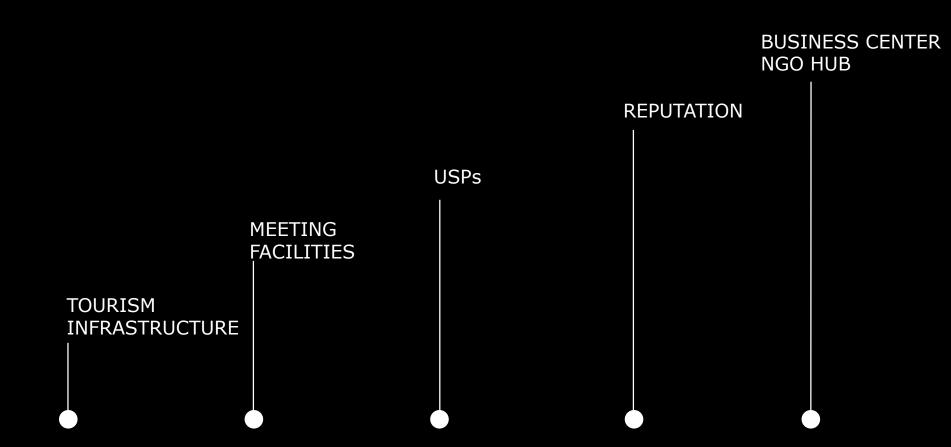




VIENNA, A
BUSINESS
EVENTS
DESTINATION

#### **VIENNA, A BUSINESS EVENTS DESTINATION**



#### **WALKABLE CITIES**





#### **WALKABILITY**

- 1. Cost to having to bus attendees
- 2. Pollution awareness

3. The new generation is keen on walking and using the public transportation.

# THE KEY MARKET SEGMENTS





CORPORATE



**STABLE** 

**TRANSPARENT** 

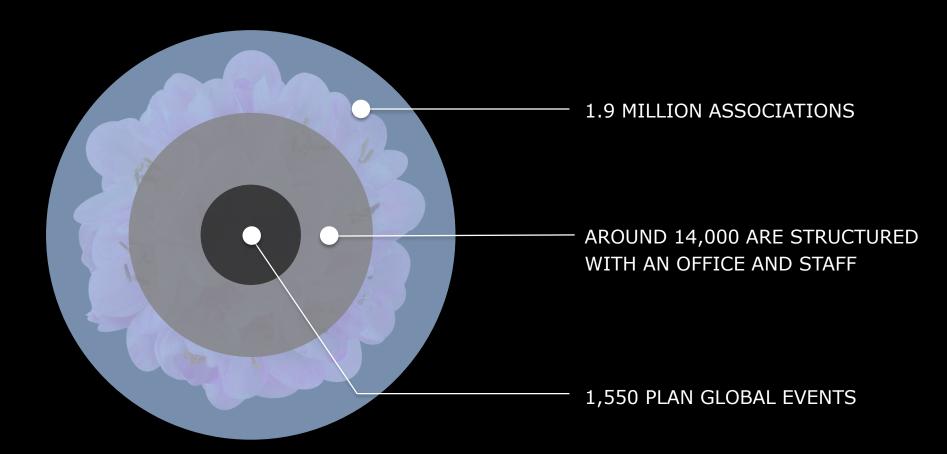
CLEAR AND WELL PUBLICIZED

- Grow Membership
- Market New Services
- Reach Out to New Market

CONVENTIONS ARE CRITICAL TO THE FINANCIAL STABILITY OF ASSOCIATIONS

CONVENTION BUREAUS PLAY A KEY ROLE

MID TO LONG TERM MARKET



#### **MEETINGS**

IT'S ALL ABOUT BUSINESS

DECISIONS RATIONAL AND DICTATED BY ROI

MANY DECISION MAKERS

MANY POTENTIAL INTERMEDIARIES

DIRECT BOOKING FOR SMALL GROUP BUSINESS MEETINGS

SHORT TO MID-TERM BUSINESS



**CORPORATE** 



MEETING
MANAGEMENT
FIRMS
DBE M&I
MARITZ

IND. MEETING PLANNERS

#### **INCENTIVES**

**EVOLVED TREMENDOUSLY** 

INCENTIVES ARE ALSO PART OF CORPORATE BUSINESS STRATEGIES

QUESTIONED DURING THE FINANCIAL CRISIS

INCORPORATE MEETINGS TO LEGITIMIZE VALUE TO CORPORATIONS

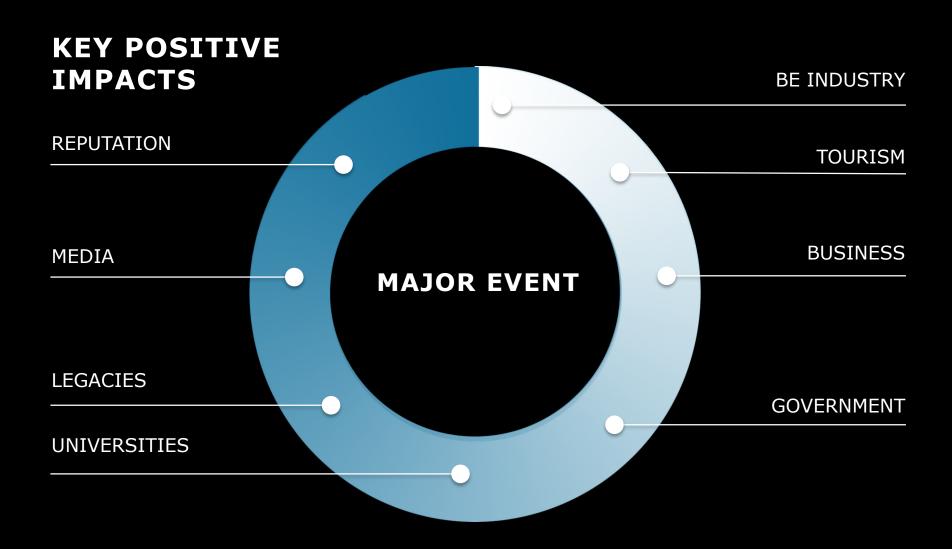


**CORPORATE** 





CORPORATE



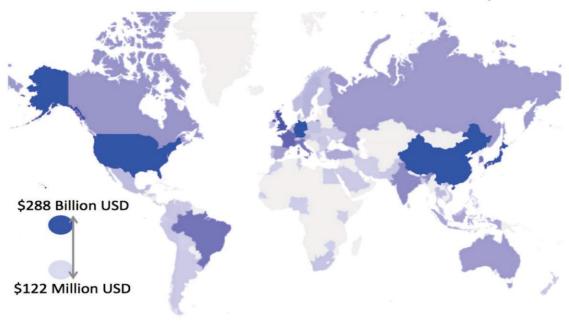
# THE MAJOR MARKETS



ASIA EUROPE AMERICA

#### **FUTURE**

#### Global Distribution of 2014 Business Travel Spend



Source: GBTA Foundation, Rockport Analytics





ON THE ASSOCIATION SIDE, ASIA IS DISCOVERING THIS NEW INDUSTRY.

