



NEWSLETTER



August 2015

Press Release

Johannesburg, South Africa, 22 July 2015 - Exciting changes are taking place at the Global Business Travel Association (GBTA) Southern Africa, as positions open up, and new people step into these roles.

Jim Weighell, who has been a key member of the team, has embarked on a new venture and has left his role as GBTA Director of Operations. His next step will see him offer a selection of world-class GDS and TMC agnostic, online business travel purchasing and reporting solutions to corporations and travel companies in South Africa.

Felicity Meyer, former GBTA Southern Africa Chairman and ITMSA founding member will be relocating to the USA where she will take up a position with global giant Walmart. We wish Felicity all the best in her new role and know she will do us proud. We are then proud to announce that Senior Internal Auditor EMEA at Cummins Inc., Kovilan Naidoo, will take over as chairman from Felicity Meyer.

"I am excited to take over as Chairman at a time where GBTA Southern Africa has reinvented itself, business travel is an ever-evolving and constantly changing industry and together with our sponsors and member we have the opportunity to share ideas, learn and innovate to achieve shared successes", says Kovilan Naidoo.

We are looking forward to the future with our new leadership, and 2015 promises to be a year to remember.

The GBTA SA Board: Kovilan Naidoo - Cummins Inc (Chairman), Linda Basson - Accenture, Busisiwe Khumalo - IDC, Felicity Meyer - Wallmart, Dawn Weir - Comair Ltd, Kagiso Dumasi - BCD Travel, Dr Roderick Ross - TravelLinck and Andrew Shaw - Amadeus.

Upcoming Events

20 August Workshop | Johannesburg

2 - 3 September The Fundamentals of Business Travel Management™

15 September Workshop | Cape Town

19 - 20 October The Fundamentals of Business Travel Management™

21 - 22 October 9th Annual Conference | Pretoria

9 - 11 November GBTA Conference | Frankfurt

20 August Workshop | Hilton Sandton

Join Dion Chang at the GBTA SA Workshop on the 20th August, Dion is an innovator, creative thinker and walking ideas bank. He is one of South Africa's most respected trend analysts and takes the unique view of "trends as business strategy". While his feet remain firmly planted on African soil, he uses a global perspective to gauge the zeitgeist, source ahead-of-the-curve concepts and identify shifting business templates.



[Learn More](#)

[Register Now](#)

GBTA Southern Africa Conference 2015 | Pretoria - Registration opens

The Global Business Travel Association Southern Africa is proud to present our 9th Annual Conference.

The conference theme this year is "Spice up your travel programme" and will feature unparalleled networking and sharing of ideas and best practices among business travel industry professionals. There will also be opportunities that will help you connect with other dedicated professionals, propel your career forward, and build crucial skills.

The conference programme includes key industry speakers, educational forums covering relevant topics, as well as a Travel Expo, providing practical tools, cost savings and exposure to resources that delegates can apply to their corporate travel programme.

The "GBTA SA Business Travel Innovator Award" in partnership with Travel and Meetings publication will be presented at conference.

Register before 1 September and get R 1000 off your 2015/2016 membership and stand to win a 2 night stay for 2 at Protea Hotel Fire and Ice! Menlyn.

[Register Now](#)

Key Note Speaker profile

Hear keynote speaker Erik Venter CEO Comair discuss Travel distribution of the future and how this is changing globally and in South Africa. Erik joined Comair in 1996 as Financial Manager, and has held various positions within the company including Commercial Manager; Commercial Director and Financial Director. In July of 2006 Erik was appointed as Joint CEO of Comair and served in this position until December 2011 when he assumed the sole responsibility for the company as Chief Executive Officer. He remains in this position to date.



[Learn More](#)

GBTA Europe Conference 2015 | Frankfurt in partnership with VDR - Registration opens

Registration is officially open for GBTA Conference 2015 | Frankfurt in partnership with VDR which is being held on 9 -11 November at Congress Center, Messe, Frankfurt. If you register by 18 September you'll receive our Early Bird Discount, so register soon!

For the second year running GBTA has joined forces with VDR – Germany's leading business travel association for another record breaking conference.

Come be a part of Europe's largest business travel conference for business travel professionals, boasting 850+ attendees and seize this opportunity to learn and grow alongside other passionate buyers and suppliers.

Don't miss these unparalleled education, networking, and business opportunities. Gain insight from world class speakers and preview the latest products and services from travel industry leaders. Attendees represent a variety of industries including utilities, oil, petroleum, energy, mining, financial services, media and communications, technology, manufacturing, and more!

