

Will Tate
Senior Vice President – Management Alternatives



Management Alternatives is a travel consulting organization founded in 1977 dedicated to assisting ONLY travel buyers and ONLY in the travel purchasing cycle. This cycle ranges from travel policy review through to expense management automation, including RFI, RFP and validation reviews for each and every facet in between.

Immediately prior to joining Management Alternatives, Mr. Tate was the global travel manager for a Fortune 250 Company with responsibility for all facets of the managed travel program.

Before managing travel, he held a series of audit positions with a multi-national audit / consulting firm and a Fortune 250 company. His assignments covered more than 30 countries, including relocating to Europe to help launch a branch audit office. While performing his internal audit role, he was selected and performed as a national instructor for the Institute of Internal Auditors.

In his travel management role, he has served on the advisory boards of the Institute for Business Travel Management, major airlines and hotel chains and industry education groups for both NBTA and ACTE. He currently serves on the industry advisory board of Business Travel Media Group, the parent company of Business Travel News, The Beat, etc.

In his consulting role, he has created (and is so noted in the Copyrights) two measuring methods for determining travel management effectiveness and contribution to the organization.

He is a CPA and received his B.B.A. degree in accounting from Texas Technological University.