TREMENDOUS GROWTH IN CORPORATE MEETINGS AND INCENTIVES

THE SLOWDOWN IN CHINA WILL AFFECT THE PLANNING OF INCENTIVE PROGRAMS OVERSEAS.

**ASIA** 



A MATURE MARKET WITH A LARGE ASSOCIATION BUSINESS

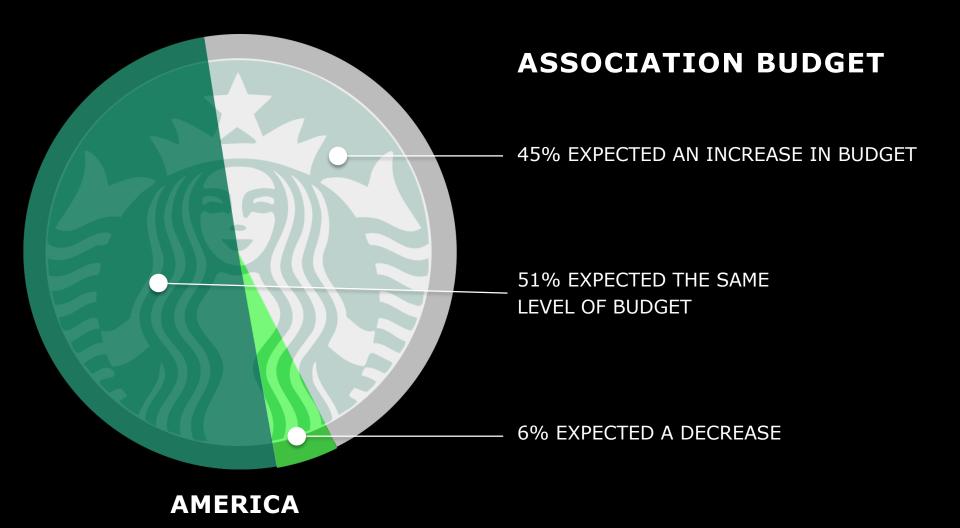
54% OF INTERNATIONAL ASSOCIATIONS ARE BASED IN EUROPE

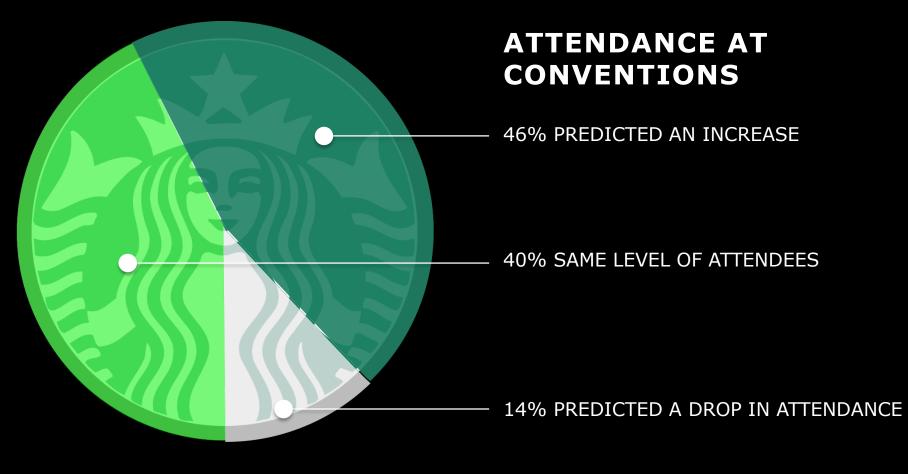
THE INCENTIVE MARKET HAS WEAKENED

**EUROPE** 

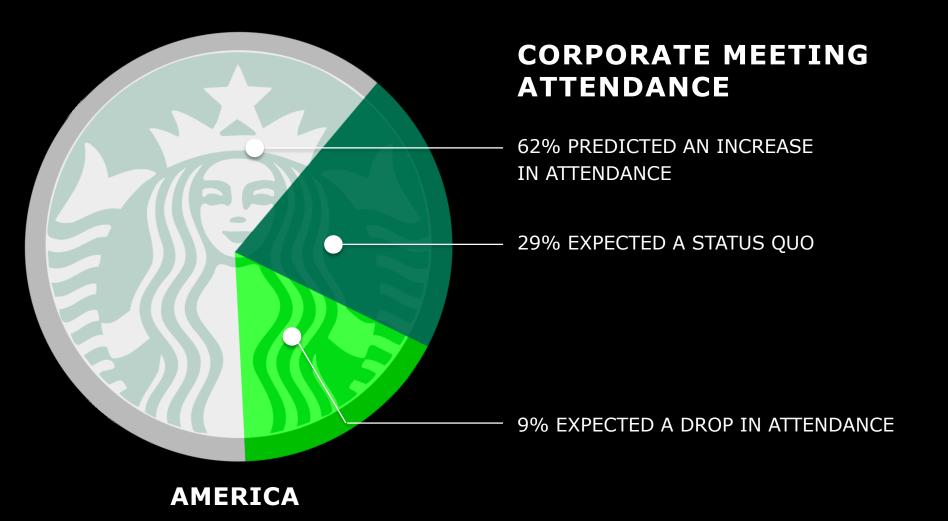


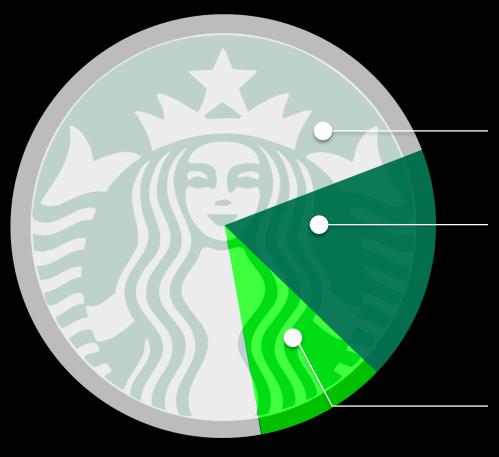
**AMERICA** 





**AMERICA** 





### CORPORATE BUSINESS ENVIRONMENT

72% OF THE PLANNERS
DESCRIBED IT AS "BETTER"

18% AS "EQUAL"

10% QUALIFIED IT AS "WORST"

**AMERICA** 















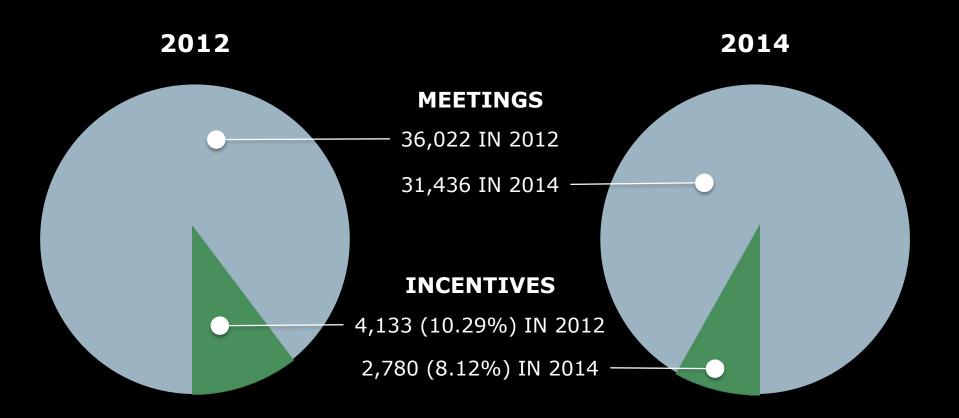
With continued intelligent growth in the industry, meeting professionals are showing a renewed focus on attendee "wants"—big-name speakers, entertainment and shoulder days—and going beyond "needs" as they strive to do much more with just a little more.

