

»» 6TH ANNUAL | 2013

# CORPORATE TRAVEL DIRECT CONFERENCE

September 17-18

NEW YORK CITY

PARTNERSHIP TRAVEL CONSULTING



## Tuesday, 09/17/2013

5:00 pm - 7:00 pm

**Welcome Reception**  
Gallery on Lex, Lobby Level

## Wednesday, 09/18/2013

8:00 am - 8:30 am

**Registration and Networking Breakfast**  
Empire Ballroom V Foyer, Ballroom Level

8:30 am - 8:45 am

**Opening Remarks and Sponsor introductions, Andrew W. Menkes, CTC, PTC**  
**Empire Ballroom V - Ballroom Level**  
Andrew W. Menkes, Founder and CEO, Partnership Travel Consulting LLC

8:45 am - 9:15 am

**Airline Industry Dynamics**

Dave Hilfman, Senior Vice President Sales, United

10:00 am - 11:00 am

**Senior Airline executive and industry veteran Dave Hilfman will share insights into recent dynamics and changes in the airline industry. The topics will include working with Alliances, and how to integrate ancillary airline services and products into a corporate travel program.**

#### **Globalizing or Glocalizing your TMC**

Maria Chevalier, former Global Travel Manager, HP  
Michelle (Mick) Lee, Managing Director, Head of Global Travel, Citigroup  
Doug Weeks, Director, Booz & Company

**The BTN 100 list identifies that the top 4 TMC's handle the majority of those companies. Senior Global Travel Managers will provide insight into the differences between a single-source award, and hand-picking TMC's by market based on customized corporate metrics that vary by Region and Country.**

**Moderated by Andy Menkes, Founder and CEO, Partnership Travel Consulting**

11:15 am - 12:15 pm

#### **Auditing Your Travel Program**

Marty Morrison, President & CEO, Fare Audit  
Steven Schoen, Director Mobility Services North America, Siemens Corporation Supply Chain Management  
Tom Kallas, Senior Vice President, Partnership Travel Consulting LLC  
Jeff Hillenmayer, Vice President, Professional Services, Lanyon Inc,

**Only a small number of companies systematically employ a 3<sup>rd</sup>-party audit of their travel program. Specific focus will be on auditing airfare and hotel compliance, both at the TMC level as well as internal compliance metrics.**

**Moderated by Stephen Armstrong, Managing Partner EMA, Partnership Travel Consulting**

12:30 pm - 1:30 pm

#### **Guest Speaker Luncheon - State of the Industry**

Peter Kane, North America Marketing Communications Manager, AirPlus International

1:45 pm - 2:45 pm

#### **Travel Technology 2014 and Beyond**

Jim K. Davidson, President and Chief Executive Officer , Farelogix  
James Filsinger, President and CEO, Yapta  
Dave Lukas, Vice President/CSO, Grasp Technologies Inc.  
Derek Sharp, Managing Director, Global Distribution Sales & Services, Travelport  
Steven Reynolds, CEO, tripBam

**Technology enhancements and new entrants continue to improve and sometimes disrupt the status quo. This panel of experts will provide insights into new trends and best practices on how to maximize technology to keep your corporate program on the cutting edge, and not the bleeding edge of technology integration between the web the GDS' and 3rd party products.**

**Moderated by Tony D'Astolfo, Managing Director, Phocuswright**

3:00 pm - 4:00 pm

### **CTD and Outsourcing Options**

Kathy A. Briski, Travel Category Leader, Boeing Corp.  
Susan Long CCTE, GLP, Corporate Travel Manager, Alliance Data  
Christopher Flores, Manager, Agency Participation Programs, ARC  
René Colyer, Manager, Corporate Travel Department, Exelis Inc

**2013 marks the 15<sup>th</sup> anniversary of the first Corporate Travel Department (CTD). A panel of CTD companies of varying spend will share their insights into the decision process, implementation and marketing of the CTD program internally.**

**Moderated by Andy Menkes, Founder & CEO, Partnership Travel Consulting**

4:15 pm - 5:00 pm

### **Corporate Payment Systems Integration**

Tom Wilkinson, Director Administration, GDSX - A Concur Company  
Peter Kane, North America Marketing Communications Manager, AirPlus International  
Sandy Gennrich, Vice President US Large Market Commercial Products, MasterCard Worldwide

**This segment is currently dominated by a small number of suppliers, yet technology and competition are creating new opportunities and approaches to a Corporate Payment System. Learn some of the newest approaches to financial reporting and "non-plastic" solutions.**

**Moderated by Phil Dunphy, Partnership Travel Consulting**

5:15 pm - 5:30 pm

5:31 pm - 7:30 pm

### **Program Wrap-up and Open Q&A**

**Closing Networking Reception  
Empire Ballroom V Foyer, Ballroom Level**