



WE BRING THE WORLD TOGETHER ONE GROUP AT A TIME.
Book your meeting or group through MeetingWorks®
or GroupWorks™ and receive special benefits.

Business Travel News, since 1984

25 **BTNonline** Corporate Travel Intelligence

REFERENCE CENTER: Learn More or Log in

EUROBTN
BUSINESS TRAVEL NEWS
NEWSLETTER
SIGN UP NOW

SEARCH THE ARCHIVE

ABOUT US | CONTACT US | ADVERTISING OPS | LICENSING OPS | SUBSCRIBE | NEWSLETTERS | SITE MAP |  RSS

NEWS BY INDUSTRY

Airline
Hotel
Car Rental
Chauffeured Transportation
Corporate Payment Systems
Travel Management
Travel Management Technology
EuroBTN
Meetings Today
Destinations

INDUSTRY RESOURCES

Black Book: Key Industry
Contact Listings

Digital Resources
Webcasts
Virtual Corporate Travel World

MAGAZINE NEWS

[SAVE](#) | [EMAIL](#) | [PRINT](#) | [MOST POPULAR](#) |  [RSS](#) | [REPRINTS](#)

Expense Suppliers To Align With Payment, Booking Tools

By Michael B. Baker

SEPTEMBER 07, 2009 -- Expense reporting tool suppliers CyberShift and ExpenseWatch.com in recent weeks have announced agreements to integrate with other suppliers in both the booking and payment spheres.

CyberShift's agreements have focused on the payment side, with deals announced with both MasterCard Worldwide and issuer BMO Spend & Payment Solutions during the National Business Travel Association International Convention in San Diego last month. Both deals focus on integrating payment data directly into the CyberShift Expense tool.

The agreement with MasterCard allows the network's issuers to offer CyberShift Expense to their corporate card customers with the integration of MasterCard's data—including electronic folio data from approximately 12,000 hotels—in place. Steve Abrams, group executive of global commercial products for MasterCard, said the network at one time had considered developing its own expense tool but ultimately decided the alliance with CyberShift was more beneficial.

CyberShift and MasterCard are targeting midsize companies with the alliance but also will be able to integrate payment and expense data for large and multinational companies, the two parties said.

Additionally, CyberShift has partnered with MasterCard issuer BMO Spend & Payment Solutions. The Toronto-based BMO has invested heavily in recent years to grow its presence in the U.S. travel and expense industry, and CyberShift is only the latest in a number of vendor partnerships the issuer has announced, including a deal with Ariba last year ([BTNonline, Aug. 11, 2008](#)).

Terry Wellesley, managing director of BMO Spend & Payment Solutions, said the combination would "give employees, managers and organizations a sure-fire vehicle to submit, approve, certify and receive reimbursement in record time." This also marks the first such partnership with a card issuer for CyberShift.

"This is our only partnership at a strategic level," CyberShift CEO Robert Farina said. "We've integrated data with other providers in the past, but they haven't been a product-integration type of partnership."

Meanwhile, expense management supplier ExpenseWatch.com in recent weeks has announced partnerships with three booking tools for data integration: Travelocity Business, Egencia and, most recently, TRX's ResX tool.

The Travelocity partnership, announced Aug. 19, will allow expense managers to monitor booked travel versus expensed travel on ExpenseWatch.com reports, aided by Travelocity's tools to direct travelers to preferred suppliers and policy adherence.

ExpenseWatch.com president and CEO Bill Vergantino expects the integrated tools to be available during the first weeks of October.

The Egencia partnership, announced a week prior to the Travelocity integration, accomplishes a similar end, boosted by Egencia's tools to enforce corporate travel policies, according to the companies. Similarly, the ResX partnership, announced Aug. 25, will allow travel managers to apply policies and controls from booking to the filing of the expense



Find more solutions from an industry leader. ▶

- Core Products
- Global Vision®
- Global Account Manager
- Travel Account
- Automated Expense Reporting
- Group Event System

Contact John O'Hagan: +44 (0)20 8600 5158
john.ohagan@cti.com



Sign up for
BTN
eNewsletter



SUBSCRIBE
CURRENT ISSUE
ARCHIVES

INFONOW
FAST, FREE
information from

TELL US YOUR PROBLEMS
WE'LL HELP YOU FIND THE RIGHT SOLUTION

[CLICK HERE](#)



tr TAKE ACTION

Ads by Google

Corporate Travel Reports
Reduce travel spend, analyze trends in corporate travel data, and save.
www.trx.com

Easy Spreadsheet Reports
This 3 Minute Demo Shows You How To Integrate Spreadsheets & BI Reports
Cognos.com/BI_Analyst_D

Business Process Mapping
Fastest Way to Optimize Business. Cut Costs by 30% -

Free Whitepaper!
Serena.com/LeanBPM

Corporate Travel
Providing Corporate
& Executive
Travel Service For
Over 35 Years.
www.TLGTravel.com

report, cutting opportunities for policy violations and fraud, according to the companies.

According to Vergantino, ExpenseWatch.com, like CyberShift, would continue to pursue the partnership route rather than merging booking and expense reporting capabilities into a single tool to target companies with small to medium travel budgets.

ExpenseWatch.com is one of the few companies to actively court companies with as few as 50 employees, he said.

[SAVE](#) | [EMAIL](#) | [PRINT](#) | [MOST POPULAR](#) | [RSS](#) | [REPRINTS](#)
[SUBSCRIBE TO BUSINESS TRAVEL NEWS*](#)



90% of subscribers say DIRECTV increases their business!



© 2009 Nielsen Business Media, Inc. All rights reserved. [Terms of Use](#) | [Privacy Policy](#)