"The sizzle is back. It's about having meetings and making them more interesting"

#### **CHRISTIAN SAVELLI**

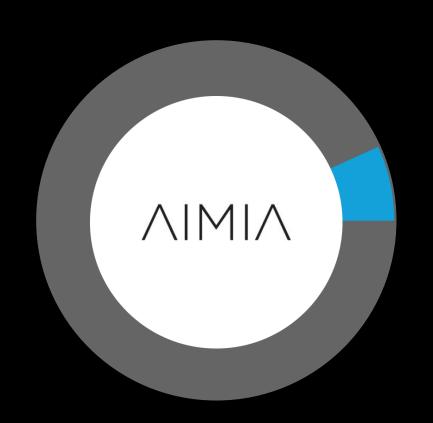
MPI CAROLINAS CHAPTER FORMER SENIOR DIRECTOR OF BUSINESS INTELLIGENCE FOR MPI

#### **CORPORATE MEETINGS & INCENTIVES COMPANIES**



AN AVERAGE 22% TO 23% ARE PLANNED INTERNATIONALLY

2014
TOTAL MEETINGS
AND INCENTIVES
2,311



125 (5.15%)
WERE INCENTIVES

2014
TOTAL MEETINGS
AND INCENTIVES
7,033



312 (4.25%)
WERE INCENTIVES

2014 TOTAL MEETINGS AND INCENTIVES 1,340



111 (7.65%)

WERE INCENTIVES

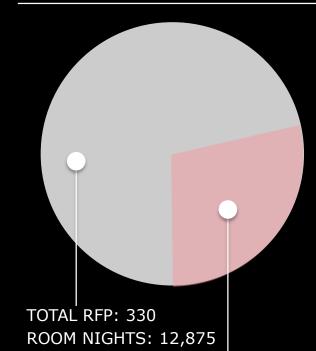




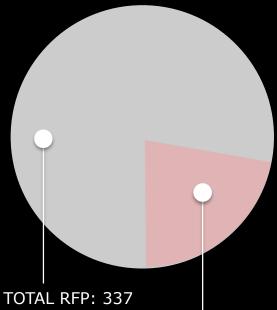
8/1/12 - 7/31/13

8/1/13 - 7/31/14

8/1/14 - 7/31/15



95 CONFIRMED AVERAGE ROOM NIGHTS: 135



ROOM NIGHTS: 8,317

75 CONFIRMED AVERAGE ROOM NIGHTS: 110

TOTAL RFP: 473

ROOM NIGHTS: 12,575

136 CONFIRMED AVERAGE ROOM NIGHTS: 92 WHAT IS
KEEPING THE
PLANNERS UP
AT NIGHT?

#### **INDUSTRY STUDY:**

One Third of Group Rooms Are Booked Outside the Block



### THREE DISRUPTIONS AFFECTING MEETINGS AND CONTRACTS





TECHNOLOGY ADVANCEMENT

ALTERNATIVE AND NEXT GENERATION LODGING

ATTENDANCE BEHAVIOR

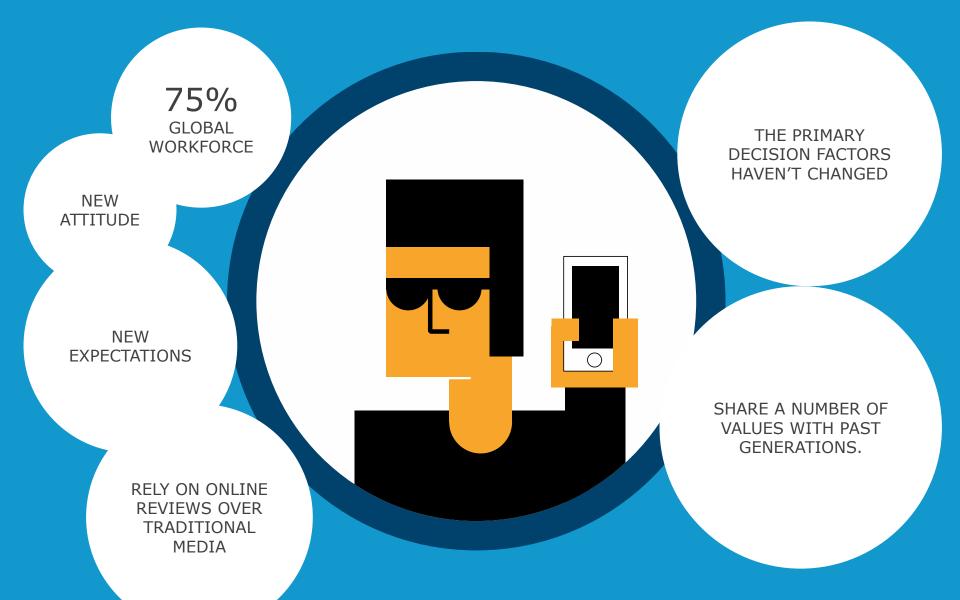


PRICE TAG

TECHNOLOGY DRIVES THE TRANSACTION

SOURCING RELIES ON SOCIAL BUZZ

# THE MILLENNIALS

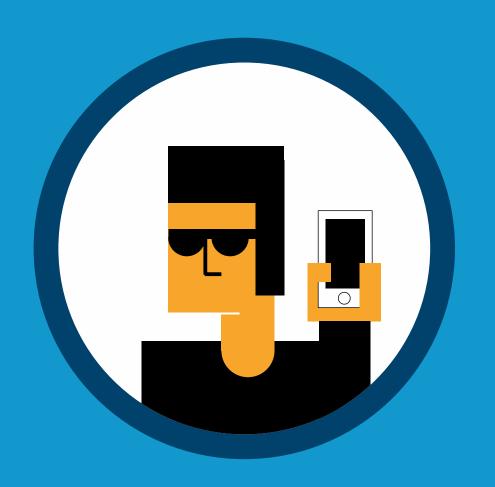




# **MILLENNIAL MINDSET**

# 1 WHEN WE ACCESS INFORMATION IT SHOULD BE IMMEDIATE,
SIMPLE, AND WORK ACROSS
ALL MY DEVICES.

MARKETING STRATEGY
RETHINK YOUR DESTINATION'S
DIGITAL PRESENCE.



# **MILLENNIAL MINDSET**

# 2 WE DON'T CONSUME DIGITAL MEDIA PASSIVELY, WE WANT TO ENGAGE WITH IT.

#### **MARKETING STRATEGY**

PROVIDE SOCIAL MEDIA AND DIGITAL TOOLS TO HELP PLANNERS CREATE ENGAGEMENT WITH THEIR MEETING ATTENDEES.



