

Food & Entertainment



Examples: Yelp, Groupon, OpenTable, Urban Daddy “The Next Move”, Seamless

Key Functions: Locating, reviewing, ordering, and reserving food & entertainment options while traveling, including deals

Integrations: Expense and itinerary feeds if possible.

New Fangled



Examples: AirBnB, Lyft, SideCar,

Key Functions: Newer tools focus on the “sharing” economy, such as AirBnB and Lyft, which allow you to rent someone's home or get a ride from someone with a car

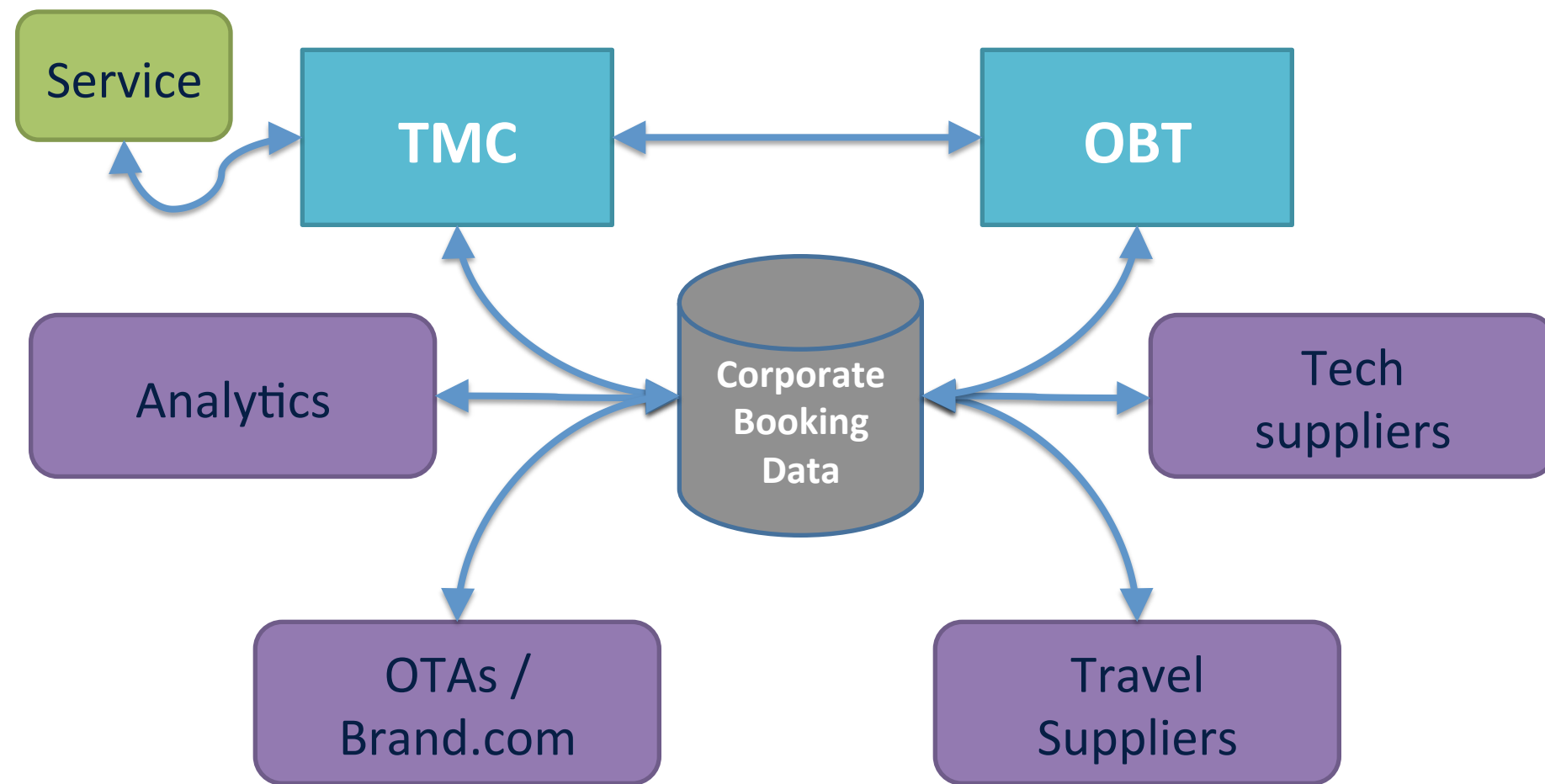
Integrations: None. Expense and itinerary feeds if possible.
Check risk and liability before promoting to travelers

**Technology providers are building
platforms to provide services,
unbundling as they go.**

Away from **Transactions and Channel**
as the core

And on to **Choice and Data**
as the new focus

But much remains intact: Policy, discounts,
duty of care, expense management,
business intelligence, etc.





