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MANAGES OR ARRANGES BUSINESS TRAVEL

THE AUSTRALIAN TECHNOLOGY PARK, SYDNEY 2nd & 3rd MAY 2012

Business Travel in Context



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BTTB AUSTRALIA 2012 Business Travel in Context

Over the past few years, travel managers have had to contend with dramatic and often unpredictable changes in the business environment. Natural disasters, financial crisis, political turmoil and civil unrest made travel planning difficult and put pressures not only on travellers, but also on their managers.

With so much uncertainty surrounding their roles, travel managers need as much information as possible about the aspects they can control, and this year's BTTB Australia conference aims to provide vital insights into the travel supply chain. From pricing trends to global best practice, the conference content will aim to draw on the best information out there and apply it to the demands of Australasian travel management.

Over two days, delegates will get to hear some leading experts as well as learning from their peers in a programme that brings together plenary presentations and hands-on workshops.

The event, now in its 13th year, will also include the region's biggest business travel trade show where leading suppliers will be on hand to demonstrate their solutions and discuss developments.

The highlight of the event will no doubt be the 2012 BTTB Travel Management Awards. The awards dinner will see the presentation of the Travel Programme of the Year accolade for the buyer organisation which best displays innovation and process efficiency. There will also be awards for key supply chain partners and the inaugural ATMC innovation award which recognises a TMC trailblazer.

If you're involved in business travel, you can't afford to miss BTTB Australia 2012.

Nigel Wardropper *Managing Director, BTTB Marketing*

Allan Leibowitz *Editor, Business Travel Monthly*



BTTB Travel Management Awards 2012 Business Travel in Context

The BTTB Travel Management Awards will be held on May 2nd, honouring excellence on both sides of the supply chain.

Nominations Close 30th March 2012

Nominations have opened for the 2012 BTTB Travel Management Awards, the only independent awards open to all industry players and recognising excellence in corporate travel.

At a time of enormous economic stress and growing cost pressure, the demands on all sides of the supply chain have increased. Despite the challenges, there is still plenty of innovation, and the awards will again recognise buyers and suppliers which have found opportunities in hardship and met the needs of all stakeholders.

BTTB would like to thank Qantas for its support as sponsor of the Buyer Award and the Awards Dinner.

As in the past, there are two award categories – buyers and suppliers.

Buyer Awards

This category is open to travel managers and buyers responsible for the procurement and administration of travel in their organisation. The award will recognise policy and compliance, supplier relationships, technology adoption, social and environmental responsibility and innovation. It will take size into consideration, recognising that more innovation is required to deliver benefits on a small budget.

Buyers can nominate themselves or they can be nominated by their supply partners. However, all submissions are the responsibility of the nominee – and while suppliers are welcome to assist, submissions must be completed by the corporate travel manager.

Besides a special trophy, the winning organisation will receive one business class air ticket anywhere on the Qantas network for an educational conference or trip. The prize is intended to raise the professionalism of business travel, not to defray routine travel costs nor for leisure purposes, and the winner will need to justify the ticket request.

Supplier Awards

Recognising that best practice in travel management is the result of collaboration between buyer and supplier, a number of supply categories are also included in the award process. Here, suppliers are nominated by their clients who need to justify the nomination and provide examples of exceptional value-adding.

The 2012 BTTB Travel Management Awards will be presented at a gala dinner on 2nd May, Dockside Rooms, Cockle Bay Wharf, Darling Harbour, Sydney. (At the end of the first day of the 2012 BTTB Australia Conference)

We look forward to receiving your entries.

Allan Leibowitz

Editor, Business Travel Monthly and head of the judging panel



Awards are presented in the following categories:

Travel Management Services – generally travel management companies or individual agency employees.

Expense Management Services – card providers, expense management system providers or payment services.

Technology Services – suppliers of any technology used in the end-to-end travel management process.

Traveller Services – providers of traveller safety and traveller information services which enhance the traveller experience. (This has been broadened from the previous Traveller Safety Services category).

BTTB AUSTRALIA 2012 Business Travel in Context

The BTTB Australia 2012 Trade Show

Save Time and Money meeting all of your key suppliers and potential new ones in one venue!

