

Philip C. Wolf  
Chairman  
PhoCusWright Inc.

Years ago, a lonely entrepreneur embraced the controversial idea that the quality of information would differentiate winners and losers in the then-burgeoning information age. That entrepreneur was Philip Wolf; the year was 1994.

The company he founded is now the premier source for travel, tourism and hospitality intelligence. Today, in nearly every industry presentation, there is at least one slide that says, "Source: PhoCusWright." Philip is an outspoken, provocative and well-known travel industry figure.

He began his travel career in May 1989 as the head of a small agency and quickly made a name for himself. Industry leaders, struggling to grasp the Internet, recognized his unique outlook and business acumen. Over two decades of analyzing, scrutinizing and opining on strategic change and market trends, Philip has built a brand around his trademark catchphrase: "Strategically correct, not politically correct."

Philip is the architect of the annually acclaimed *PhoCusWright Conference*. The event's provocative *Center Stage* themes are relied upon as industry bellwethers, quickly becoming accepted wisdom each year. He has known many of the industry elite since online travel's beginning and has interviewed numerous luminaries, including Barry Diller, Carl Icahn and John W. Marriott III. CEOs from every major online travel company, along with top airline, hotel, GDS and search executives, have taken the stage one-on-one with Philip.

A sought-after speaker around the world, he has addressed audiences in Australia, Singapore, China, India, Canada, Jordan, Iceland, Argentina, and Brazil, and throughout Europe.



Philip was named to *Travel Weekly's* "Club 33: The Most Influential People in the Travel Industry," and is frequently quoted in consumer and trade media, including *CNN*, *Business Week*, *The Wall Street Journal* and *The New York Times*. He has met with a prime minister, appeared on television in New Zealand, and been referenced in publications worldwide, from a major Asian tech blog to Norway's *Aftenposten* and then some.

Formerly an adjunct professor at New York University's Graduate Center for Hospitality, Tourism and Sports Management, he is currently a distinguished lecturer at the Cornell University School of Hotel Administration.

Philip serves as board director for companies on three different continents. He is a founding member of the board of directors for India's MakeMyTrip, whose August 2010 initial public offering was NASDAQ's best since 2007 and one of the "hottest IPOs in years," according to *The Motley Fool*. In addition, he is board chairman for mobile application developer QuickMobile and serves as board director for both commission recovery specialist Net Trans and Hopper Inc. (backed by Atlas Ventures and Brightspark Ventures), a keyword-based travel search engine developer. Philip is also a co-founder of global media property Tnooz. In 2002, while serving as chairman of the board for Montreal-based Newtrade Technologies, he orchestrated that company's sale to Expedia. While serving as a director for UK-based TravelJigsaw, he facilitated the car-rental OTA's 2010 sale to Priceline.

Prior to PhoCusWright, Philip was president and CEO of a venture-funded software developer and travel booking engine pioneer, where he secured two patents for the company's groundbreaking pricing algorithms. These assets, through a series of acquisitions, are now part of American Express.

He is a magna cum laude graduate of Duke University and holds an MBA from Vanderbilt University's Owen Graduate School of Management. Decades after first espousing the power of Internet travel, Philip continues to spark industry epiphanies... and leave audiences buzzing.