# **MILLENNIAL MINDSET**

#3 WE STILL VALUE TRUSTED
RELATIONSHIPS IMMENSELY.

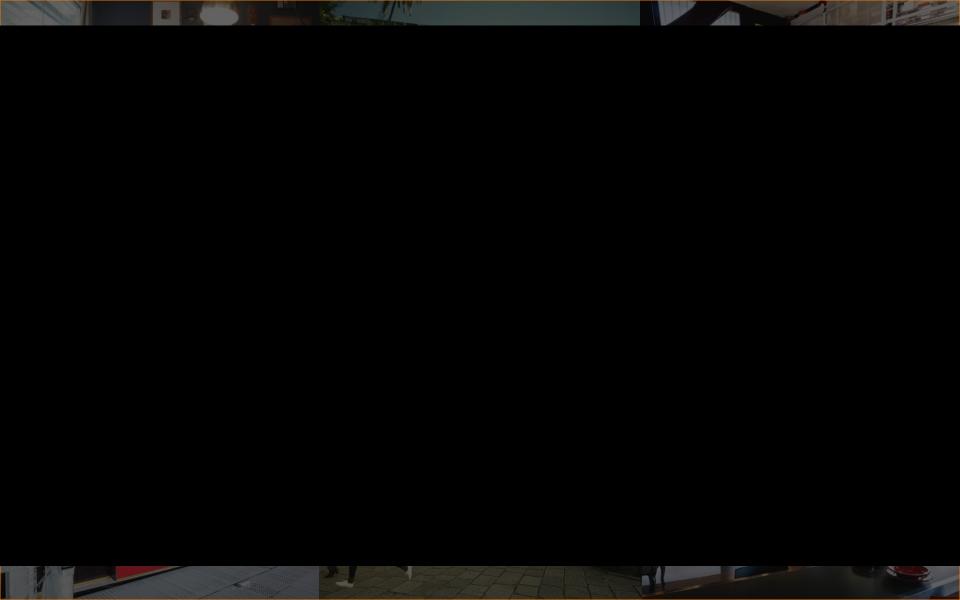
MARKETING STRATEGY
USE DIGITAL MEDIA TO HELP
FOSTER TRUST WITH PLANNERS

# LET'S TALK ABOUT DISRUPTORS

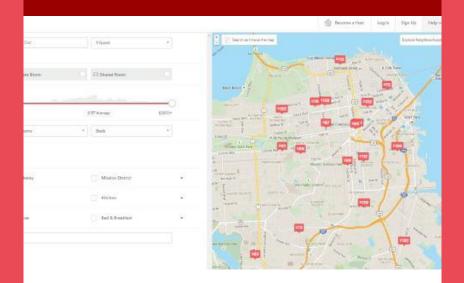








# AIRBNB QUIETLY STARTS A PILOT FOR LISTINGS EXCLUSIVELY FOR BUSINESS TRAVELLERS





# AIRBNB WANTS TO HOST YOUR NEXT MEETING





# AIRBNB REPORTS RECORD CORPORATE SIGNUPS



EXPERIENT TEAMS WITH AIRBNB: EXPANDS EVENT LODGING OPTIONS FOR CLIENTS















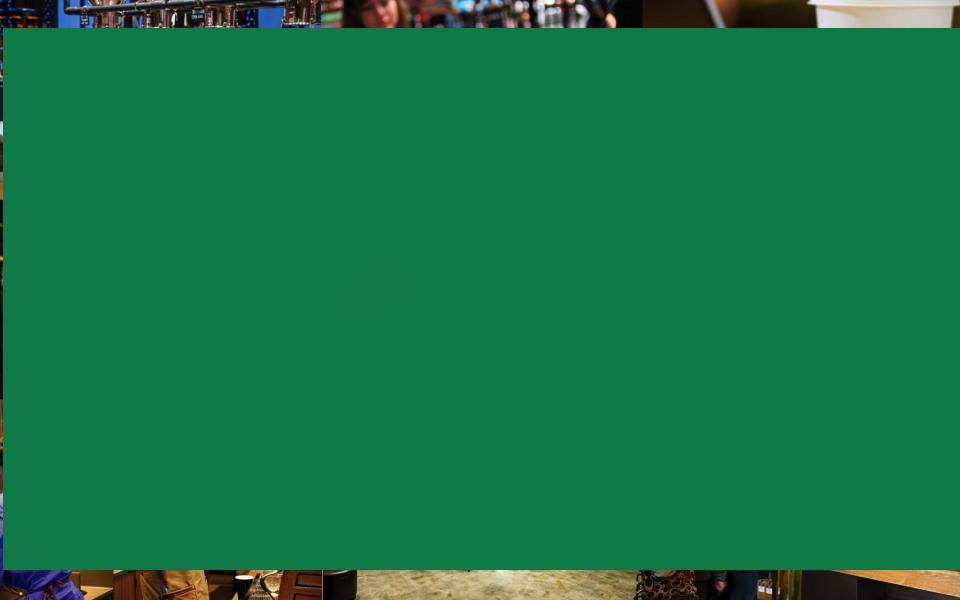


## HILTON, UBER TEAM UP TO DRIVE VALUE FOR HOTEL GUESTS

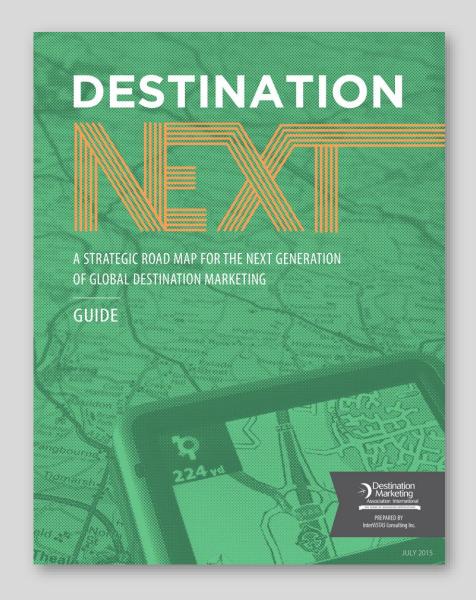








# WHAT'S NEW TODAY?



# TWO CRITICAL DRIVERS OF DMO SUCCESS

**DESTINATION STRENGTH** 

COMMUNITY SUPPORT AND ENGAGEMENT.

