

WELCOME

INNOVATION STREAM WEBINARS IV

17 March 2022

Session starts at 3PM



INNOVATION STREAM WEBINARS

DISCOVER SPOTNANA

Presented by



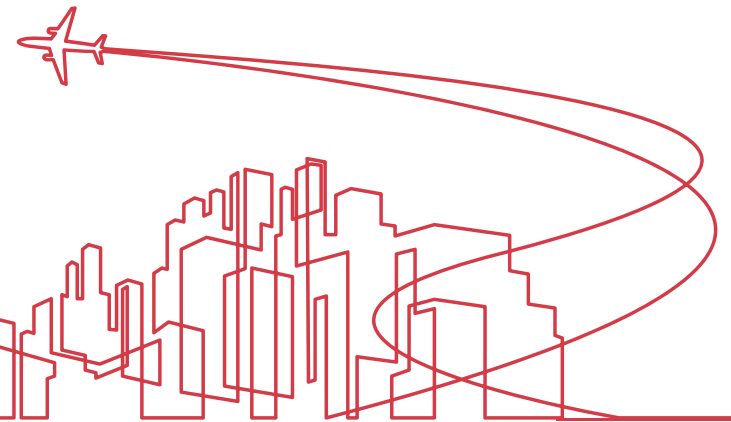
17 MARCH 2022 | 15:00 – 16:00 HRS CET | REGISTRATION REQUIRED



SPOTNANIA

Rebuilding Trust in Travel

March 2022



Travel Unbundled

Spotnana is unbundling travel with the first open, API-based travel ecosystem for innovation.

Spotnana's software-as-a-service platform provides access to an open stack of microservices that connect with any relevant third-party travel solution provider.

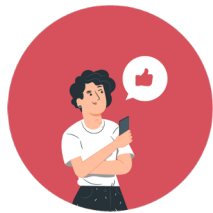
Our first business solution, a global business travel management app, is built on top of our platform using the same technology that powers our industry partners.



SPOTNANA EMPOWERS

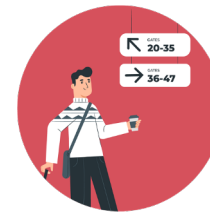
- **CORPORATIONS**
- **TECH PROVIDERS**
- **INDUSTRY SUPPLIERS**
- **TMCs**

Customers We Serve



Corporations

Corporations use Spotnana's seamless global service for business travelers and our powerful administrator tools to manage travel across dozens of global offices from one online dashboard.



Supplier Partners

Suppliers can offer differentiated content directly to the customer within company policy and leverage the Spotnana platform to build integrated applications for the web, mobile, kiosk, and more.



Technology Customers

Technology partners seamlessly integrate to Spotnana offering spend management, meetings management, budgeting, forecasting, HRMS solutions, business intelligence solutions, and a wide range of other products.



TMCs

TMCs use Spotnana's full stack or pieces of Spotnana to power their own platform or deliver bespoke, fully-branded solutions to their own customers.

Travel's Frustrating Reality



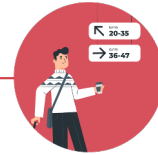
Limited Choice

Fragmented content and pricing means you're never getting the best price or experience



Broken Service

Traditional travel companies operate with geographic silos, making 24/7 service impossible



Safety Gap

Once on the road, companies have little visibility into a traveler's location and safety



Policy Pains

Restrictive travel policies don't match the needs of travelers and increase stress when on the road

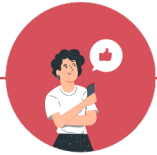


No Transparency

No visibility into travel spend and opaque fees charged by traditional players



What You Can Do With Us



Choose Travel Freely

Employees get the best fares and rates and can book all flights and hotels including 3rd party content



True Peace of Mind

Spotnana is here to help 24x7x365. All service and changes are included. We're here as your guide and partner



We've Got Your Back

Safety and security issues are solved by Spotnana's predictive technology before they begin



Stress-Free Expense

Seamless integration with any expense platform to capture all spending automatically



Full Transparency

We provide full financial visibility with clear data and real-time reporting on spending



We Fix Travel For Everyone



Unbundling Travel - Spotnana's Tech Stack

USER ORGANIZATION AND PROFILES

- Admin Profiles
- Personal Profiles
- Family and Friends Profiles
- Guest Profiles
- All Global Entities & Offices
- Travel Arranger
- Interview Candidates
- Agent