[Learn More](#)



Industry News

Diners Club Virtual Card – where sci fi...nance becomes reality

Google the words "virtual card" and you get 200,000,000 hits. Quite impressive for something that accounts for a very small part of global finance. There have been numerous attempts over the last ten years to digitize, virtualize, vaporize, (call it what you will), the ever reliable, physical card we all carry in our wallets. Very few of these have been successful, which is why there are still nearly 2bn cards in circulation globally and the combined market capitalization of the major card issuers is over \$300bln, and climbing. Most attempts at virtualizing cards have created solutions, then gone looking for problems.

It is little wonder then that Diners Club, the same company who launched the world's first charge card in 1950, took a different approach in developing our Virtual Card Solution. Rather than worry about how to dematerialize the tens of thousands of cards our customers use daily, we decided to find new ways to make card payments possible, without needing a physical card. Very much like we pioneered the virtual lodge card all those years ago. Hence our focus on creating a payment solution for the persistent bill back problem. By introducing a Virtual Card into the booking, authorization and settlement process for land arrangements, we are able to solve problems for travel buyers, TMC's and suppliers, using card technology and personal expertise.

At Diners Club we spend time understanding your business challenges and then provide solutions for these. With our Virtual Card solution, we will engage with your business and IT teams to ensure our solution solves your problems.



What is a Simplicity Searcher?

Imagine a world where everything is done for you. Where you can go on holiday and relax, knowing



that someone else has taken care of all the logistics for you. Welcome to the world of Simplicity Searchers. Getting to know the mind-set and motivations of Simplicity Searchers will go a long way towards helping you provide this important consumer segment with the perfect holiday. This newly identified tribe is the one most likely to use travel agent services as we move toward 2030. Understanding their needs, likes and dislikes will give you an edge when it comes to dealing with them.

[Learn More](#)



BTAPowerlink from American Express

Travel expense reconciliation can become a tedious and time consuming process for Companies. Anita Carolus-Opperman – Nedbank Corporate Card National Sales Manager has become accustomed to clients requesting a solution to ensure an easier and less time consuming reconciliation process.



It is as simple as having BTAPowerlink.

BTAPowerlink is a unique online network that allows clients to access data securely, thus making every stage of the reconciliation process easier and more visible.



CORPORATE
PAYMENT SOLUTIONS

BTAPowerlink quickly and seamlessly integrates into a company's existing accounting and reconciliation processes. It provides clients with a robust, flexible solution that makes reconciling and paying travel costs easier than ever before, thus saving the company both time and money. What's more, unlike paper based systems, BTAPowerlink offers access to one centralised billing, query and payment process - (unlike the time consuming paper based systems of reconciling)

Why all clients should have BTAPowerlink:

- This single, online working environment has been designed to help clients, Travel Management Companies and American Express Customer Services communicate more efficiently and effectively.
- BTAPowerlink provides your organisation with the flexibility to receive and download data from your statement, as you want it, when you want it.
- Not only is BTAPowerlink easy to use, it's also capable of integrating simply and seamlessly into your existing processes.

For more information about the American Express Business Travel Account (BTA) or BTAPowerlink and how to start benefiting from this tool contact Anita Carolus-Opperman: AnitaCarolusO@nedbank.co.za.

Travel Management Has Reached a Tipping Point

Corporate travel has always oiled the wheels of commerce, and that's especially true in the global economy. But turn the clocks forward five years and the signs are that technology will transform how we source, book, fulfill, track and measure travel.

This has far-reaching implications for the roles of travel managers and travel management companies (TMCs).

Why now?
How to adapt and add more value?
Which technologies?

To answer these questions and more, Sabre and Global Business Travel Association (GBTA) teamed up to research the role of the travel manager today and to explore the future.

In our white paper, The Transformation of the Travel Manager, we explore reasons why many companies have yet to realize the value of travel programs. Three recurring themes echo what we already know from travel managers and the TMCs that support them. In short, they lack influence and buy-in from leaders, and aren't always measuring the right things or communicating at a strategic level.

If this reality gap is limiting the future of travel managers, closing it quickly is an urgent task that travel managers and TMCs would be well advised to tackle together. To discover more about the research and what it means for you, request your copy of the white paper.