# TRANSFORMATIONAL OPPORTUNITIES

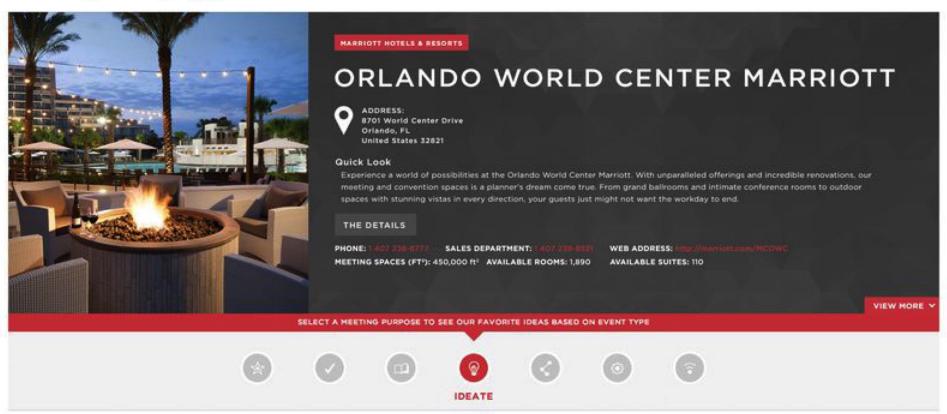
SHIFT FROM BROADCAST TO ENGAGEMENT

BUILDING AND PROTECTING THE DESTINATION BRAND STRATEGY

NEW COLLABORATION AND PARTNERSHIPS

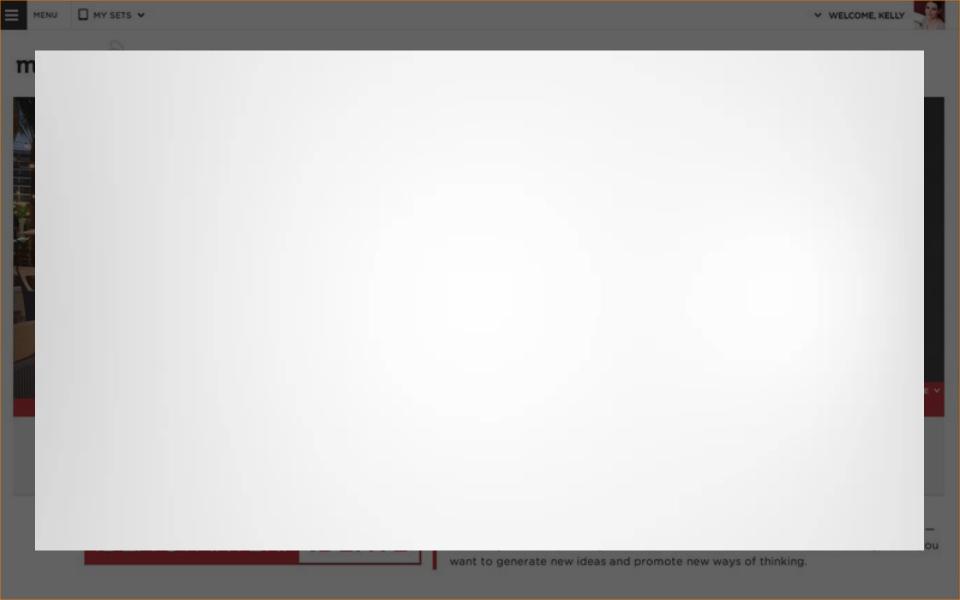
# WHAT'S NEW? CONTENT MARKETING

# meetings imagined



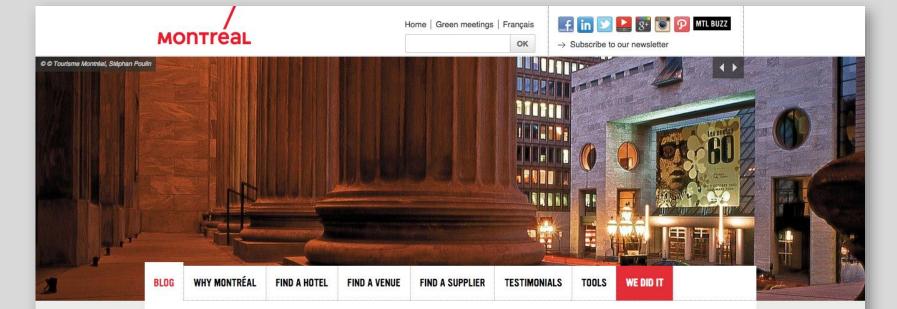
IDEA STARTER: IDEATE

Let images selected by this hotel inspire your planning. Below you can browse ideas sorted by our four planning essentials - that are ideal for an Ideate meeting, when you want to generate new ideas and promote new ways of thinking.





# / montreal





### **CONFERENCE MANAGEMENT IN MONTREAL**

Welcome to Meetings à la Montréal, where we bring together the best of the meetings and conventions industry. In conjunction with the Palais des congrès de Montréal, our convention centre, and the city's best hotels, we work hard to help you - the busy event management professional - organize successful and meaningful events. From large-scale conference planning to intimate corporate events, you'll find meeting venues, planning resources and the most up-todate news!

### **HOW TO MAKE CANADIAN CUSTOMS EASIER? A RESOURCE FOR EVENT PLANNERS & EXHIBITORS**

Posted on September 17, 2015 I → Leave a Comment

One of the biggest concerns from American meeting planners considering

#### SUBSCRIBE TO OUR **NEWSLETTER**

First name

Last name

Organization

Email

English French

I want to subscribe to Meetings à la Montréal

Arts & Culture Attractions Cutting-Edge Events & Festivals Gastronomy Family Fashion LGBT Nightlife Outdoors

TRY THE EXPERIENCE +

# THE LATEST ARTICLES



#### Things To Do in Montréal: September 18 to 24

It's a pre-fall frenzy, with the cultural season on the cusp of busting open while Pop Montréal and Mois de la Photo alone are...

Read more →



#### **Indoor family activities** in Montréal

No matter what the weather but especially in winter - indoor nativities are a must far kids and





Extreme Films, Extreme Parties at iF3











# WHAT'S NEW? SOCIAL MEDIA SERVICES





Music

Film

Interactive

**Exhibitions** 

**Attend** 

Schedule

Register Today 🛷



ANGELIQUE KIDJO, JOHN OATES, JESSICA HOPPER & MORE TO SPEAK AT SXSW MUSIC



**ANDY PUDDICOMBE CONFIRMED AS INTERACTIVE CLOSING KEYNOTE** 



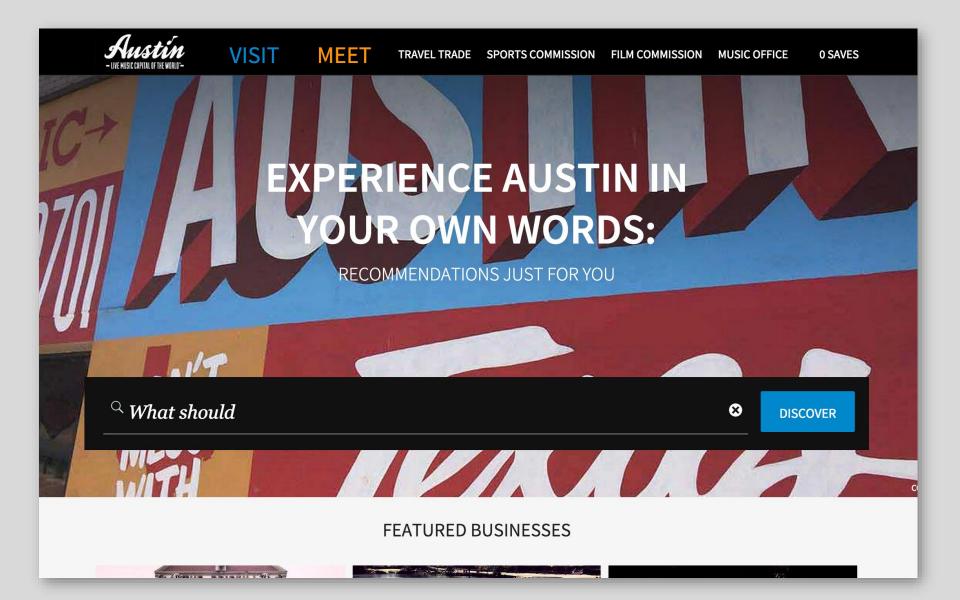
REPORT ON ECONOMIC **IMPACT OF SXSW 2015 ON** 



