Total in USD			\$168.18
Amount Paid			\$168.18

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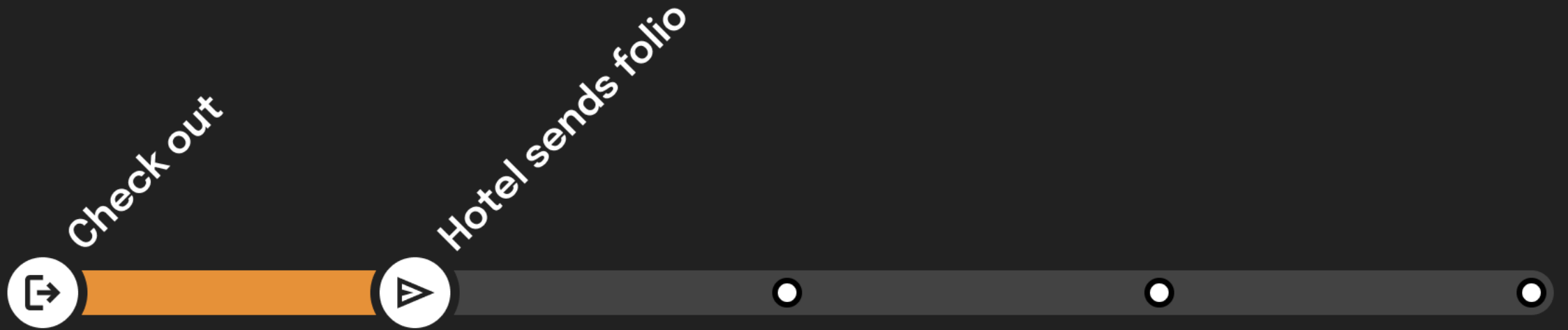
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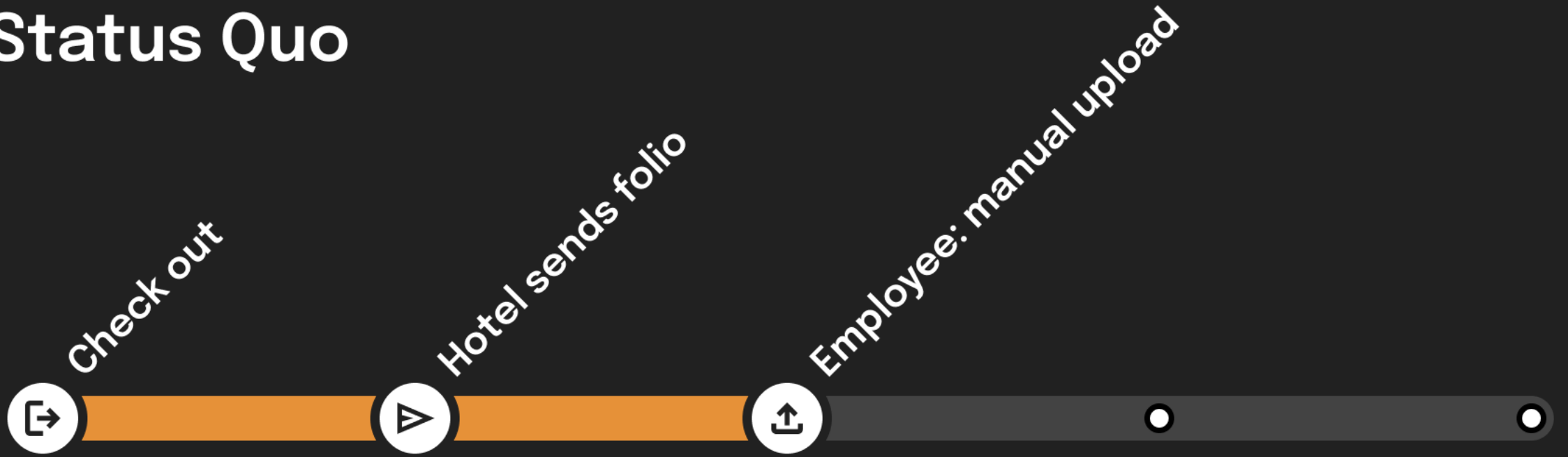