The BTTB Australia Trade Show is the largest of its kind in Australia, featuring displays from many of the leading business travel suppliers. Attendees at the BTTB Australia Conference will be provided with adequate time to visit the stands, making new contacts and seeing first-hand what the leading suppliers have to offer.

Networking Opportunities for all

A significant amount of the value that delegates get from attending BTTB Australia is derived from the networking opportunities. For many of our "old hands", it is a great once-a-year opportunity to catch up with their peers and a vast array of supplier contacts.

However, it is not always so easy for buyers attending their first conference to identify the like-minded (or professionally associated) delegates that they would like to meet. With this in mind, we will this year be providing an introductions service to any new buyers attending, assisting with identifying relevant contacts, and making initial introductions.

For further details on how this service will work please contact:

Deanne Bergsma at BTTB on Tel. 07 5644 0511 Email: deanne@bttbonline.com

About the Venue

The Australian Technology Park (ATP) is located in the old Railway Workshops at Eveleigh, just to the south of Sydney's CBD. Access is very easy, with parking available at a flat rate of \$30 per day. Alternatively, you may choose to catch the train from the city. The ATP is located next to Redfern Railway station which is one stop from Central Railway Station.

Travelling Times

By Rail - 5 minutes from Central.

By Car, Taxi etc from CBD - approx. 10 minutes

By Car, Taxi etc from Domestic Airport - approx 15 minutes

Transport

BTTB will provide bus services from:

- The Australian Technology Park to the City at the end of the first day's conference proceedings - in time for the BTTB Travel Management Awards Dinner. We will arrange for a few drop-off locations for delegates needing to check into their accommodation. A survey closer to the event will determine where the drop-off points will be.
- From the same drop-off points as mentioned above to the Australian Technology Park the following morning, in time for the day two conference sessions.

Airport Buses at Close of Conference

Voyager has again kindly offered to provide buses to take delegates to the airport at the close of the conference. To register for one of these buses, please visit the Voyager Travel stand during the conference.



Exhibitors [TO DATE]

- Amadeus IT Pacific
- Amora Hotels & Resorts
- ANZ
- Carlson Wagonlit Travel
- Choice Hotels Australasia
- Concur
- ConTgo
- Corporate Travel Management
- Diners Club
- Dockside Group
- Emirates
- Federal Group Tasmania
- HRG Australia
- International SOS
- Malaysia Airlines
- Mantra Group
- MasterCard Worldwide
- Metro Hotels
- National Australia Bank
- Qantas
- Quest Serviced Apartments
- Sabre Travel Network & GetThere
- Seasons Apartment Hotel Group
- SERKO Ltd
- SilverNeedle Hospitality
- SkyBus
- SKYCITY Hotel & SKYCITY Grand
- Sydney Harbour Marriott
- The Old Woolstore Apartment Hotel
- The Star
- TMS Australia
- Voyager
- World Travel Professionals
- 707 Pty Ltd

BTTB AUSTRALIA 2012 Business Travel in Context

Pre-Conference Cocktail Party

Voyager Travel is pleased to provide an 'eve of the conference' informal get-together for BTTB Buyer attendees (Interstate & Sydney all welcome).

- Radisson Blu Hotel, Blu Room, Ground Floor of 27 O'Connell Street, Sydney (opposite lifts)
Tuesday 1st May 2012
6.30 to 8.30pm
Dress code - Smart Casual

Numbers are strictly limited. Anyone who wishes to RSVP should email bttbevent@voyagertravel.com.au no later than Monday 23rd April. First in best dressed!

Kindly sponsored by:



The 6th BTTB Travel Management Awards Dinner

The 6th BTTB Travel Management Awards Dinner will be held at the Dockside Rooms, Cockle Bay Wharf, Darling Harbour on the evening of Day 1, 2nd May. Please join us for an evening of fun networking and the opportunity to recognise excellence in travel management.