TMC

stands for

Traveler

**Management
Company**

- Concur pushing the “T&E Cloud” of services, integrates with many 3rd parties; Concur buys GDSX and adopts TripLink platform for open booking
- Sabre announces TruTrip to capture open bookings.
- Amex partners with Sabre, opens up mobile world
- BCD partners with routeRank for point to point experience
- Shorts Travel Management develops “BookIt” to allow shopping anywhere
- Carlson Wagonlit buys WorldMate, makes it a branded offering but keeps it separate
- Suppliers start talking about offering corporate fares direct.

Carlson
Wagonlit
Travel®

+



+



The all-new TripCase
Top 10 updates you need to know about

A promotional graphic for TripCase. It features a dark blue background with the text "The all-new TripCase" in white, followed by "Top 10 updates you need to know about" in a smaller, italicized font. Below the text are three devices: two smartphones and a laptop, all displaying the TripCase user interface with various travel-related content.

**Travel managers empowered to
use a wider set of tools to manage
spend and keep travelers happy**

Travel Manager


















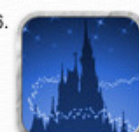




Chief Travel Enabler

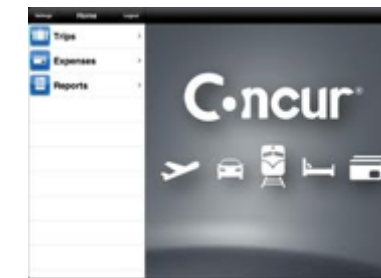


- **Look to consumer tech**
- **Outsource**
- **Open-Up!**
- **Traveler Above All**

Top Paid iPhone Travel Apps

Sort By: **Bestsellers** ↓

-  **KAYAK PRO**
Travel
Updated Jul 30, 2012
+ DOWNLOADED
-  **iExit Interstate Exit Gu...**
Travel
Updated Aug 06, 2012
+ \$0.99 BUY
-  **FlightTrack - Live Flig...**
Travel
Updated May 16, 2012
+ \$4.99 BUY
-  **Metro Paris Subway**
Travel
Updated Nov 16, 2011
+ \$0.99 BUY
-  **Spanish Translator Pro**
Travel
Updated Nov 10, 2011
+ \$0.99 BUY
-  **FlightTrack Pro - Live ...**
Travel
Updated May 16, 2012
+ UPDATE
-  **Roadside America**
Travel
Updated Jun 16, 2012
+ \$2.99 BUY
-  **FlightBoard - Live Flight ...**
Travel
Updated Aug 28, 2012
+ \$3.99 BUY
-  **Smithsonian's Nationa...**
Travel
Released Aug 01, 2012
+ \$1.99 BUY
-  **SpeakEasy French**
Travel
Updated May 11, 2011
+ \$1.99 BUY
-  **LiveATC Air Radio**
Travel
Updated Jul 20, 2011
DOWNLOADED
-  **MarineTraffic**
Travel
Updated Dec 04, 2011
+ \$3.99 BUY
-  **Translation Dictionary ...**
Travel
Updated Oct 26, 2011
+ \$0.99 BUY
-  **FlightRadar24 Pro**
Travel
Updated Aug 23, 2012
+ \$2.99 BUY
-  **Ship Mate - Carnival Cr...**
Travel
Updated Aug 31, 2012
+ \$1.99 BUY
-  **Disney World Magic Guide**
Travel
Updated Jun 01, 2012
+ \$4.99 BUY
-  **EveryTrail Pro**
Travel
Updated Jul 21, 2012
+ \$3.99 BUY
-  **Live Cams - EarthCam**
Travel
Updated Jul 24, 2012
+ \$0.99 BUY
-  **Flight+ Track Live Flig...**
Business
Updated Aug 13, 2012
+ \$3.99 BUY
-  **Camp & RV - Tenting to R...**
Travel
Updated Jul 10, 2012
+ \$5.99 BUY





OPEN

A neon sign with the word "OPEN" in red letters inside a blue rectangular border. The sign is centered on a white background. The word "OPEN" is written in a stylized, blocky font. The blue border is double-lined and has rounded corners. There is a small, faint mark or logo near the bottom center of the sign.





**The Traveler's
View of
Managed Travel
Changes**

