



**10/21/2014**

5:00 pm - 7:00 pm

**Welcome Cocktail Reception  
New York Marriott East Side**

**10/22/2014**

8:00 am - 8:30 am

**Registration and Networking Breakfast  
New York Marriott East Side, Stuyvesant Ballroom, Level One**

8:30 am - 8:45 am

**Opening Remarks and Sponsor introductions, Andrew W. Menkes, CTC, PTC ,  
Travel Industry Virtual White Paper: Ron DiLeo, President Partnership Travel  
Consulting**

**Stuyvesant Ballroom, Level One**

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

8:45 am - 9:30 am

**Global Airline Industry Dynamics**

Dave Hilfman, Senior Vice President Sales, United Airlines

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 products into a corporate travel program.

9:30 am - 10:15 am

### **Auditing Your Travel Program Indirect Costs**

Tom Kallas, Senior Vice President, Partnership Travel Consulting LLC  
Mark Williams, Partner, Goldspring Consulting  
Bob Harrell, President, Harrell Associates, LLC

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.

10:30 am - 11:30 am

### **CTD and Outsourcing Options**

Kathy A. Briski, Travel Category Leader, Boeing Corp.  
Jeannine Hankinson, Managing Director, Client Services , ARC

A CTD Panel of Travel Managers provides insight into creating the business case for a CTD, configuration options and benefits locally and globally.

Moderated by Duane Futch, Executive Vice President, Partnership Travel Consulting

11:30 am - 12:30 pm

### **TMC Service Platforms: Global, Regional or Remote?**

Matt Parkerson, Sourcing Manager - Travel & Fleet Services, McKesson  
Cindy Shumate, Travel Services Manager, Princeton University  
Mitchell Stern GTP, Manager, Travel Services, Pearson  
Renee Fiumefreddo, Director, Realogy Corporation

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 Ron DiLeo, President, Partnership Travel Consulting

12:30 pm - 1:55 pm

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

Mike Premo, President & CEO, ARC

#### **The Benefits of Managed Travel 2.0**

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

1:55 pm - 2:00 pm

2:00 pm - 3:00 pm

### **Travel Technology 2015 and Beyond**

Steven Reynolds, CEO, tripBam

James Filsinger, President and CEO, Yapta

Dave Lukas, Vice President/CSO, Grasp Technologies Inc.

Ian Haywood, Vice President, Global Airline Strategy, Travelport

Wendy Visee, Managing Director, BMO Harris Bank | Treasury & Payment Solutions |

Diners Club North America

3:15 pm - 3:45 pm

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

### **Airline Service and MIS Updates**

Chuck Imhoff, Staff Vice President, DELTA | KLM | AIR FRANCE | ALITALIA

3:45 pm - 4:30 pm

### **Exploring IATA NDC Technology**

Jean-Charles Odelé-Gruau, Regional Director IDFS for The Americas, IATA

4:30 pm - 5:00 pm

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.

5:31 pm - 7:30 pm

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

**Closing Networking Reception**  
**New York Marriott East Side, Level One**