Proudly Sponsored by



BTTB AUSTRALIA 2012 Business Travel in Context DAY 1 PROGRAMME

Time	Session	Presenter
8.00-9.15am	Registration	
9.15-9.30am	Welcome and Introduction	Nigel Wardropper BTTB Marketing
9.30-10.00am	Local context: Australian travel trends 2012 Business travel does not occur in isolation. Corporates compete for hotel rooms and aircraft seats with leisure travellers, so we have to look at the broader market. What can we expect in the year ahead? An examination of the forces driving airfares and accommodation rates will provide some perspective to this year's contract negotiations.	Anthony Webber Associate Professor Sydney University
10.00-10.50am	Global context What happens in other developed markets is certain to impact on business travel Down Under. This session will review some of the latest findings from the US, Europe and the Asia Pacific.	Mike Orchard Senior Director CWT Solutions Group
10.50-11.30am	Opening of Exhibition Refreshments served in Exhibition Area	
11.30-12.15pm	Plugging the leaks [WORKSHOP] In the past, expense management was used primarily as an administrative tool, but increasingly, it is being used as an instrument of policy and compliance. See how expense management solutions and card products can be used to stop rogue spending.	Tony O'Connor Director, TMS Australia Marten Jagers, Concur Technologies and Matt Jackson, ANZ Commercial Cards
12.15-12.45pm	Lunch served in Exhibition Area	
12.45-1.30pm	Exhibition Time	
1.30-2.30pm	Duty of Care [WORKSHOP] Employers have a responsibility to ensure the safety of their travellers. This session will approach duty of care from two perspectives: the tools required to keep track of travellers and the risk strategies needed to ensure you know what to do when your travellers are at risk.	Oliver Tams Head of Corporate Solutions, Amadeus Simon Francis Regional Security Director, and Marcus McRitchie, Director – People Risk Management International SOS
2.30-3.15pm	Refreshments	
3.15-4.15pm	Benchmarking your travel programme [WORKSHOP] What indicators tell you the most about how well you're managing the travel category? This session will demonstrate a travel dashboard and flag some benchmarks based on pre-conference data from delegates.	Samantha Durban Director Purchasing Index
4.15-5.15pm	Procurement vs travel management Is travel so special that it needs to be treated differently from other procurement categories? This friendly debate presents both sides of the argument. <i>Panellists:</i> Dorina Santos, Category Manager - Corporate Travel, Portland Group & John Fox, Manager, Strategic Procurement, Monash University	<i>Panel Facilitated by:</i> Allan Leibowitz Editor Business Travel Monthly
5.30-5.45pm	Buses depart for the awards dinner	
6.30-7.30pm	Pre-dinner cocktails The Balcony Deck, The Dockside Rooms, Darling Harbour	
7.30pm for 7.45pm	The BTTB Travel Management Awards Dinner The Dockside Rooms, Darling Harbour	Kindly sponsored by  QANTAS Spirit of Australia

Time	Session	Presenter
8.00-9.00am	Registration	
9.00-9.45am	Airline insight The airline environment is constantly changing and it's important to keep an eye on developments. An expert looks at the domestic, regional and international aviation scene, identifying trends likely to impact on corporate travel buyers.	Stephen Pearse Pinc Management Consultancy
9.45-10.30am	Accommodation outlook This joint session will prepare buyers for the next round of contract negotiations by: 1) Identifying accommodation trends, rate movements and occupancy levels; 2) Looking at access to inventory through online booking tools; and 3) Providing a hotelier's perspective.	Bryon Merzeo Sales Manager – Aus & NZ STR Global (plus others TBC)
10.30-11.15am	Refreshments served in Exhibition Area	
11.15-12.15pm	Business Travel and the Carbon Tax [WORKSHOP] The looming carbon tax will have impacts on all aspects of the economy, and business travel will not escape. This session will identify some of the effects and the options for organisations, with a case study showing how one company is preparing.	Freddy Sharpe, CEO Climate Friendly and Richard Savva, CEO Voyager
12.15-1.15pm	Lunch served in Exhibition Area	
1.15 – 2.15pm	Must-have apps Mobile technology is a key aspect of business travel, and looks to be becoming even more entrenched. In this practical session, Johnny Thorsen demonstrates some of the apps your travellers should be using.	Johnny Thorsen Co-founder & CEO conTgo
2.15-2.55pm	Ask the experts What have we learned? What are the big challenges ahead and what do you need to know to overcome them?	<i>Panel Facilitated by:</i> Allan Leibowitz Editor Business Travel Monthly
2.55pm	Exhibitor Prize Draws and Close of Conference	
3.10pm	Buses depart for Airport	Courtesy of voyager ^{ti} travel intelligence for your world