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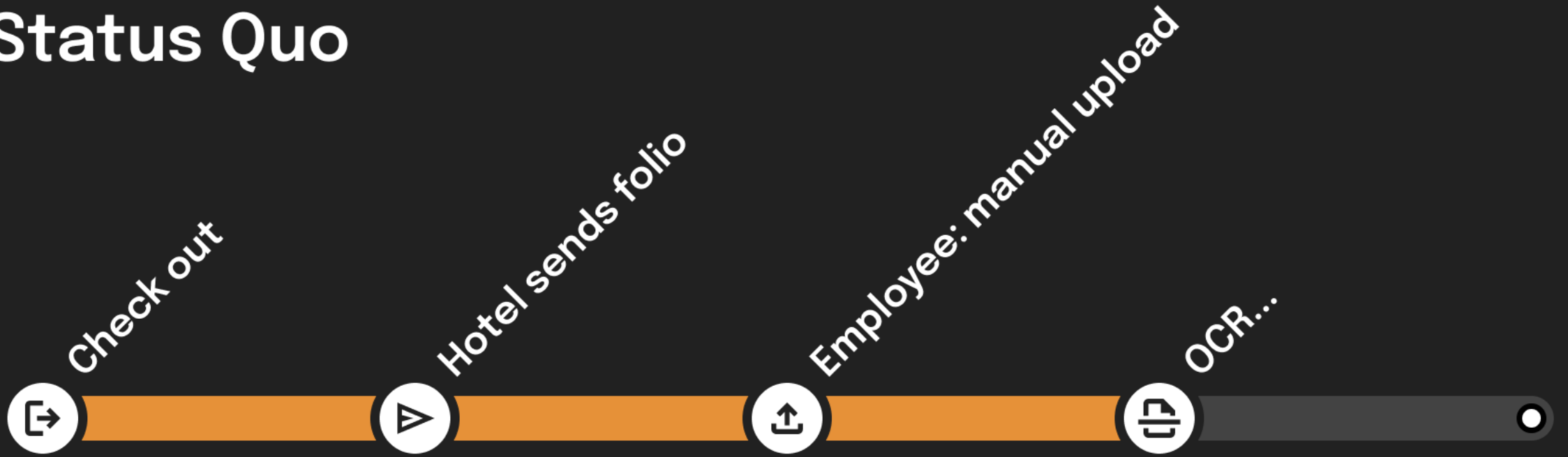
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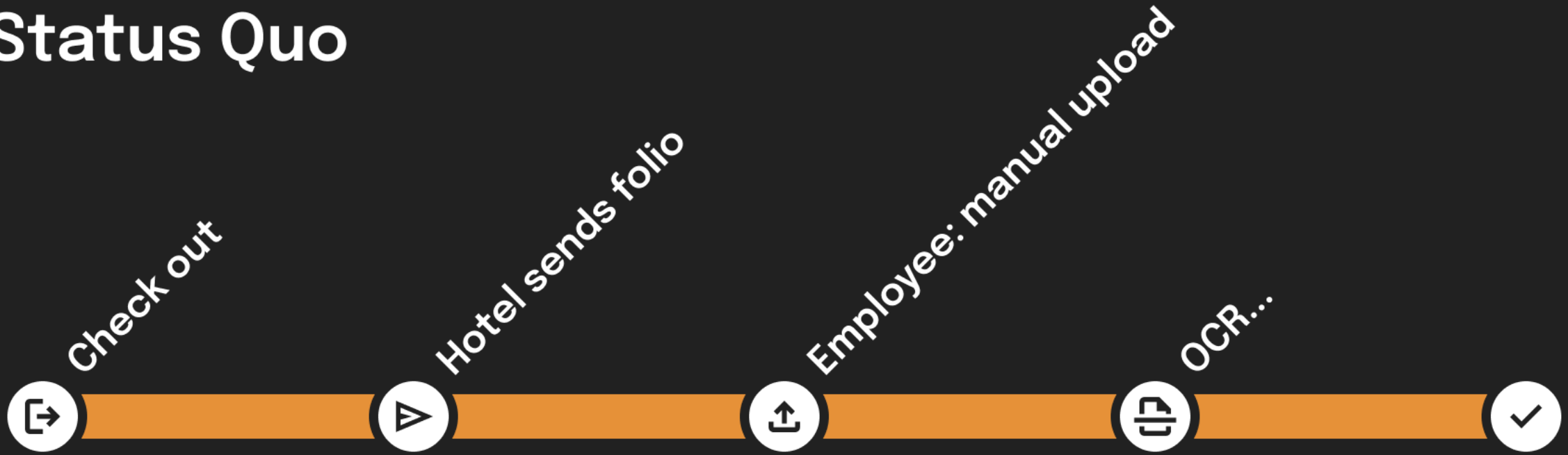