[Learn More](#)



Sabre



at Smart Procurement World

Smart Procurement World (SPW) brings South Africa's definitive procurement and inbound supply chain event to Johannesburg, from 8 -10 September 2015 at the Gallagher Convention Centre.

"Our core focus is to deliver development and learning in private and public procurement and supply chain management," said Smart Procurement Editor, Bernie Van Niekerk.

"Delegates attending the SPW Conference can expect to gain fresh insight into the latest developments in procurement, learning from expert speakers, professionals and business leaders," said Van Niekerk. "There will also be excellent opportunities for networking where delegates, from the Public and Private sector as well as SMME's, can raise their profiles and make new business contacts."

According to Van Niekerk the co-located ABSA Supplier & Enterprise Development Exhibition aims to assist procurement professionals better understand the demands placed on them to source local content, and provides a platform to find SMME's that will fit into their business structure.

To register online go to: www.smartprocurementworld.com



GBTA Academy

Fundamentals of Business Travel Management™ Course

GBTA Academy is designed to power the careers of business travel professionals using education and certification to fuel recognition and advancement. The Academy is for business travel professionals at every career level.

Designed as a guide to the key facets of managed travel, the Fundamentals curriculum includes a full range of basics – safety, policy, trends, performance and more. Participants in this course gain a career boost and a better understanding of business travel management.

[Learn More](#)



GBTA Membership

Benefits of GBTA Membership

GBTA membership gives you access to a global set of specialized tools, resources, information, and services designed specifically to address the demanding needs of business travel professionals.

Networking: Connect to other business travel executives in SA and around the world. Find experts in specific areas of expertise within the business travel industry, either from your desktop within GBTA Hub, an online members-only collaboration tool, or in person at one of GBTA's many events throughout the year.

Industry Research: Get access to a wealth of knowledge and industry resources from GBTA, including: time sensitive research, recent surveys, RFP templates, periodicals, and more.

Education: Expand your thinking and your industry knowledge with unparalleled education from GBTA. Members receive free access to GBTA webinars, online forums on key business travel industry issues.

Industry Advocacy: Members of GBTA have several opportunities to shape, lead, and direct the future of the business travel industry, both locally and globally.

Career Advancement: Gain access to member-only resources, and elevate your career with GBTA



GBTA Member Resources Library

2016 Global Travel Price Outlook Reveals Six Global Hot Spots

Demand Drives Air Travel Price Increases

Alexandria, VA & Amsterdam (21 July, 2015) — New research identifies six hot spots – India, China, Colombia, Mexico, Singapore and Australia — where increased business travel demand is driving significant air price increases. This is despite global air travel prices displaying signs that they will be essentially flat in 2016.

"Business travel is a leading indicator of global economic activity," said Joseph Bates, GBTA Foundation vice president of research. "The top-line pricing outlook for air, hotel and ground in 2016 is surprisingly stable. But when you dig deeper, the data reveal global hot spots where demand is driving air travel price increases. For 2016, India, China, Colombia, Mexico, Singapore and Australia are projected to top the list."



[Learn More](#)

Travel Manager 2020: Foundational Shifts in the Role of the Travel Manager

This whitepaper presents the results of a survey conducted by the GBTA Foundation in partnership with Sabre. It is a continuation of the topic explored in a study conducted in 2014, which was to understand the value that Travel Managers bring to their organizations by providing rich insights about the day-to-day tasks performed by Travel Managers and what they do to benefit their company both in financial and non-financial ways. The current study is based on a survey of Travel Managers in the United States and Canada who have some level of responsibility in at least one of seven business travel categories, and it primarily focuses on the future role of Travel Managers and how they expect their role will change in the future.



The goals of this study include but are not limited to:

Determine the importance of and time spent on tasks performed by Travel Managers, and the expected future changes in priority and time allocation for these tasks.

Investigate how technology has changed the role of Travel Managers and is expected to change their role in the future.

Explore metrics / KPIs and the ways in which Travel Managers use data to measure the success of their corporate travel programs.

GBTA's Assessment Tool: Travel Technology Maturity Index

Take the newest GBTA assessment tool (TTMI) and identify your Travel Program's technology strengths and gaps.

[Learn More](#)

Sponsorship Opportunities

Want to showcase your brand at Southern Africa's most prestigious business travel conference?

A variety of bespoke options available.

Contact Sharon Richards Lund

+27 (0)82 823 9720 srlund@gbta.org

GBTA Southern Africa

Tel: +27(0) 12 9931297 • web: gbta.org/africa • email: enquiries@gbta.org

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