**REGISTER TO ATTEND: YOUR SXSW 2016 ADVENTURE** STARTS HERE!



**SXSW ALUMNI FILM** 



## **AUSTIN SOCIAL MEDIA LOUNGE**

Want more regular Austin deals and updates? Connect with Austin on the below social media accounts. You can also find us on Pinterest, Instagram, Vimeo and Foursquare.



Subscribe VisitAustinTx





Tourism Matters- Austin, Texas



Interview with Austin musicians Tate Mayeux and Brian Broussard



Interview with Austin musician Dan Dyer



Interview with Austin musician Dan Dyer







### **Meet in Austin**

Austin's meeting spaces http://www.austintexas.org/meet









Pins

6.1k Followers

**Follow board** 





Palazzo Lavaca | Austin, Texas ¥±4 ♥ 1





from Foursquare

**Radisson Hotel & Suites Austin** Downtown

♥ 1

Pinned by Visit Austin Texas



Radisson Hotel & Suites Downtown Austin

事士 2



Pinned by Visit Austin Texas





from Foursquare

Radisson Hotel & Suites Austin Downtown

Radisson Hotel & Suites Austin Downtown in Austin, TX



Visit Austin Texas





# **Meeting in Austin**



Created by Austin, Texas • Updated On: December 7, 2011

A list of restaurants and nightlife hot spots near the Austin Convention Center.

FOLLOW



#### 1. Austin Convention Center

Convention Center · Downtown Austin · 500 E Cesar Chavez St (btwn Trinity & Red River St), Austin, TX



#### MEET

- **▶ WHY AUSTIN**
- **▶ SUBMIT RFP**
- **► AUSTIN CONVENTION CENTER**
- **▼ MEETING PLANNER TOOLKIT**

MEETING PLANNER GUIDE
ACCOMMODATIONS
ENTERTAINMENT DISTRICTS
SPECIAL EVENT VENUES
SUPPLIER DIRECTORY
CONVENTION SERVICES
CONFERENCE STAFFING
HOUSING BUREAU
TRANSPORTATION
PROMOTIONAL TOOLS
PRE & POST CONVENTION
DEALS
MAP

- ► WIN MUSIC
- **▶ CONTACTS**

**MEETING PLANNER GUIDE** 

**WATCH AUSTIN VIDEOS** 

HOME > MEET > MEETING PLANNER TOOLKIT > PROMOTIONAL TOOLS

### PROMOTIONAL TOOLS

#### **Promotional Tools: Building Buzz, Building Attendance**

Here in the Promotional Toolkit, you'll find everything you need to create and enhance your own promotional materials. Contact us for other services such as an emarketing template, microsites and ad templates.

#### Download promotional copy, postcards and Austin fact sheets:

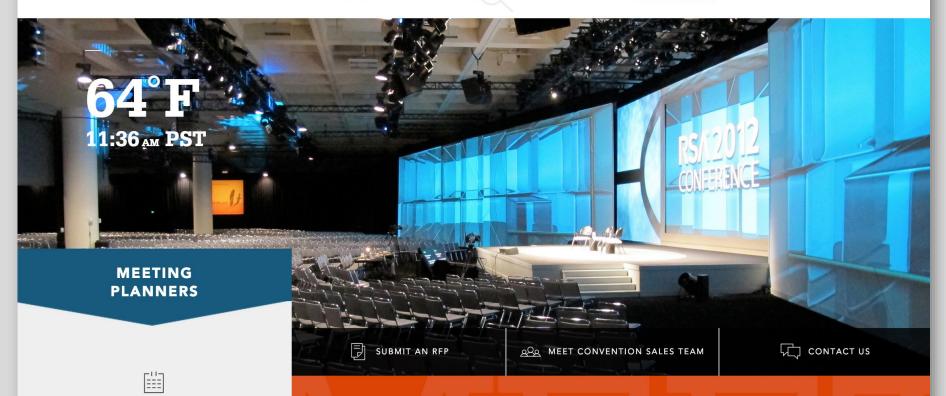
- Austin Postcard Sample (request for design file)
- Recent and Upcoming Developments
- Austin Fact Sheet and Rankings
- Visit the Media Center to download promotional images, access fact sheets and press resources

#### Order ready-to-use Austin brochures, maps and other promotional materials.

 Available by mail for meeting professionals planning events with more than 25 attendees. Download your request form.



SanFrancisco Travel<sup>\*</sup>



#### PLAN A MEETING

CONVENTION CALENDAR

**FACILITY SEARCH** 

PARTNER DIRECTORY

HOHCING 0

# MEETING PLANNERS

Think of the best cities in the United States to visit. San Francisco inevitably comes to mind for meeting planners and it will for conference attendees, too.



#### PLAN A MEETING

CONVENTION CALENDAR

**FACILITY SEARCH** 

PARTNER DIRECTORY

HOUSING & **ACCOMMODATIONS** 

HOTEL AVAILABILITY

PREPARE FOR A MEETING

VIRTUAL MEETING PLANNER'S GUIDE

MOSCONE CENTER



#### PROMOTE A MEETING

DIGITAL MARKETING TOOLS MEDIA CENTER PROMOTIONAL MATERIALS

PROMOTE LOCALLY



SUBMIT AN REP





CONTACT US

# SOCIAL MEDIA CHECKLIST

Welcome to Social Media 101 for Meeting Planners. To better understand what social media assistance you need from San Francisco Travel, please fill out the following checklist. We look forward to working with you to better serve your meeting attendees with information about San Francisco.

