

NEWS RELEASE

BCD adds Pana to SolutionSource marketplace to make guest travel simple for clients

UTRECHT, The Netherlands, Aug. 9, 2018 – [BCD Travel](#) announced today it has added booking technology company Pana to its [SolutionSource](#)[®] marketplace. Pana, a technology company that focuses on business travel for guests, is the first solution of its kind to join the SolutionSource marketplace. The BCD-Pana integration will leverage a cross platform exchange of key travel data for seamless delivery of Pana services to BCD customers.

It is challenging for traditional corporate travel programs to accommodate non-employee travelers such as recruits, contractors, consultants, interns, and more. Trips are not always accounted for in a duty of care system, or in travel spend reports. It can also represent an inconvenience for the traveler if upfront payment is required.

With Pana, the corporate client can configure the booking process to meet their needs, specifying their preferred suppliers, determining form of payment, and setting reimbursement policies. Pana then coordinates all the travel logistics directly with the traveler via their award-winning chat platform and sends the final itinerary to the client.

"Pana provides a unique solution that transforms what is typically a manual, complex process into a simple, elegant experience for guest travelers," says Yannis Karmis, BCD Travel's senior vice president of product planning and development. "By including Pana in SolutionSource, we are able to integrate this technology in a way that easily fits into our client's current travel program."

In this first-of-its kind full integration, BCD now can offer clients a seamless experience for managing guest bookings. Companies will be able to easily extend their negotiated rates and amenities to guest travelers, and their bookings will stay within the BCD Travel environment. All booking data will be available in BCD's proprietary intelligence platform, [DecisionSource](#)[®], giving travel managers a single place to manage their program.

"We're thrilled to be working with BCD to expand our reach to more customers who want a differentiated travel experience for some of their most important travelers—their guests," says Devon Tivona, co-founder and chief commercial officer at Pana. "We chose BCD as a global partner because they are a widely-respected industry leader whose customer-first mission aligns with our own. By delivering a deeply-integrated product to BCD's customers, we're taking a huge step closer to fulfilling that mission."

Visit the BCD Travel's tradeshow booth at GBTA in San Diego to learn more about Pana, and BCD's other SolutionSource Authorized Partners who will [present](#) to guests on their unique approach to tackling today's corporate travel challenges.

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About BCD Travel

BCD Travel helps companies make the most of what they spend on travel. For travelers, this means keeping them safe and productive, and equipping them to make good choices on the road. For travel and procurement managers, it means advising them on how to grow the value of their travel program. In short, we help our clients travel smart and achieve more. We make this happen in 109 countries with almost 13,500 creative, committed and experienced people. And it's how we maintain the industry's most consistent client retention rate (95% over the past 10 years), with 2017 sales of US\$25.7 billion. For more information, visit www.bcdtravel.com.

About BCD Group

BCD Group is a market leader in the travel industry. The privately-owned company was founded in 1975 by John Fentener van Vlissingen and consists of BCD Travel (global corporate travel management), Travix (online travel: CheapTickets, Vliegwinkel, BudgetAir, Flugladen and Vayama), Park 'N Fly (off-airport parking) and Airtrade (consolidation and fulfillment). BCD Group employs over 14,500 people and operates in 109 countries with total sales of US\$27.9 billion, including US\$10.4 billion partner sales. For more information, visit www.bcdgroup.com.