



For Allied Member Director at Large...

Gregg Tuccillo

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NBTA History:

Allied member of NBTA since 1988 (20 years).
New Jersey Business Travel representative to the Chapter President's Council for 4 years; 1988-1992.
Elected to the office of Treasurer of the CPC for two terms; 1993-1997 and then to the office of Vice President of the CPC for two terms; 1997-2001.
Served as a member of the NBTA Ground Transportation Committee; 1990-1992.
Recipient of the NBTA Business Travel Professional Service Award; 1998.
Elected to serve as the President of the New Jersey Business Travel Association; 1988-1990; elected to a second term as NJBTA's President; 1990-1992.
Served as NJBTA's Chairman for 8 years; 1992-2000.
Recipient of the NJBTA Allied VIP Award three years in a row; 1991, 1992 & 1993.
Co-Chairman of NJBTA's Education Committee for 2 years; 1986 to 1988.

Platform Statement:

When I think of NBTA, I think of education; both as an actuarial and statistical resource but more importantly from the human element, really smart people with real world experience who will graciously share their knowledge with their peers.

At the time when I started my initial volunteer involvement with my local chapter of NBTA, the New Jersey Business Travel Association, I quickly surmised that the majority of its members were looking for their travel association to help them with the transition from their company's travel services expert to an expanded role of a travel procurement manager. They were looking to their travel associations to provide the educational forums that would enable them to make this transition and bring additional value to their respective companies.

My first real responsibility at our local chapter was to co-chair its Education Committee. It was in this role that I learned how important information sharing and education was to the transitioning travel manager. By listening to our membership and providing the educational content they required (the first charge card, airline and travel agency panel discussions) we were all exposed to the differences in each of their product offerings and could make more informed decisions as to how to rank the value propositions that each of them represented.

Education that spans all areas of travel management; from air, hotel, car rental, charge card, chauffeured car and expense reporting and reconciliation; the technologies that power these systems are constantly evolving with new (not always better) ways to book and access the reporting engines of these systems. As the president and founder of a technology company; I am in a unique position to be able to evaluate the synergies between these divergent systems. I will use my expertise to assist NBTA in creating programs that allow travel managers to compare and contrast the vast array of product offerings that are available today and reevaluate them as they evolve.

As NBTA's Allied Board member at large, I will continue to make education my highest priority. Education provides information; information is power; power to analyze; power to assess value and power to make informed decisions that bring value to your company. I will use my influence with the Board of NBTA to insure that we find new and exciting ways to provide increased educational forums that will allow NBTA to bring even greater value to its membership.