#### \*REQUIRED FIELD

MEETING START DATE



MEETING START DATE

#### MEETING END DATE



MEETING END DATE

Meeting Organization Name



**HOME / MEETING PLANNERS / GENERAL PAGES** 



# RESTAURANT RESERVATIONS

#### MEETING **PLANNERS**



SUBMIT AN RFP







PLAN A MEETING

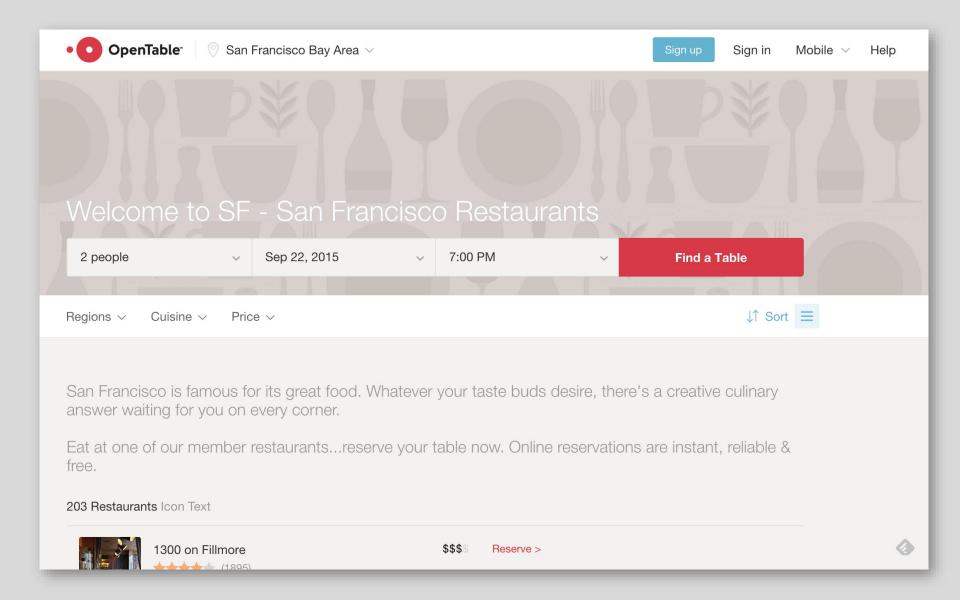
**CONVENTION CALENDAR FACILITY SEARCH** 

PARTNER DIRECTORY

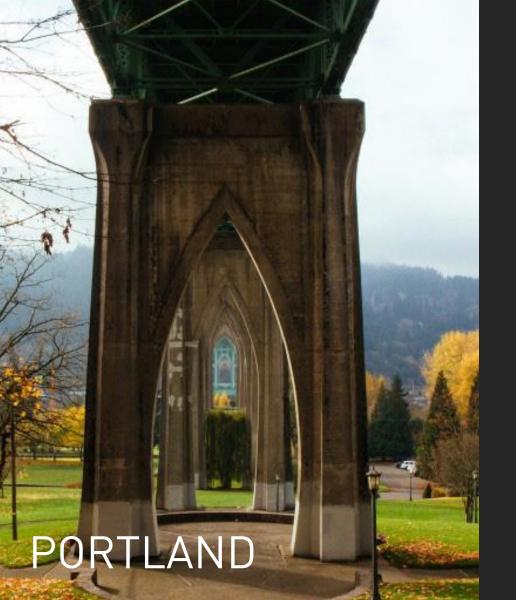
**HOUSING &** ACCOMMODATIONS The San Francisco Travel Association has partnered with OpenTable.com to be able to provide your attendees with on-line restaurant reservations. A special web page has been developed for meeting planners to link to their meeting. Attendees can make reservations at one of our restaurants prior to arrival or while in San Francisco. Reservations for up to 25 persons can be made at certain restaurants if available.

