



JTB Business Travel Launches Teal, a Next-Generation Platform to Transform Business Travel Management

Teal, powered by Spotnana, combines global reach and cutting-edge cloud technology to deliver a smarter business travel experience to companies of all sizes.

Torrance, CA, May 28, 2025 — JTB Business Travel, a service brand of JTB USA Inc., announced the launch of Teal, a modern, cloud-based travel management platform designed to simplify, personalize, and transform the way companies manage their global travel programs.

Powered by Spotnana's industry-leading technology, Teal unifies Travel Managers, Travelers, and JTB Business Travel Advisors on a single platform to create a simplified, intuitive, and scalable experience for organizations of all sizes. JTB Business Travel is also the first Travel Management Company (TMC) to offer Spotnana's platform across owned points of sale in over 15 countries, expanding to 25 by the end of 2025—enabling fast, truly global program rollouts.

Built to address the evolving demands of modern business travel, Teal empowers Travel Managers with real-time visibility, policy control, sustainability tracking, and integrations with HR and expense systems. For Travelers, Teal delivers an easy-to-use, mobile-friendly booking experience that offers full inventory access across air, hotel, rail, and car rental, along with real-time alerts, global support, and personalized, policy-aligned options. Travelers also gain the autonomy to book, modify, or cancel their trips independently—with seamless support on the road whenever they need it.

The results speak for themselves. According to data from Spotnana, the cloud-based platform that powers Teal, existing users have achieved a 94% average self-service online booking rate. This type of efficiency leads to meaningful cost savings through streamlined booking, increased traveler autonomy, and stronger supplier management.

"At JTB Business Travel, we're always challenging ourselves to find new ways to deliver exceptional service through smarter technology," said Geert de Boo, General Manager and Vice President of Global Business Travel at JTB USA, Inc. "Teal supports our pursuit of that goal and represents a major step forward for our clients—bringing together JTB's global expertise and Spotnana's cloud technology to deliver the best possible travel experiences."

Unlike legacy systems that require complex and lengthy rollouts, Teal makes it easy to deploy global travel programs—often as simple as configuring a list of countries to be launched. Teal also bridges the gap between managed and unmanaged travel by offering a turnkey, cost effective alternative that gives companies full support from JTB Travel Advisors with minimal lift to get started.

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"Spotnana and JTB Business Travel are working together to offer businesses around the world a powerful combination of advanced technology and exceptional service," said Steve Singh, Executive Chairman and CEO of Spotnana. "By connecting JTB Business Travel's clients and expert Travel Advisors through Spotnana Cloud for TMCs, everyone can benefit from improved travel experiences, greater efficiency, and faster innovation."

With Teal, companies can roll out consistent travel programs across markets in minutes, manage costs with greater accuracy, and support traveler wellbeing with always-on access to human-centered support.

Key Teal Features Include:

- Simultaneous global rollout across languages, currencies, and regions
- Real-time spend monitoring, safety tracking, and sustainability reporting
- Comprehensive booking inventory for air, hotel, rail, and car rentals
- Pre-built integrations with HR, finance, and expense management platforms
- 24/7 support powered by unified traveler profiles and policy information

Teal is now available to JTB Business Travel clients worldwide. For more information, visit jtbbts.com/teal

About JTB Business Travel

JTB Business Travel, a full-service Travel Management Company (TMC) and service brand of JTB USA, Inc., helps companies of all sizes travel smarter, smoother, and more sustainably. As a global leader in business travel management, we deliver innovative solutions backed by advanced technology and personalized service. Our fit-to-size approach is especially well-suited to small- and medium-sized enterprises, making travel easier to manage at every step. Global in Service. Local in Knowledge. Learn more at <http://www.jtbbts.com/>.

About Spotnana

Spotnana is modernizing the infrastructure of the travel industry. It's our vision to power the perfect trip for travelers everywhere. Our open Travel-as-a-Service platform enhances the experiences of both corporate and leisure travelers, helps Travel Management Companies (TMCs) increase revenue and efficiency, enables travel providers to deliver personalized offers, and empowers any company to sell travel to its customers. To learn more, visit spotnana.com.

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