PAYMENT

- Virtual Cards
- Split Payment
- Central Billing Cards
- Stripe
- TFPay
- Amex BTA
- Airplus
- PCI-compliant Credit Card Store

POLICY

- Global Policy Engine

USER INTERFACE

- OBT
- Mobile App
- Whitelabeled OBT
- Whitelabeled Mobile App

POST-BOOKING

- Automated Refunds, Exchanges
- Unused Credit Redemption
- Location Sharing
- Trip Monitoring
- Automatic Rebooking If Cheaper Options

ANALYTICS AND REPORTING

- Real Time, Full-BI Capable Analytics & Reporting
- Custom Reports
- Sustainability, Policy Compliance Reports
- Comparison
- Industrial Trends
- AI/ML Driven Cost Saving Insights

TMC INFRASTRUCTURE

- Spotter Fare Engine
- Mid Office
- Back Office
- Notifications
- Manual Form
- Automatic AI-Driven Form Parser
- Shell PNR
- User Impersonation
- Integration to Helpdesk Tool (Freshdesk)

DUTY OF CARE

- Expense
- HR
- Sustainability
- CRM
- SSO & Auth Vendors
- Chat
- Real-Time Traveler Tracking
- ISOS Integration
- Group and Individual Contact Via Phone, Email, WhatsApp and Mobile App Notification

CONTENT INFRASTRUCTURE

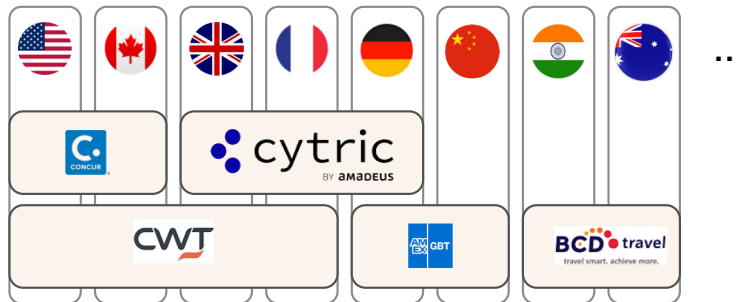
- NGS Storefront
- Branded Fares, Upselling, Bundles
- Multiple Sources
- Expedia
- Booking.com
- Content Infrastructure
- GDS
- 3rd-Party International Global Content
- LCC - Travelfusion
- Hotel
- NDC Exchange - ATPCO
- NDC

ANCILLARIES

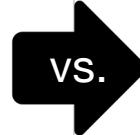
- Baggage
- Seats
- Wi-Fi
- Personalized Content

One Global Platform

Traditional Implementation *Fragmented online/offline POSs*



- Mix of rich, structured (*online*) data and low quality, unstructured (*offline*) data, *by POS*, makes analytics and insights generation difficult.
- High overhead required to manage, *by POS*, multiple sets of users, policy, approvals, payment methods, data, safety, sustainability, etc.