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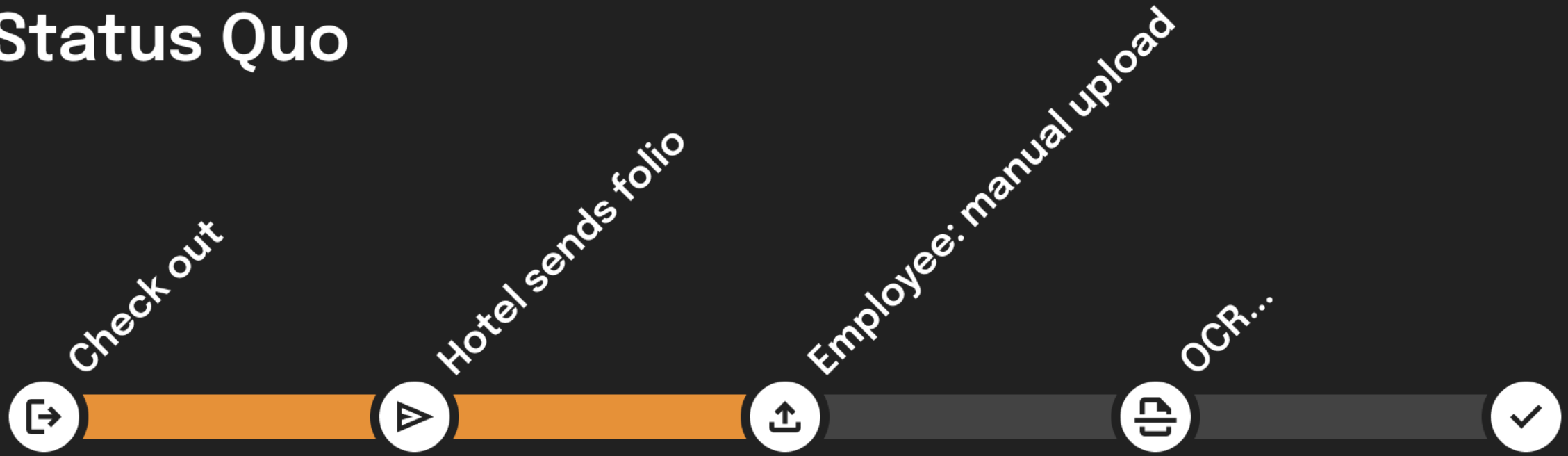
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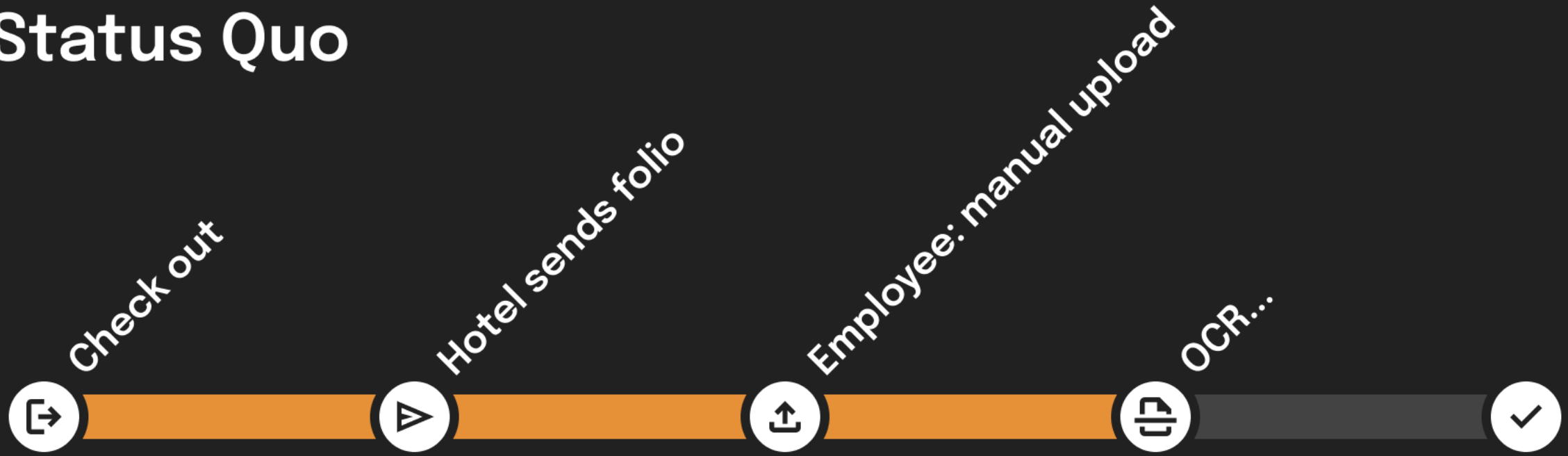
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