***Due to the anticipated strong interest in our Workshop topics, only one stream will be scheduled.**



At Crown Melbourne we offer our guests a completely unique experience. That's why, whether you are visiting for business or leisure, you will discover an endless selection of shopping, dining and entertainment - all at your fingertips.

Set alongside the Yarra River in Melbourne's vibrant Southbank precinct, Crown is home to three iconic hotels surrounded by restaurants, shopping, entertainment and day spas, and the excitement of the Casino. Experience the unsurpassed opulence of Crown Towers, the contemporary luxury of Crown Metropol, or the relaxed style of Crown Promenade Hotel.

For further information please call +61 3 9292 8888 or email corporatesales@crownmelbourne.com.au



Dr Tony Webber
Associate Professor

University of Sydney Business School

Dr Tony Webber is an expert in the fields of econometrics, micro and macroeconomics. He was chief economist at Qantas as part of a career spanning 22 years in statistical, mathematical and economic modeling. Webber has more than six years' experience in tourism and aviation economics. Besides teaching at the university, he is also managing director at Webber Quantitative Consulting which specialises in macroeconomic advice, statistical modeling, risk advisory and Government policy impact modeling.

Mike Orchard
Senior Director

CWT Solutions Group Asia Pacific

As Senior Director for CWT Solutions Group, Mike Orchard has responsibility for leading CWT's business travel consultancy business across Asia Pacific. Mike joined CWT in 2009 as a member of the leadership team for CWT Australia & New Zealand through leading the sales function before joining CWT Solutions Group in 2011. Mike has over 13 years' experience of the corporate travel market, and worked the first 10 of these years from his native UK. During this time, he held senior roles with British Airways before joining HRG where he worked as a management consultant leading global client strategic sourcing activity across air, hotel and car rental categories.

Tony O'Connor
Director

TMS Australia

Tony O'Connor is director of TMS Australia, an independent management consultancy specializing in the procurement and management of travel supply for our corporate clients. Previously, as principal of Butler Caroye, O'Connor won BTTB's Consultant of the Year award three years running and was the first inductee in the awards Hall of Fame.

Samantha Durban
Director

Purchasing Index

Samantha has eight years' experience within the benchmarking and analysis environment. At Purchasing Index, Sam works with clients to understand their business requirements for benchmarking and spend analysis, enabling intelligence from data from both internal systems and market information. Sam assists clients in the application of PI reports to promote effective procurement, finance and audit strategies and to validate and realise cost savings.

Stephen Pearse
Consultant

Pinc Consulting

Stephen has extensive aviation and travel experience having started out in travel wholesaling with Thomson Travel Group in the UK before moving into aviation with British Airways. Subsequent roles were with United Airlines where he worked in the UK, NZ and then Australia as country manager Australia/South Pacific. With strong growth requirements in ANZ, Emirates appointed Stephen as the carrier's first vice president for Australia in January 2007 with responsibility for the airline and other group activities. Since leaving Emirates in mid-2010, Stephen has consulted to both airlines and travel businesses and provides media commentary on commercial airline issues.

Bryon Merzeo
Sales Manager - Australia & New Zealand

STR Global

One of the highest-rated speakers at BTTB Australia 2011, Bryon has a strong understanding of the global tourism marketplace. His experience in the industry includes housekeeping in Denmark, personally guiding tours all across North America, timeshare sales in Florida, and regional sales manager of a Mexico travel company. For the past four years, he has been the Sydney-based sales manager for STR Global looking over the data collection from 800 accommodation properties and further expanding within the Australia and New Zealand markets.

