

Tuesday, November 18, 2014

OFF THE RECORD, ON THE MONEY

JW Marriott Union Square SAN FRANCISCO

PARTNERSHIP TRAVEL CONSULTING



Tuesday, November 18, 2014

8:15 am - 9:00 am

Arrival and Breakfast

(Informal Registration as this is a private event)

9:00 am - 9:45 am

Opening Remarks: Travel Program Optimization

Andrew W. Menkes, Founder and CEO, Partnership Travel Consulting LLC

This will kick-off the day's discussion by touching on each of the following topics:

- Reaching C-Level To Promote Your Program
- Achieving Your Goals - Savings, Responsibility and Service
- How To Assess Your Travel Program's Effectiveness
- Integrating Travel Booking, Payment and Technology
- Mobility and Managing The Needs Of The Row Warrior
- 2015 Goals Objectives and Strategies

9:45 am - 10:30 am

Auditing Your Travel Program

Mark Williams, Partner, Goldspring Consulting

Only a small number of companies systematically employ a 3rd-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.

10:30 am - 10:45 am

Networking coffee break

10:45 am - 11:30 am

Hotel RFPs - Waste of Time?

Consulting Firms and Hotel Sourcing Companies love to take your money in the 3rd quarter of every year to essentially do what you did the year(s) prior. The rates you claim as victory can put a black eye on your travel program, and your own reputation. Learn how to optimize the 2015 hotel program with cutting-edge approaches to sourcing and compliance technologies.

11:30 am - 12:15 pm

TMC Optimization

The BTN 100 list identifies that the top 4 TMC's handle the majority of those companies. This interactive (and Off the Record) discussion 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. You will also gain insight into contract and SLA metrics that have traditionally been crafted with unilateral benefits to the TMC.

12:15 pm - 1:30 pm

Networking Lunch, Sponsored by JW Marriott

1:30 pm - 2:00 pm

The CEO Elevator Pitch

What if you ran into your CEO/CFO in the elevator and you were asked: "What do I need to know about and do about our travel program for next year?"

2:00 pm - 2:05 pm

The Benefits of Managed Travel 2.0

2:06 pm - 2:30 pm

Email Catch-Up and Networking Break

2:30 pm - 3:30 pm

Break-out Sessions by Major Topic

Attendees will decide on the most pressing topics that require deeper discussion to be shared with the group after the break-out sessions.

3:30 pm - 3:45 pm

Open Discussion: Output and Input From Break-Out Sessions

3:35 pm - 4:15 pm

IATA NDC Technology

We are now well over the controversy on NDC and it is time to roll it out in the marketplace for the mutual benefits of all stakeholders in the value chain. This session will bring NDC to life through a web demonstration that will help you explore the multiple benefits that NDC will bring to your business and your customers.

4:30 pm - 5:00 pm

Rapid-Fire Q&A Round and Conference Wrap Up

Andy and Mark offer the ability for a no-holds-barred Off the Record exchange of questions on topics that would normally be too controversial in a mixed environment that included suppliers and/or trade press.

5:01 pm - 6:30 pm

Cocktail Reception hosted by JW Marriott San Francisco