



A Presentation Made To Delegates at the Commercial Payments International conference in March 2015 in London

By Paul Tilstone

The Disruption Cycle and the Implications for Travel Procurement (and the supply chain...)

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The Impact of **D**ata, **D**istribution and **D**emand





Insights Drawn From Two Sources...



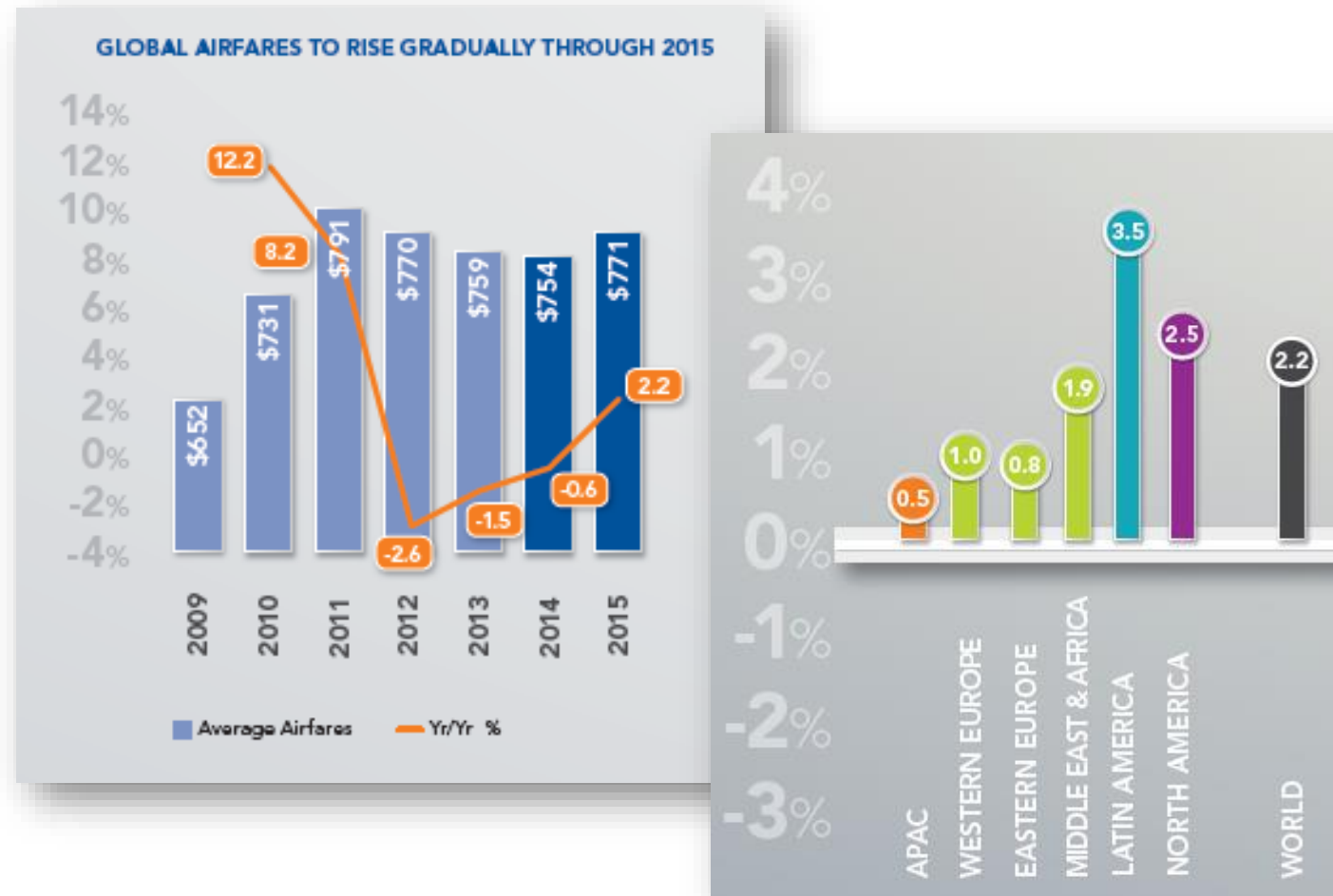


Insights Drawn From Two Sources...





Price Growth...





Drivers of Change

- Demand Emerging markets and business travel growth
- Demand Buyer behavior, Traveler “Amazonisation”



Digital
Migrants

Policy...

Digital
Natives

Poll & See...



Please contact paul.tilstone@festive-road.com for the rest of this presentation.