

# WECO TRAVEL CE MICE SERVICES



Warsaw



Budapest



Prague



Bucarest



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## Knowledge , Experience, Capability

### Weco-Travel MICE Poland

- **Over 23 years on the market**
- **MICE TEAM** = 4 PM + 3 Travel Consultants + MICE Director
- **Average experience** of 14 years
- **Language skills** : English, German, Russian, French Spanish.
- Specialisation: incentives & corporate meetings
- **Turnover MICE 2016** est. 4.500 000 EUR
- Turnover comprises: 50% domestic, 50% international
- **TOP PROJECTS** 2014: 200 pax, Mauritius conf, ( 600 K Eur)  
2015 : 50 pax SICILLY 100K EUR
- **GRAZYNA GROT-DUZIAK – MICE DEPT Director**
- Bachelors degree of Warsaw Schools of Economics, Tourist Faculty ,33 years of experience in tourism industry
- worked as Tour operator, Sales&Key Acct Manager ,
- 17 years in Weco
- Language skills: English, German, Russian, basic Spanish
- Active in: Sales, Presentations, search of new products & services, hotels + destinations, promoting the products & destinations, travelling with groups,
- SITE Member, co-founder of SOIT – Incentive Travel Organizers Association in Poland

### Weco Travel MICE Romania

- Over 12 years of experience on MICE Romanian market
- **MICE TEAM** : 5 specialized consultants + MICE Coordinator
- Average experience 12 years.
- Certificate ISO 9001:2009
- Language skills : English , German, French
- Turnover MICE 2016 over 1,7 mil EURO
- Turnover comprises – 70% domestic / events & conferences  
30 % international

TOP PROJECTS: 2010 – 2012 IPSEN PHARMA, AMGEN RO  
2012-2014 NOVARTIS GROUP  
2014 – 2016 - ERSTE BANK BCR  
2015 - 2016 - LIDL ROMANIA

- **COSMIN CRISTEA– MICE DEPT Coordinator**
- Bachelors degree, 7 years of experience in tourism industry
- worked as Tour operator, Sales&Key Acct Manager ,
- 3 years in Weco
- Language skills: English, German,
- Active in: Sales, Presentations, search of new products & services, hotels + destinations, promoting the products & destinations, travelling with groups
- Events&Exhibitions Organizer - Certified



MEETINGS



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WEDDING ???



CONFERENCES

## Who we are: Knowledge, Experience, Capability

### Weco-Travel Czech

- Over 25 years experience on Czech & Slovak market
- **MICE TEAM** = 4 Travel consultants + 1 MICE Manager
- Average experience of 15 years
- Languages: English, German, Russian, French
- Specialisation: Incentives and corporate meetings
- Turnover MICE 2016 – est. 2 205 000 EUR
- Turnover comprises of 70% - international projects  
30% - domestic projects

#### Main projects 2015 :

- domestic: Beiersdorf – conference 100 pax
- international : Erste Group – Europe 220 pax
- ING – Hungary 50 pax
- Besins Healthcare - conference 60 pax

#### HELENA GRYSOVA – MICE MANAGER

- Bachelor's degree from Higher professional school of Tourism
- Language skills: English, French
- 15 years experience in the tourism industry
- Dynamic, open-minded always optimistic!

### Weco Travel Hungary

- Over 20 years on the market.
- **MICE TEAM** = 7 + Team Manager
- Wide scope of services in MICE area
- Specialisation: pharma sector – medical congresses  
events, exhibition and DMC services
- Achievements: Congress Organizer of the Year, Travel  
Organiser of The Year,
- Certificate - ISO 9001:2009
- Turnover MICE 2015.....
- Turnover Comprises of .....
- **TOP Projects 2015** - ECM Congress - 600 participants
- Astra Zeneca Days Coca-Cola Corporate Incentive
- **FRANCIKA MORLIN - Head of MICE DEPT**
- Bachelor of Business Administration in Foreign Trade
- Language skills: English & German
- Professional Congress Organiser, many awards and  
achievements of Pharma Congresses, Key person for  
congress organisations
- Member of Maresz – Hungarian Association of Event  
Organisers,
- Enthusiastic & Ambitious

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## Knowledge , Experience, Capability

### TECHNOLOGY

- **WECO CE MICE EXTRANET** - accessible for 4 offices  
/ DSA, Clients database, Order book, Suppliers List  
Destination guide/
- Own , self developed conference software with online  
registration, paying system, abstract submission and handling
- **TRAVEL MANAGER** - smartphones application/ managing  
the Participants and activities during the event,
- **MICE EXPENSES AND SAVINGS REPORTS**
- **ONLINE booking tool** - for MICE orders , custom made for  
specific client
- **WEB INTERACTIVE PLATFORM** - custom made for event
- **Newsletter , sms** B2B, B2C dedicated for events,

### WHAT we see in our future collaboration:

- WECO CE MICE Experts - to provide the best expertise and  
services for your company MICE needs
- To build long term relationships with ALLIANZ TIRIAC
- To increase the quality of services
- To manage the MICE Budgets more efficiently



MEETINGS



INCENTIVES



CONFERENCES

## The scope of services

COMPLEX SERVICE  
For International  
Fairs  
& Medical Congresses

Hotels, Flights  
Meals,  
Entrance Tickets  
Registration  
Visas, Transfers  
Insurance Assistance

Meetings, Workshops  
Conferences  
Trainings, Logistics

Product Launch,  
Gala dinners  
Venue finding, Hotel  
Bookings  
Gastronomy,  
Transportation,  
Additional services

Incentive Trips  
Leisure programmes  
for Spouses

VIP Services  
Occasional events

Technology,  
Communication  
Branding :

sums, newsletters,  
www/event,  
graphic design,  
Event managment  
tools

Reports



MEETINGS



INCENTIVES



CONFERENCES

## WECO CE MICE Experts STRENGTHS

- National and regional market leaders
  - Long presence at local markets
  - Excellent knowledge of local markets
- Extensive Customer relationship Management
  - High percentage of loyal customers
- Elaboration of creative concepts and complex offers
  - Preparation of complex calculation
  - Negotiation and contracting with vendors
- Graphic, decoration and press works – planning and finishing
  - Management of the entire event
  - Registration and information service at the venue
- After-event works (event photos, statistics, satisfaction surveys)



## Type of Events:

- Conferences and congresses (in or abroad)
- Workshops on various area of business
  - Team-building programs
- Client and partner programs, events
  - Corporate trainings
  - Assemblies and workshops
    - Product displays
    - Annual parties
- Professional and employee appreciation days
  - Green events



## Added value

### is much more than processing transactions:

- Specialist advisors with local expertise in Central Europe
- Understanding of your needs and expectations
- Independent – widest choice, best fit services
- Integrated solutions based on our technology to improve efficiency, Streamlining your costs and optimization of your travel budget
- Financial transparency
- We are developing 'personalization' services for travelers to improve the experience of travel provide real-time feedback
- Data consolidation and full reporting capabilities