Dorina Santos
Category Manager - Corporate Travel

Portland Group

Dorina has 10 years' procurement experience in corporate travel. She managed the NSW Government travel programme for three years and has been at Portland Group for the last seven years, managing a range of clients from retail, banking, media, medical services and natural resources. She has extensive experience in strategic procurement and category management as well as implementation and change management experience including development of complete travel programmes.

Freddy Sharpe
Chief Executive Officer

Climate Friendly

Freddy Sharpe is CEO of Climate Friendly, Australia's leading carbon management business. Freddy has worked in sustainability and climate change solutions for many years and has grown Climate Friendly into a global business leading the way on climate change, delivering easy and innovative carbon solutions to businesses and individuals. Before running Climate Friendly, Freddy was chief operating officer of Australia's largest residential energy efficiency company. Freddy has hands-on expertise in carbon markets, carbon and energy policies, energy efficiency and clean and conventional energy, developed in Australia and internationally for over 20 years.

Richard Savva
Chief Executive Officer

Voyager

Richard Savva is CEO and one of the owners of Voyager Travel Corporation, the largest independently owned travel management company in Australia, that prides itself on service delivery, experience and innovation. Savva's career in travel started when he was 18, working as a retail travel agent in the UK. He has worked in Spain for a tour operator as well as in the US before migrating to Australia in 2000. Some of his career highlights included managing the sales and marketing for Aviareps in the north of England, General Manager for Rosenbluth International in Australia and managing the Kuoni office in Manchester.

Johnny Thorsen
CEO

conTgo

Johnny Thorsen is the CEO and co-founder of conTgo. The developer of Mobile Travel Assistant, Thorsen is included in the 2010 BTN 25 Most Influential Executives of the Business Travel Industry list. His new venture brings together the insights he has gleaned in executive positions with leading TMCs and GDS companies. Thorsen, known for his technology evangelism, pragmatic approach and controversial views, is a regular presenter at BTTB events.

Matt Jackson
new business and segment growth manager

ANZ Commercial Cards

Matt Jackson is a cards and payments professional, having worked in the industry for 12 years. Matt spent seven years working within federal government, including three years as a procurement and payables systems and business analyst, and two years managing the administration of card programs and EMS solution. In seven years of banking, Matt has specialised in the delivery of purchasing and corporate card programmes, EMS solutions and consultancy.

Marten Jagers
Senior Director – Asia Pacific

Concur Technologies

Marten Jagers is a foundation member of the Concur Asia Pacific team and is responsible for leading and growing Concur's sales and distribution model across the region. Marten has been in the travel and finance industry for the past 20 years, with companies such as American Express, ANZ, Ansett and Avis.

amadeus

Your technology partner

Amadeus is a leading transaction processor and provider of advanced technology solutions for the global travel and tourism industry. Customer groups include travel providers, travel sellers and travel buyers such as corporations.

Amadeus' corporate travel solution, Amadeus e-Travel Management, helps corporations manage their global travel programmes more efficiently and cost-effectively. The online self-booking tool gives corporate travellers unparalleled choice and control over their trips while complying with their company's travel policies.

Used currently by over 4,000 corporations, Amadeus e-Travel Management processes over 4.5 million passenger number records (PNRs) every year.



ANZ Commercial Cards is a truly integrated provider of card based payments solutions to corporate and public organisations throughout Australia and New Zealand.

Our deep consulting expertise in the areas of low-value, card-based procurement, integrated travel payment solutions, and access to a full range of proprietary online expense management and card programme management tools, have helped numerous organisations achieve a high degree of automation and working capital benefits from design to fulfilment of their card programmes.



Carlson Wagonlit Travel (CWT) is a global leader specialised in managing business travel and meetings and events.

CWT is dedicated to helping companies of all sizes, as well as government institutions and non-governmental organisations, optimise their travel program and provide best-in-class service and assistance to travellers.

By leveraging the talents and know-how of its people and providing leading-edge technology, CWT helps clients around the world drive savings while delivering service and enhancing security and sustainability.

Concur®

Concur is a leading provider of integrated travel and expense management solutions. The company's easy-to-use cloud-based and mobile solutions adapt to individual employee preferences and scale to meet the needs of companies from small to large. Concur helps ensure that corporate travel is booked within policy before the trip is taken and reconciles expenses after travel is completed.