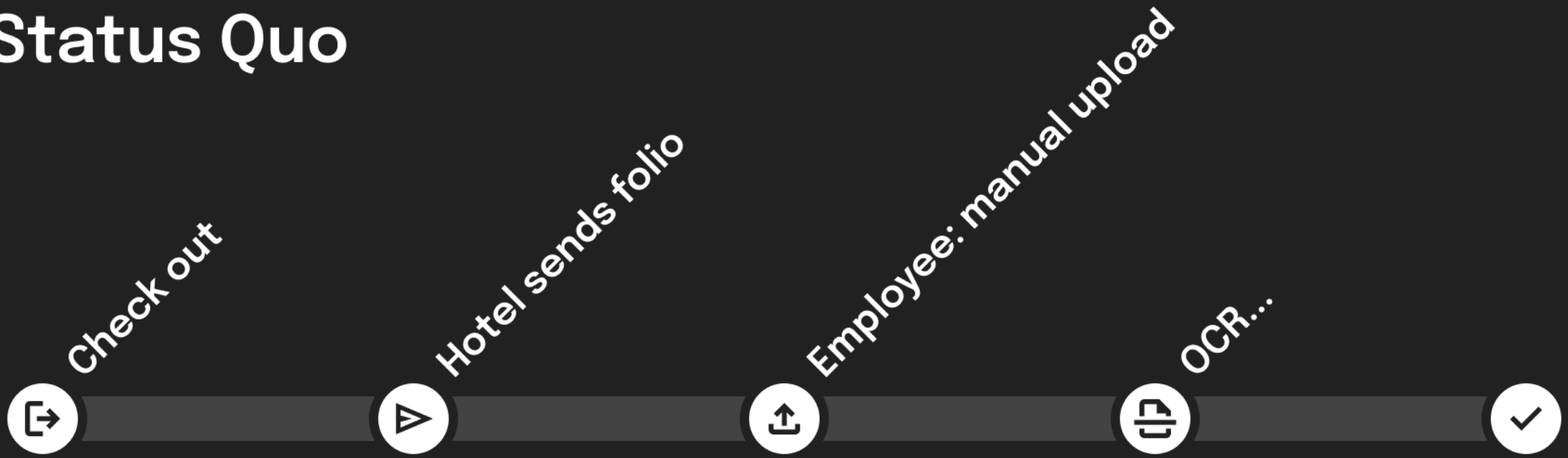
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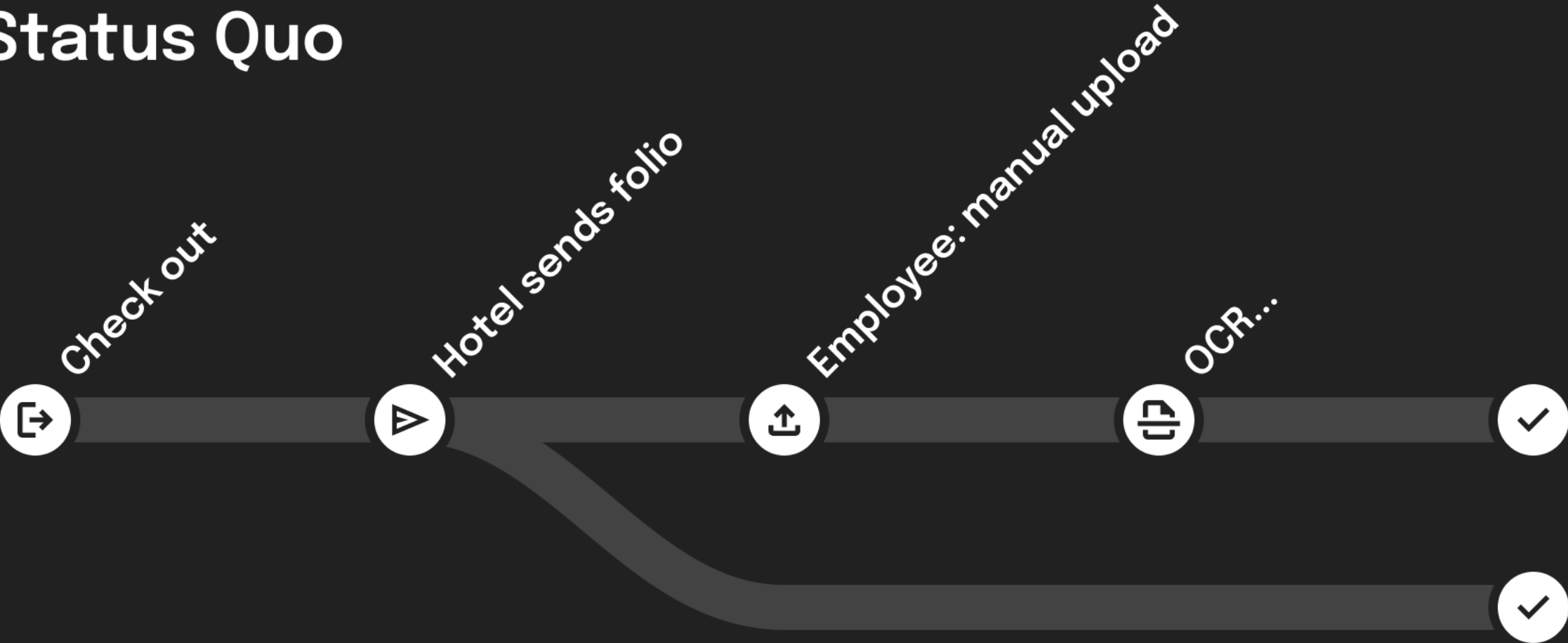
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Status Quo