Link to this page: http://www.opentable.com/promo.aspx?pid=181&m=4&ref=1162

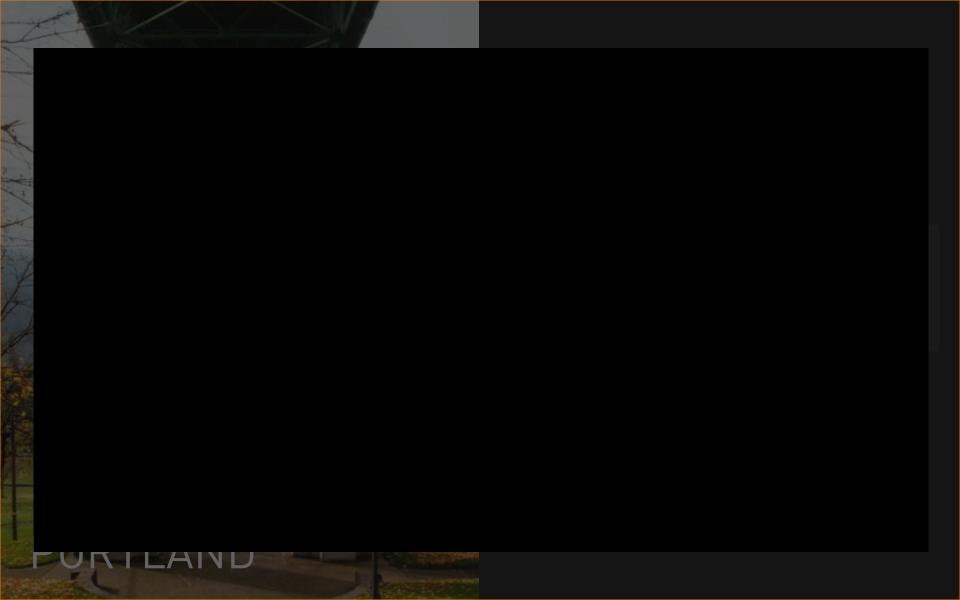




# WHAT'S NEW? COMMUNITY ENGAGEMENT



\_travel\_ PORTLAND



# WHAT'S NEW? ECONOMIC SECTORS MARKETING

#### **DESTINATIONS**

### Repositioning Amsterdam as 'Holland City' to Attract More Conventions

Greg Oates, Skift - Sep 21, 2015 7:30 am

**CATEGORIES** ▼





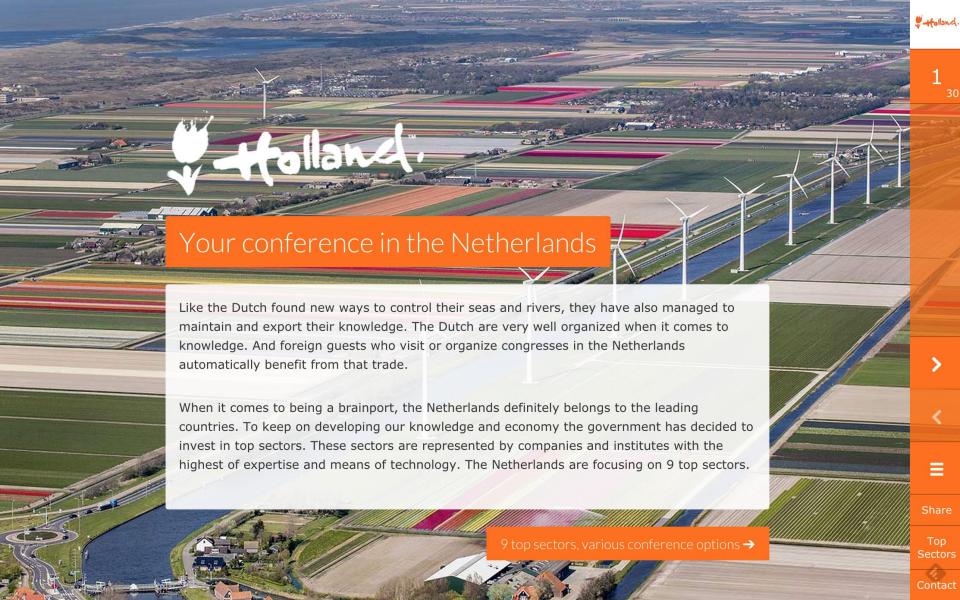


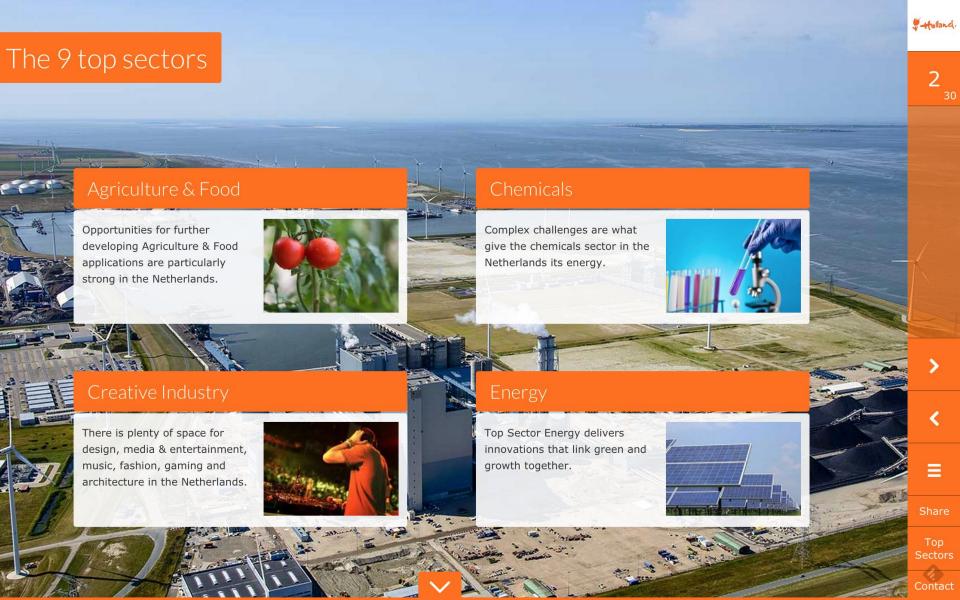
Video: How Amsterdam is Rethinking / Urban User Experience to Build the City of the Future

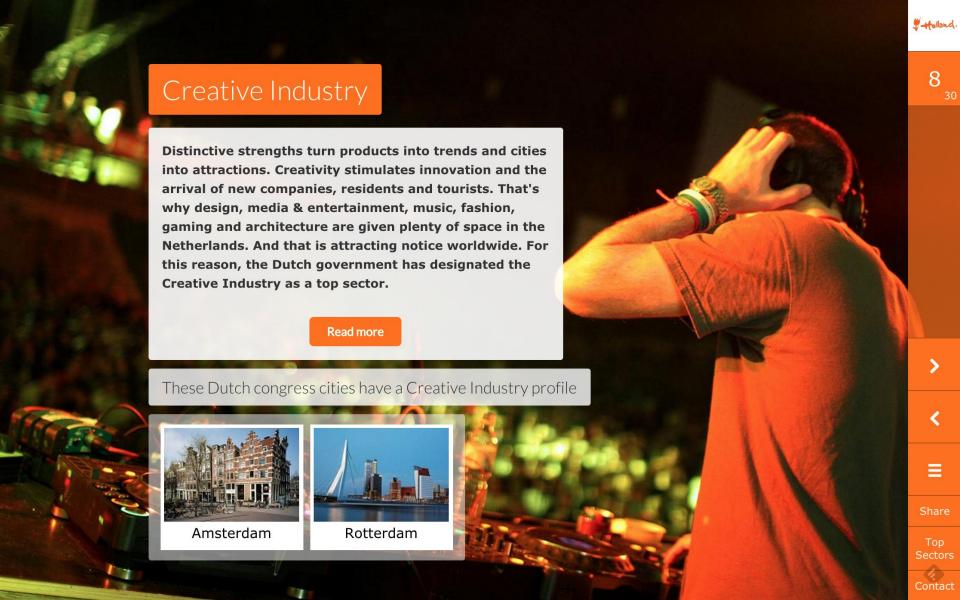


How Amsterdam is rethinking the urban user











Amsterdam has it all and offers an intense experience; IAmsterdam. That charisma has found its way into the capital's Creative Industry sector. Here, creativity acquires local perspective and sets an example at an international level.

Video →



'Once you are in the capital, nearly everything is within walking distance



# Holland.

**9** 

>

<

=

Share

Top Sectors



*IAmsterdam*. That charisma has found its way into the capital's Creative Industry sector. Here, creativity

acquires local pers international level.



### **Key conference venues**

- Amsterdam RAI. This conference and events venue has a total floor area of 106,500 m2 and 64 conference and meeting rooms. The Elicium Ballroom has a floor area of 1,883 m2 and a capacity of 2,000 people.
- <u>Beurs van Berlage</u>. This conference and events venue has a total floor area of 5,500 m2 divided among 25 halls and rooms. The Main Hall is 1,570 m2 and has a capacity of 1,275 people.
- Westergasfabriek has 18 interior spaces with a total floor area of 8,000 m2. The Gasometer hall is 2,500 m2 and has a capacity of 3,000 people.

#### **Hotel rooms**

- Number of rooms in 5\* hotels in metropolitan Amsterdam: 7,521
- Number of rooms in 4\* hotels in metropolitan Amsterdam: 9,810
- Number of rooms in 3\* hotels in metropolitan Amsterdam: 3,237

### **Total in Amsterdam**

Hotels: 413Rooms: 25,372

• Beds: 54,857

### Total in Amsterdam metropolitan region

Hotels: 625Rooms: 35,971



tance'





# Holland.



Share



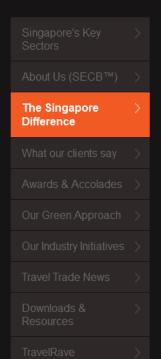




Amsterdam is Remb it is also canals, mus experience.

### Why Singapore

The Singapore Difference



### The Singapore Difference







### The perfect business events location

Singapore offers a world of opportunities by partnering event organizers to create winning solutions for your events, and achieve success by leveraging our extensive networks and dynamic knowledge-based economy. With a high concentration of business and leisure offerings that is accessible and customizable, you can also be assured of creating an enriching experience that's more than just business.

### Five Core Reasons

Focused on Industry **Development** 

### **DO WHAT IT DOES BEST**

Research

**Face to Face** 

**Partnership** 

**Industry leadership** 

WHAT
SHOULD THE
LEADER DO?

# WHAT ELSE SHOULD THE LEADER DO?

### **BUSINESS EVENTS**

## Brand Manual

WWW.VIENNA.INFO



1.

BRAND VIENNA

### CREATE NEW SOCIAL MEDIA SERVICES

**2**.

MILLENNIAL MINDSET

# BE THE SOURCE FOR INTERNATIONAL EVENT PLANNING

3.

CONTENT MARKETING

### INTEGRATE NEW IDEAS AND DISRUPTORS

4.

# NEW MEETING CONCEPTS

# SHOWCASE LOCAL BUSINESSES & COMMUNITIES

**5**.

**VIDEOS** 

## THE GLOBAL BUSINESS EVENTS THOUGHT LEADER

## VIENNA

