



**Douglas O'Neill**

Managing Director

Intel - The Meetings and Travel Management Company

Chairman - ITM Meetings and Events Working Party

Board Director - ITM

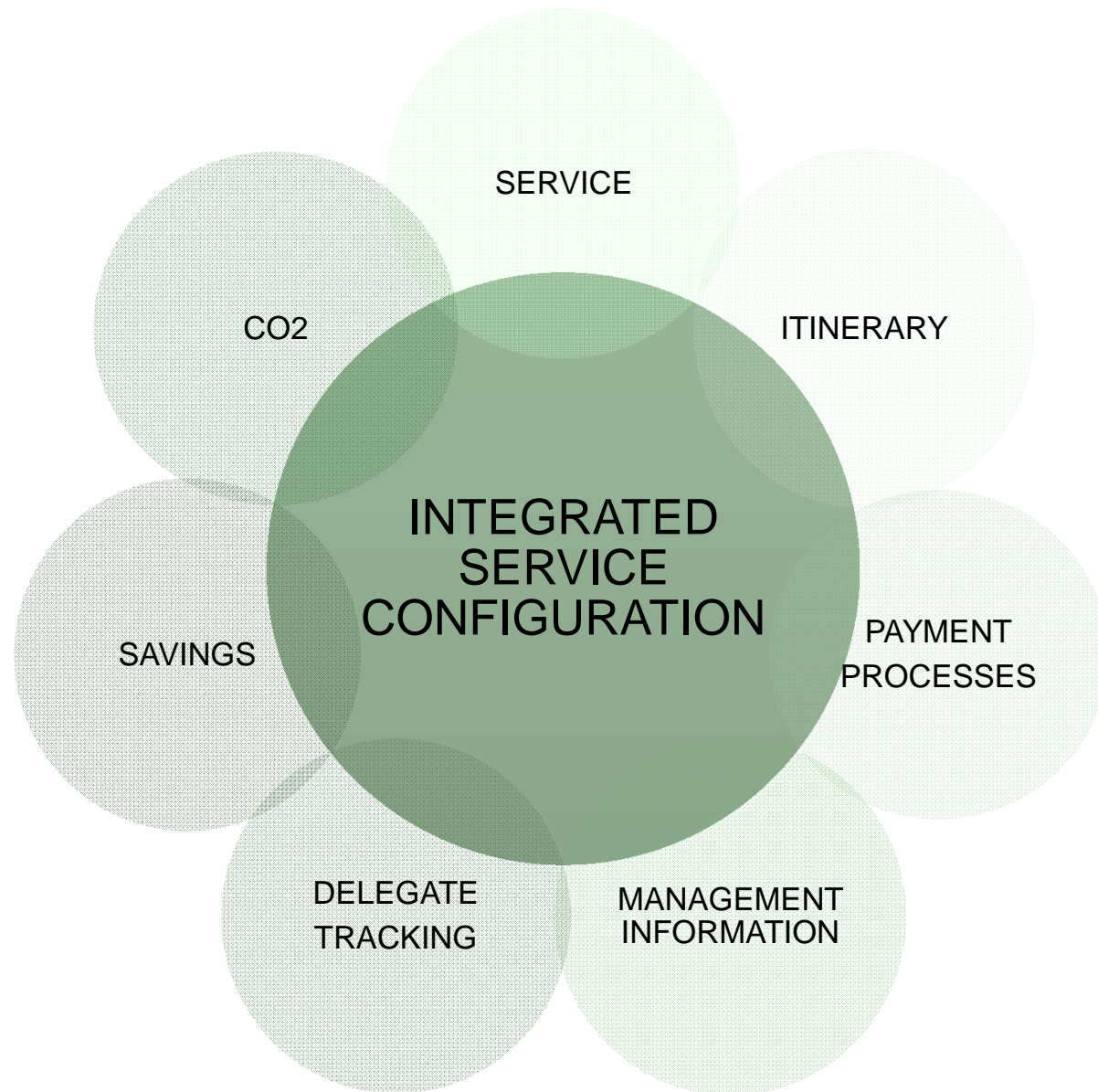
**“WHERE TRAVEL AND MEETINGS MEET”**

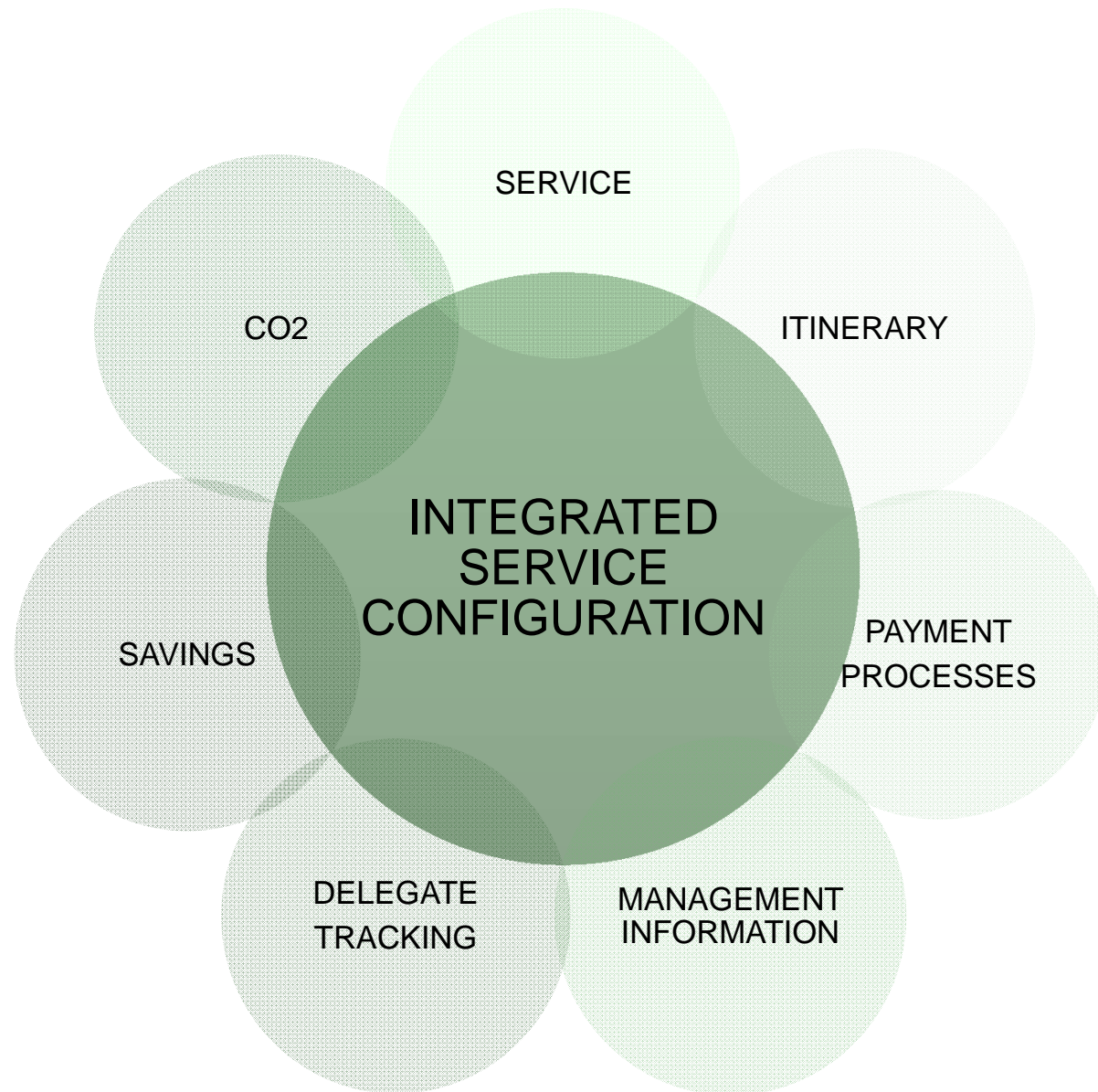
## Does Travel and Meetings need to be integrated?

