

NEWS RELEASE

Partnership Travel Consulting Founder and CEO Andrew Menkes joins BCD Travel as Senior Vice President of Global Client Solutions

UTRECHT, Netherlands, June 08, 2018 – Global business travel management company [BCD Travel](#) today announced the appointment of former Partnership Travel Consulting Founder and CEO Andrew Menkes to the newly created role of Senior Vice President of Global Client Solutions, [effective June 11](#).

In his new role, Menkes will be charged with helping to grow BCD Travel's global market share by strategically aligning the corporate travel company's offerings with the evolving needs of corporate travel buyers. The role will include collaboration with BCD's regional leadership as well as working directly with clients and prospects to develop and review corporate travel policies; assess and select risk management services; choose corporate credit card systems, and other buyer challenges. Based in Cape Coral, Fla., Menkes will report to Mike Janssen, Global Chief Operating Officer and President of the Americas region.

A business travel pioneer, Menkes led creation of the first internet-based electronic ticket purchase with British Airways and initiated a similar web-based program with JetBlue Airways in the U.S. In addition, he was the first travel manager to be accredited by the Airline Reporting Commission, ARC, to operate a Corporate Travel Department (CTD).

"Andy's expertise in client effectiveness is widely respected in the corporate travel industry," Janssen said. "Throughout his career, he's worked extensively with both customers and suppliers across the world. We can't wait to tap his deep well of ideas for building successful travel programs that address each company's unique challenges."

A 30-year travel industry veteran, Menkes has built a reputation for success in the airline, travel agency and corporate travel management sectors. He founded Partnership Travel Consulting, PTC, in 2001, a full-service travel consultancy [assembling 400 years of combined industry experience](#) serving a client base representing billions of dollars in annual Travel and Entertainment spend. He began his career with a nine-year stint at TWA, including roles as Regional Manager of Interline Sales, and later as the first Regional Manager of Automation. In 2009, he co-founded PTC International, a global sales and marketing company based in Baltimore, MD.

"Having spent the last 18 years helping travel buyers from the consultant perspective address a broad scope of challenges—including sourcing travel management companies—I'm now eager to leverage the capabilities that a truly global TMC brings to the table," Menkes said. "In terms of culture, management team, strategic vision and flexibility to treat each client with a unique

combination of customization and creativity, BCD Travel and I align very closely. This made the opportunity to once again work on the TMC side very appealing.”

Menkes has twice been named one of the ‘Top 25 Most Influential Travel Executives’ by Business Travel News – in 1998 and 2000. The same publication named him Travel Manager of the Year in 1999. He has served as Vice President of Finance and Administration for the Association of Corporate Travel Executives and as a member of their Executive Committee. He has also served on the Technology Committee of the Corporate Travel Association of New York as well as the Board of Directors of the Global Business Travel Association. He is also a former member of the Board of Trustees of IBTM.

- END -

About BCD Travel

BCD Travel helps companies make the most of what they spend on travel. For travelers, this means keeping them safe and productive, and equipping them to make good choices on the road. For travel and procurement managers, it means advising them on how to grow the value of their travel program. In short, we help our clients travel smart and achieve more. We make this happen in 109 countries with almost 13,500 creative, committed and experienced people. And it's how we maintain the industry's most consistent client retention rate (95% over the past 10 years), with 2017 sales of US\$25.7 billion. For more information, visit www.bcdtravel.com.

About BCD Group

BCD Group is a market leader in the travel industry. The privately-owned company was founded in 1975 by John Fentener van Vlissingen and consists of BCD Travel (global corporate travel management), Travix (online travel: CheapTickets, Vliegwinkel, BudgetAir, Flugladen and Vayama), Park 'N Fly (off-airport parking) and Airtrade (consolidation and fulfillment). BCD Group employs over 14,500 people and operates in 109 countries with total sales of US\$27.9 billion, including US\$10.4 billion partner sales. For more information, visit www.bcdgroup.com.