



Will Tate, partner at GoldSpring Consulting, an independent travel management consultancy company, brings three decades of financial accounting and travel management experience to a wide range of organizations. Beginning his career at Dresser Industries as an internal auditor, he led global operational and financial audits across 30 countries, and later served as its global travel manager, consolidating a global travel spend of \$100+million. In 2000, Will joined Management Alternatives, Inc., and served as senior vice president while he

simultaneously founded 3d Travel Metrics. He developed a software solution to quantify the effectiveness of travel management programs in a multi-dimensional format.

Will joined the team at GoldSpring Consulting because their goals aligned with his passion for providing exceptional travel management advice, focusing on the traveler service experience with procurement driven programs. Will's turnkey, proprietary survey tool has created innovation in travel management by connecting these two critical travel components. This relationship creates tangible value, in spite of rising prices and ever increasing traveler demands. Further, GoldSpring's suite of strategic analytic tools allows him to aggregate superior travel spend analyses for an in-depth look at the performance of current travel programs. The result is an independent set of recommendations for client air, hotel and TMC sourcing projects with a focus on the traveler experience. By maximizing travel spend and streamlining corporate travel management processes, Will highlights unrivalled savings and improved service levels for his clients.

Will has taught many industry courses and co-authored the GBTA course "Fundamentals of Business Travel Management." He was an adjunct professor of the Wharton School of Business of the University of Houston and of the University of Virginia and has presented on corporate travel management topics worldwide. Will is a Certified Public Accountant and received his Bachelor of Business Administration in accounting from Texas Tech University.