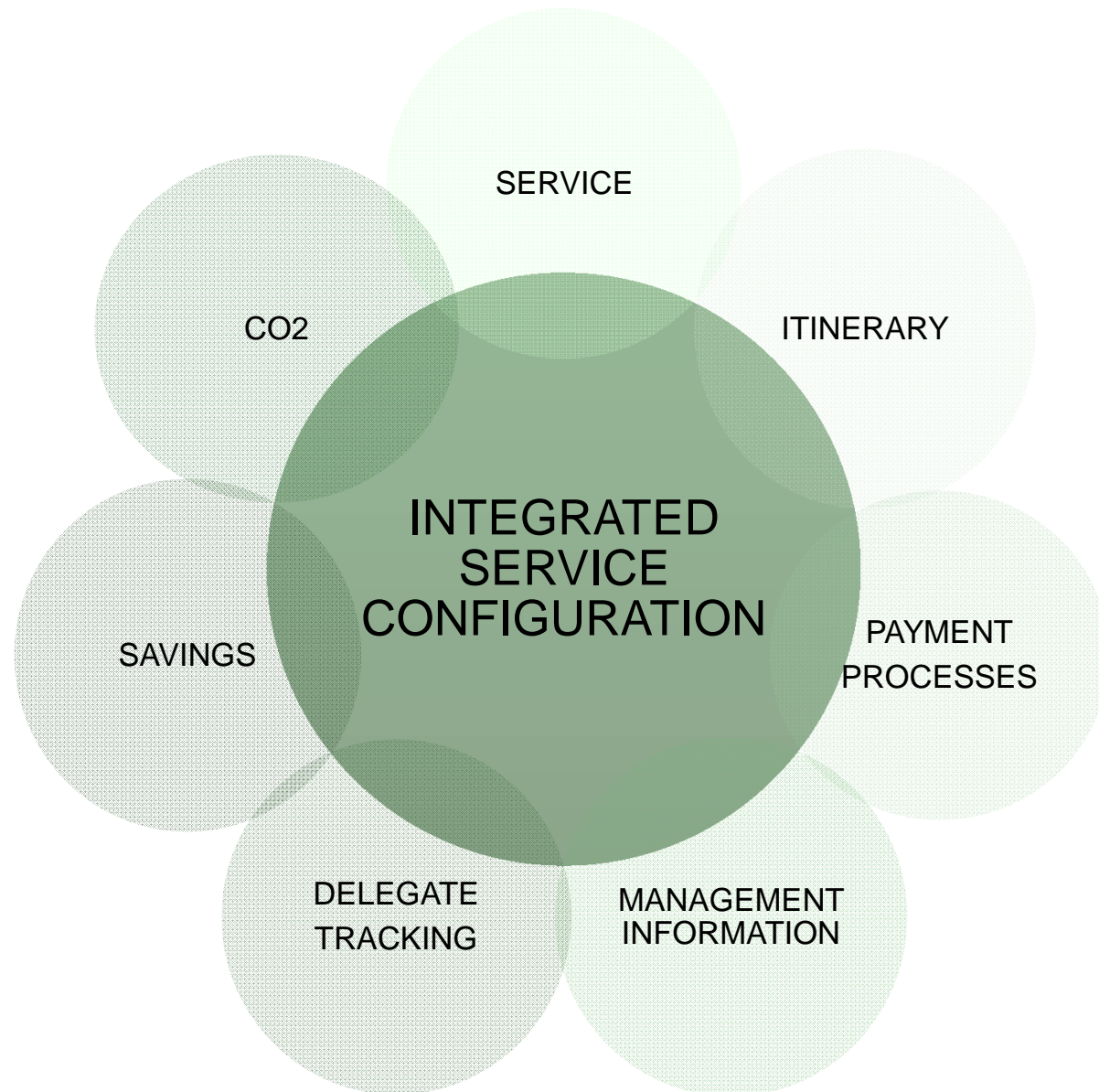
- 31% (and growing) of Travel Managers manage a combined travel and meetings programme
- Travel is a 'by-product' of a meeting
- 92% of Business Travel is to facilitate a meeting
- Meetings spend is often as much as travel spend
- How did you book your travel today?
- When did you arrange your travel?
- At what point was travel considered when this venue was selected?