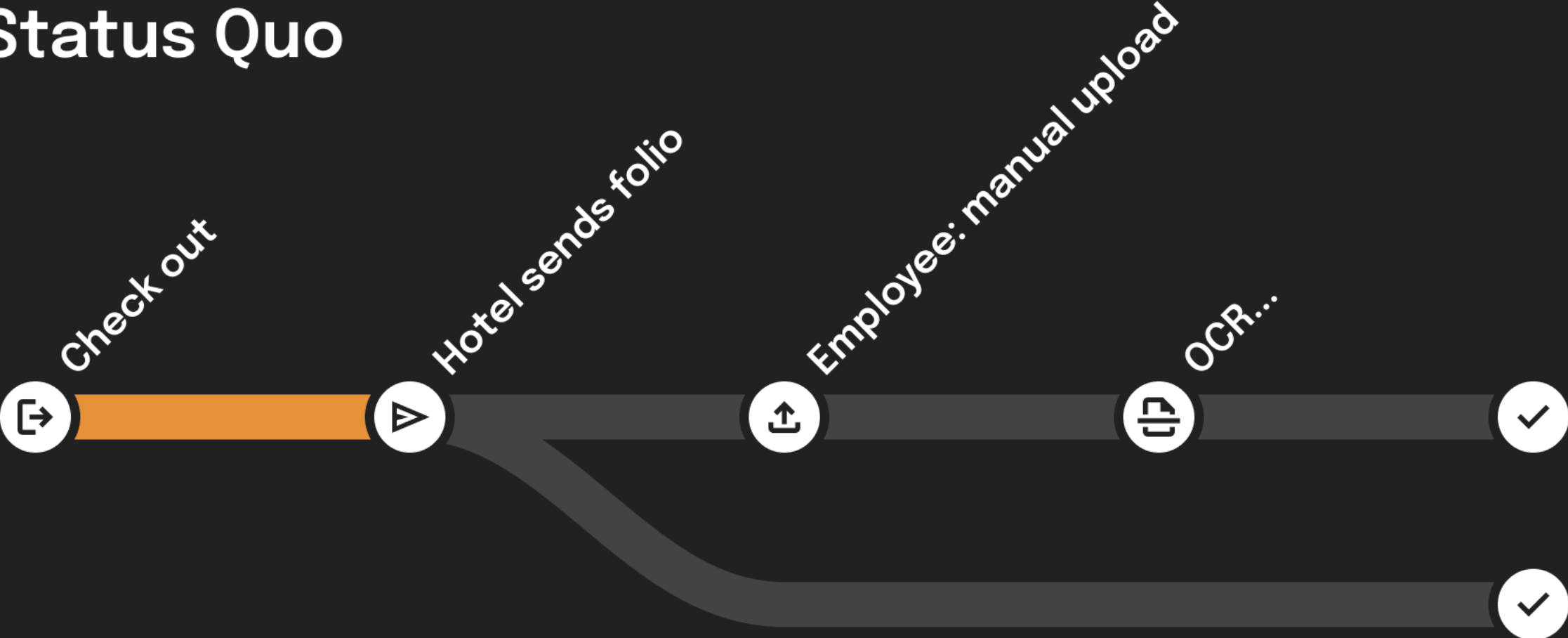


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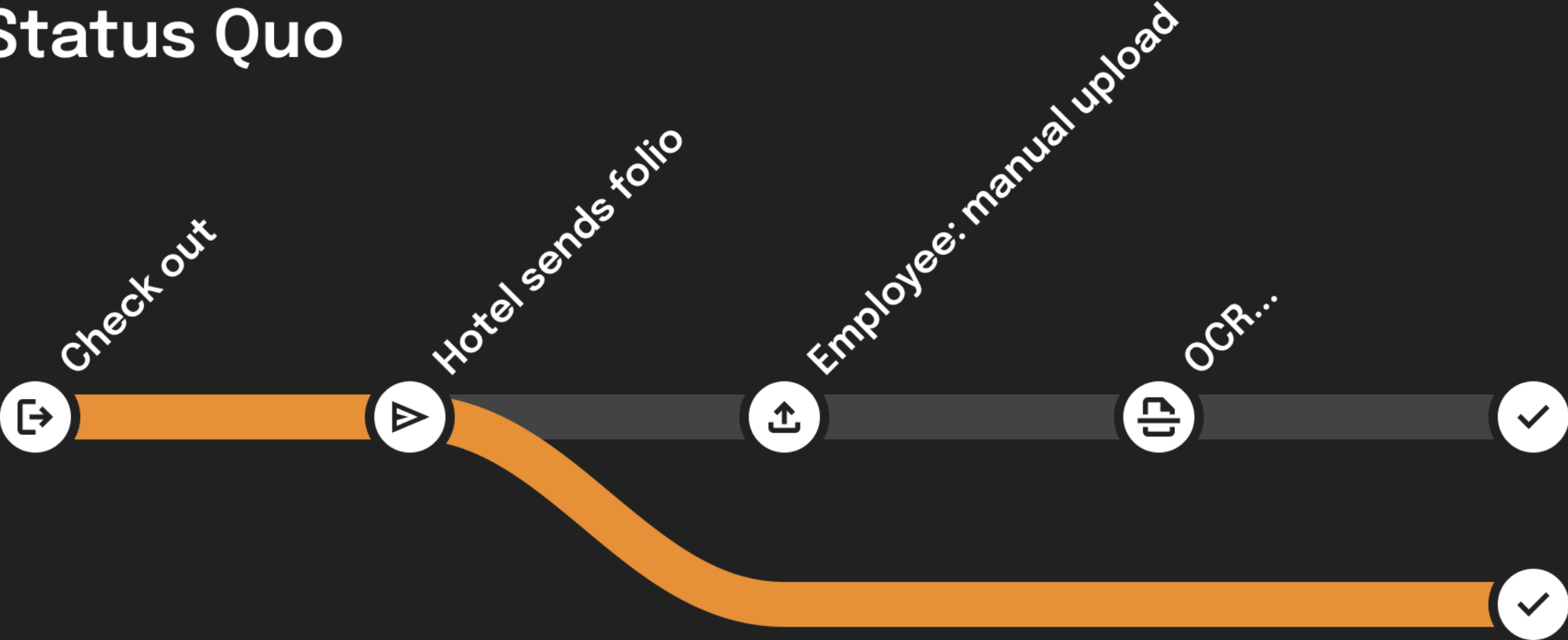
With Versa

Status Quo



With Versa

Status Quo



With Versa

**Get better access to
your own data, for free**

Your
partners
want to do
this – give
them the
excuse

WORLD
OF
HYATT®

WYNDHAM
HOTELS & RESORTS

lyft

HQ

AVIS®

Hertz



Hilton

SIXT

IHG®



MARRIOTT

Benefits Recap

1. **Travel Managers:** put receipt collection / duty of care on autopilot, for your top suppliers, for free.
2. **Travel Merchants:** Make your best customers happy, for free.
3. **Employees:** No more forwarding / tracking down receipts.
4. **Expense / Duty of Care Platforms:** Lower costs, better UX.