By capturing and reporting on every aspect of travel and entertainment (T&E) spend, Concur's services provide detailed information to help clients effectively control spend and manage compliance. And to keep employees productive while travelling, Concur's mobile application enables business travellers to create, review and approve expense claims and book and change travel itineraries – all from a smartphone.



conTgo has pioneered a global technology platform with integrated mobile services that enables TMCs and corporations to actively manage their travelling workforce.

conTgo's technology platform delivers on three key promises: Security, Savings and Service and since 2007 it has processed over 3 million bookings and served customers in over 90 countries with more than 500,000 unique corporate travellers.

The Platform enables corporations to instantly track, locate, and communicate with their travellers and has been widely used to manage disruptions such as strikes, ash clouds and earthquakes. It also includes the world's first mobile mapping communications feature – MapCast.



Dockside Group is an experienced, family run group with a portfolio of water front venues and restaurants. Over the past decade, Dockside Group has captured the spirit of Sydney with 8 iconic venues boasting breathtaking views within a short walk of the CBD of the Opera House and Sydney Harbour Bridge.

Renowned throughout Sydney as having the leading venues for small and large meetings and events, we provide a tradition of excellence offering restaurant quality cuisine, unrivalled service delivery and a genuine passion for running successful events. Our 8 venues cater for all event types whether it be a boardroom meeting of 10 guests, conferences from 10 – 300, or gala event for as many as 4,000.

Visit our stand to pick up information on our value for money packages on offer and incentives should you enquire with us at this show.



HRG is an international corporate travel services organisation with a network employing more than 12,000 people worldwide. We use our global reach, local expertise and business travel experience to deliver first-class products and services to clients around the world.

Your travel programme is the key. It is devised in conjunction with, monitored and continually developed by an HRG business manager, who is equipped to add value across all aspects of your programme including service, technology, policy, and supplier deals. The result is a fully integrated, seamless service from booking to payment, accounts to reporting. Value and performance, guaranteed.



SilverNeedle Hospitality is a hotel management, development and investment company which focuses on creating mid to upscale hotels and resorts, in Asia and most recently now in Australia and New Zealand with the acquisition of Constellation Hotels.

We will continue to grow our existing brands including Grand Chifley, Chifley, Country Comfort, Australis and Sundowner and introduce a new brand, NEXT Hotels and Resorts, specifically designed for the next generation traveller.

Leisure and business travellers can soon look forward to unique levels of SilverNeedle Hospitality in new key destinations including China, Vietnam, Thailand, Indonesia, India and Sri Lanka.

We're here to provide a new face to hospitality by combining 25 years of Australian experience with a fresh perspective on the needs of hotel guests around the world.

SilverNeedle Hospitality...Anytime, every time, all the time.



Voyager delivers travel intelligence for your world. As the largest independent and wholly-Australian owned TMC in the country, we believe travel intelligence is a combination of superior technology, results, service, insight, and convenience. Offering personalised and professional travel management through innovation and exceptional people, Voyager is the 2010 & 2011 winner of the prestigious BTTB Travel Services Provider of the Year Award, as voted by our clients.

Our exceptionally high client retention rate speaks volumes. Simply put, once clients come to Voyager, they stay with Voyager. With 44 offices worldwide via GSM, we deliver solutions that fit globally and locally.

Award Dinner Sponsor



Founded in the Queensland outback in 1920, Qantas has grown to be Australia's largest domestic and international airline. With a reputation for excellence in safety, operational reliability, engineering and maintenance, and customer service, our range of products and services will help make trips for business travellers as seamless, relaxing and efficient as possible.

Be productive Fly in, meet, then fly out with Qantas Meeting Rooms. Or stay connected at one of our Web Connect workstations offering PCs with internet and wireless internet access at a charge. Eligible customers and members* can make the most of their time at the airport with complimentary WiFi access and private workstations in The Qantas Club and Qantas Business Lounges.