## How to successfully implement an integrated travel and meetings strategy?

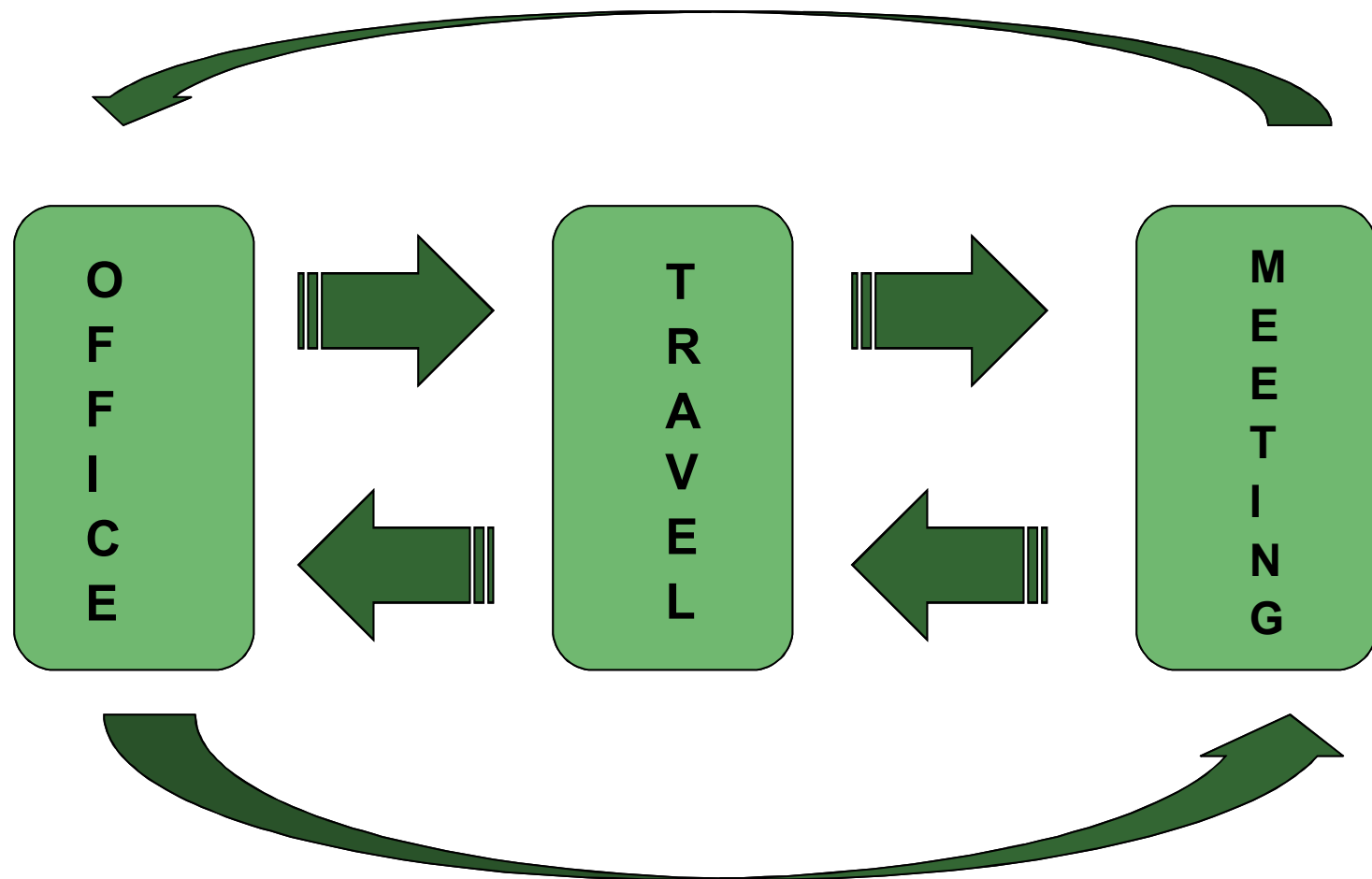
- Link up..... The Service
- Link up..... The Delegates/Travellers Itinerary
- Link up..... The Payment Process
- Link up..... Management Information
- Link up..... The Delegate/Traveller Tracking
- Link up..... The Savings
- Link up..... The CO2







What is the alternative?



What are some of the alternatives;

- Video Conference/Tele-conference
- WebEx
- Not meeting
- Uncontrolled spend/policy/leverage etc
- Chaos
- Or a great PA to do it for you

**THANK YOU**

**Douglas O'Neill**  
Managing Director  
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