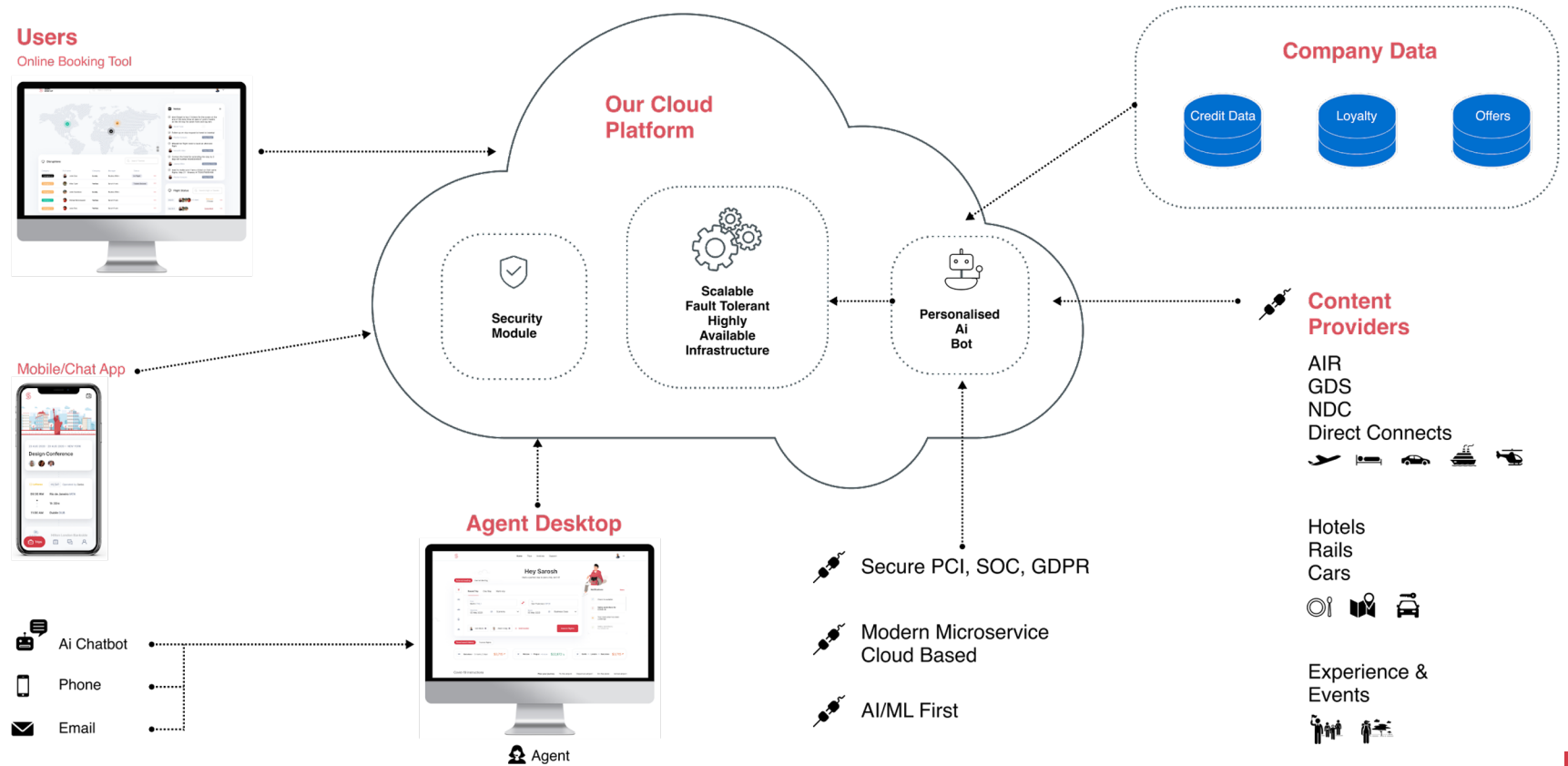
Spotnana Implementation *A single global instance*



- Consistent, rich, structured data across all countries worldwide.
- Low overhead with simplified management and visibility into global travel program from anywhere.



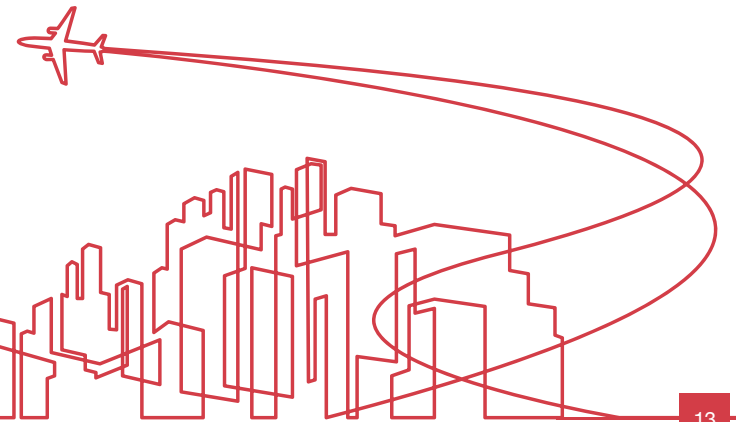
Spotnana Tech Stack at a glance



Spotnana Support



Lets take a look





Pascal Struyve
President BATM



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Thank you for joining us !



Odete Pimenta da Silva
Managing Director NATM



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UPCOMING INNOVATION STREAM WEBINAR: **GRAPEVINE**

22 MARCH 2022 | 15:00 – 16:00 HRS CET

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