Keep in touch View real time flight information or view your flight booking anywhere with qantas.com/mobile and on selected aircraft you can send and receive text messages and make inflight telephone calls.

Save time Request your seat before you leave for the airport, check in online* or breeze in and out of the terminal with Qantas Valet parking.

Pre-Conference Cocktail Sponsor



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Relax Arrive at the airport in style with our Chauffeured Transfer service. Eligible customers and members* can take advantage of complimentary drinks and snacks at The Qantas Club. And onboard, be entertained by our inflight entertainment.

Be rewarded Qantas Frequent Flyers earn points* to use towards travel, upgrades and a range of products in the Frequent Flyer Store. Plus we'll also recognise your loyalty with Status Credits* every time members fly on eligible flights – the more you earn the higher your level of membership.

Flexible fares To make business travel more of a breeze, we offer a number of different fare types, including flexible fares that let you change your flight to suit your ever-changing schedule.

oneworld A global alliance bringing together 11 of the world's best airlines. As part of the oneworld alliance, you'll enjoy seamless transfers and the benefits of an expanded network. Best of all, Qantas Frequent Flyers can use points to book Award flights with our oneworld partners.

At Qantas, we understand business travel is more than just getting to your destination.

*Conditions apply. Ask your Qantas Representative for further details.

Travel Management Awards 'After Party' Host



T H E | S T A R

Experience all of our 20 new restaurants, hotels, bars and cafes, retail collection, and nightclub with panoramic views.

The Star
80 Pyrmont Street, Pyrmont
Wednesday 2nd May
11pm-1am
further details available soon

Preferred Accommodation Supplier

THE DARLING

The Darling is Sydney's newest 5-star boutique hotel offering 171 rooms and suites with spectacular views of the Harbour Bridge and city skyline, a luxurious 16 room spa and Sokyō, a contemporary Japanese restaurant and bar.

The hotel is located walking distance to the CBD and within The Star, Sydney's premier entertainment venue, with over 20 new restaurants, bars and cafes, a luxury retail collection and casino, all at your doorstep. The Darling Hotel and Spa complements the existing Astral Towers and Residences and brings the total number of rooms and suites across The Star to over 650 rooms

The Darling offers a variety of rooms and suites, from the 114 Darling rooms, 35 Jewel Suites, 9 Stellar Suites to the 5 penthouse suites occupying the top floors.

The spa has 16 private rooms including an intimate couples suite. It offers signature Asian and European treatments, a hamam and a level of pampering that is unparalleled. The custom designed 25m adults-only pool area is scented with white tea and eucalyptus, providing an indulgent escape complete with a deck, cabanas and bar facilities for up to 100 guests

Lounge Sponsor



Looking for somewhere to relax and chat with friends or colleagues? Please drop into our Lounge, conveniently positioned in the exhibition area.

Visa is one of the World's leading payment networks and is designed to help Travel Managers, Procurement Professionals and Finance Teams from private and public sector organisations to efficiently manage employee expenses and supplier payments. Visa's three key solutions include:

1. **Central Travel Account** – a central, cardless account that is lodged with Travel Management Companies for the booking of a customer's travel costs.
2. **Commercial Cards** – individual cards issued to an organisation's frequent travellers for all related expenditure.
3. **Procurement Cards** – cards issued to employees that procure supplies on behalf of their employer.

All three solutions help Australian companies by:

- > Reducing the cost of paying for travel expenses and other purchases
- > Streamlining the expense management and reconciliation process
- > Ensuring employee compliance to travel policies
- > Providing detailed visibility and comprehensive expense reporting
- > Increasing electronic payment for direct and indirect expenditure, and
- > Improving working capital position

Visa is focussed on helping you to reduce costs by minimising administration, improving cashflow and reducing the fees passed on by merchants.

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CROWN

At Crown Melbourne we offer our guests a completely unique experience. That's why, whether you are visiting for business or leisure, you will discover an endless selection of shopping, dining and entertainment - all at your fingertips. No other destination in

Australia can match Crown's incredible range of impressive guest facilities. Crown can help you plan a luxury getaway for two or a gala for 2,000. Set alongside the Yarra River in Melbourne's vibrant Southbank precinct, Crown is home to three iconic hotels surrounded by restaurants, shopping, entertainment and day spas, and the excitement of the Casino. Experience the unsurpassed opulence of Crown Towers, the contemporary luxury of Crown Metropol, or the relaxed style of Crown Promenade Hotel. The central location, impeccable service and flawless attention to detail make every stay memorable.

NAME [Mr/Mrs/Ms/Miss/Dr] _____
JOB TITLE _____ ORGANISATION _____
ADDRESS _____
SUBURB _____ POSTCODE _____
STATE _____ COUNTRY _____
PHONE _____ MOBILE _____
EMAIL _____

Options and Fees

For Australian Domiciled Delegates

- Option 1 – Two-day Conference \$995 (inc GST)
- Option 2 – One-day Conference \$545 (inc GST)

International Delegates (domiciled outside Australia)

- Option 3 – Two-day Conference \$695 (inc GST)
- Option 4 – One-day Conference \$395 (inc GST)

If attending one day only, please nominate the day you will be attending

- Day One only
- Day Two only

Subscriber Discounts

Full paid subscribers to BTTB are entitled to a discount of \$100 (inc GST) on their conference registration.

- YES or NO

Volume discounts

3-4 delegates = 15% discount
5+ delegates = 25% discount

The volume discounts apply when delegates are registered at the same time from the same organisation. For any queries regarding volume discounts, please contact Orla McGlynn as per below.

The BTTB Travel Management Awards Dinner

The Dinner will be held on the evening of Wednesday 2nd May (Day 1 of the conference)
Dinner price is included in the Two-day ticket price.

- YES or NO

Cost for all remaining delegates - \$145.00 inc. GST
(Please note: Any group discounts do not apply to the conference dinner)

Do you have any special dietary requirements? (only complete if you do)

Payment Details

Enclosed is my cheque for \$ _____ [PLEASE MAKE CHEQUE PAYABLE TO BTTB MARKETING PTY LTD]

I require a Tax Invoice to raise: CHEQUE PAY BY EFT

I wish to pay by Credit Card: VISA AMEX DINERS MASTERCARD

Card Number

NAME ON CARD _____ CCV 3 or 4 DIGIT NUMBER ON THE BACK OF THE CARD

SIGNATURE _____ EXPIRY DATE _____

Registration forms will only be processed on receipt of payment. Tax receipts will be issued with confirmation. If you have any queries about your registration please call BTTB on 07 5644 0505 or email: regos@bttbonline.com

How to Register

- There are 4 ways you may register
- 1) Complete form & fax to: 07 5644 0501
 - 2) Online: www.cipsaconferences.com.au
 - 3) By email to regos@bttbonline.com
 - 4) By telephone on 07 5644 0505

Cancellations Policy, Substitutions and Shared Tickets

Cancellations must be notified in writing before Monday 19th April 2012 and will incur an administration charge of \$165 (inc. GST). No refunds will be given to delegates who fail to attend or cancel after this date. Substitutions will be permitted at any time without penalty.

Who Should Attend?

Buyers

- Big business, Government agencies and Small to Medium Enterprises with travel budgets exceeding \$500k per annum
- > Travel managers and Travel Coordinators responsible for service delivery and/or expenditure
 - > Contract and Purchasing Managers responsible for negotiating with suppliers
 - > Financial Controllers responsible for containing travel service cost
 - > Secretaries and PAs with responsibility for managing travel expenditure and service delivery
 - > Risk and Administration Managers responsible for managing travel services and expenditure

Suppliers

The world is changing. At BTTB Australia you will get the opportunity to hear firsthand from leading speakers about the changes that are affecting your industry and how you might need to react to maximise the business opportunities flowing from such developments.

If you are involved in product or business development in any of the following sectors, you can't afford to miss BTTB Australia –

- > accommodation providers
- > airlines
- > car rental companies
- > corporate card issuers
- > corporate travel agencies
- > insurance providers
- > miscellaneous suppliers to the corporate travel sector
- > travel management technology suppliers
- > traveller safety service providers
- > virtual travel technology suppliers