SUPPLIER DELEGATE BROCHURE

Hotel Industry Forum EU

12th - 15th October 2021

Ria Park Resort
Vale do Lobo, Algarve, Portugal

dpbevents.co.uk

About Hotel Industry Forum EU

DP Business Events has been organising market-leading business forums in Europe for over 20 years. We fully understand that building high-level business relationships and agreeing supply deals is the key to success in any business. Hotel Industry Forum EU will bring senior decision-makers from Europe's leading hotel groups together with dynamic suppliers. Delegates will spend quality time together meeting in schedules of one-to-one pre-set appointments, as well as planned networking and social sessions. These provide buyers and suppliers with the quality face-to-face time they need to discuss business deals and the outcomes of such discussions can have significant positive effects on their companies.

Keeping You Safe

As a sector-leading business events company, we've had over 20 years experience of organising events safely and successfully. Your wellbeing and safety is our highest priority: you can trust our team to plan and manage an event that allows you to conduct one-to-one business meetings and enjoy the relaxed social functions you would expect at one of our events while complying with all guidance and mitigating risk. We hope you will have the peace of mind to attend our events with confidence, and we look forward to welcoming you to Hotel Industry Forum EU.

How It Works

Our award-winning format gives suppliers quality face-to-face time with high-level hotel decision-makers. Suppliers can pitch their products and services to these buyers and spend time with them discussing and negotiating supply agreements. Suppliers will spend two full days meeting with hotel buyers in busy, focused schedules made up of one-to-one appointments, each lasting 20 minutes (which we arrange and set up). Further opportunities to connect are provided in planned networking and social sessions, which include two business lunch functions and three gala dinner functions. The Hotel Industry Forum EU format will provide suppliers with the opportunity to create and develop new and long-lasting business relationships with senior hotel buyers.

Maximum Opportunities, Minimum Time Away

Getting quality time in front of buyers is of prime importance to suppliers, but it can be a difficult process to secure an appointment time with a high-level decision-maker. Hotel Industry Forum EU has 55 senior purchasing executives from heading hotel operators for you to meet with. That's 55 potential clients located in one place at one time, and you can meet with them in just two days!

Who You'll Meet

You will meet with senior decision-makers from Europe's biggest hotel brands, including:

Hilton HOTELS & RESORTS

FOUR SEASONS

Marriott INTERNATIONAL

IHG®

WYNDHAM HOTEL GROUP

HYATT®

Please contact us for the full buyers list.

Supplier Delegate Attendance Packages

Hotel Industry Forum EU guarantees one-to-one time with high-level hotel decision-makers, with the opportunity to make an extremely high return on investment. Compared to exhibitions, trade shows or spending your own time and travel trying to meet with senior buyers, the service we offer far outweighs the fee we charge.

All supplier delegate packages include:

- **Three nights' accommodation** at the luxurious Ria Park Resort, Portugal on 12th, 13th and 14th October
- All forum **meals and beverages**
- Two business lunches and three dinner functions
- Your personalised business appointment schedule of **20-minute, one-to-one meetings**
- Access to our full event programme, including **networking sessions** and **social functions**
- Your personal copy of the official forum booklet, which contains all key contact information for all attending buyers and suppliers
- Unlimited sales and networking opportunities during the forum

Supplier Delegate Package Options

For supplier delegates, we offer the following attendance package options:

1 delegate, including 15 buyer appointments
€5,995

2 delegates, including 15 shared buyer appointments
€7,995

2 delegates, including 28 buyer appointments (14 each)
€10,995

All prices are plus the relevant taxes.

Promotional Extras

To increase the presence of your company at the event and maximise sales opportunities, we offer the following additional promotional options for purchase:

Advert

Feature your advert in the official forum booklet opposite your company profile page.

Full-colour, full-page **€395**

Showcases

Exhibit your products for the whole duration of the forum.

Showcase area (2m x 2m)	**€850**
Table top showcase	**€395**

Sponsorship

Promote your business to all attending delegates by becoming a forum sponsor.

Main forum sponsor	**€850**
Gala dinner sponsor	**€350**
Booklet sponsor	**€350**
Table number sponsor	**€150**
Pre-dinner drinks sponsor	**€150**
Coffee break sponsor	**€150**

All prices are plus the relevant taxes.

Forum Schedule

Day 1
Afternoon check-in and registration
Pre-dinner drinks reception
Welcome dinner

Day 2
Breakfast
Morning business sessions of one-to-one buyer/supplier meetings
Midmorning coffee break
Morning business sessions of one-to-one buyer/supplier meetings
Lunch function
Afternoon business sessions of one-to-one buyer/supplier meetings
Networking drinks
Gala dinner function

Day 3
Breakfast
Morning business sessions of one-to-one buyer/supplier meetings
Midmorning coffee break
Morning business sessions of one-to-one buyer/supplier meetings
Lunch function
Afternoon business sessions of one-to-one buyer/supplier meetings
Networking drinks
Gala dinner function

Day 4
Forum ends, delegates depart

Where You'll Be Staying

Do business by the beach at Ria Park Resort, a stunning luxury hotel in the beautiful Algarve, Portugal.

Stay in style and luxury at the Ria Park Resort. Enjoy the beautiful waterfront accommodation and its brilliant facilities. The resort has 175 rooms and suites and is located in the verdant valley of the Vale do Lobo, with access to the beach and the warm waters of the Atlantic Ocean. There are excellent sports facilities on offer, including a golf course, tennis courts, and both indoor and outdoor swimming pools. The hotel offers a variety of on-site restaurants, bars and excellent conference and business meeting facilities. The Ria Park Resort is the perfect venue for Hotel Industry Forum EU 2021, where delegates can enjoy a top-class resort while having high-level business meetings.

Our Past Attendees Say...

'So many different buyers in one place to meet and speak to. A great way to build relationships with buyers who are usually very difficult to meet.'

‘High-quality meetings and time spent with senior decision-makers. A great way to do business.’

‘Well organised with the perfect mix between business meetings and socialising, so I could develop strong relationships with new and existing clients.’

‘The forums are focused and professionally organised. I meet lots of influential people who can help my business. I will attend more forums.’

Our Clients

We are proud to have worked with the following high-profile clients:

Marriott	**Dyson**
Rezidor	**Electrolux**
Hilton	**LG**
Accor	**British Gas**
Melia	**Toshiba**
Premier Inn	**Barclaycard**
IHG	**Dormakaba**
NH Hotels	**Samsung**

And many, many more...

Upcoming Hotel/Hospitality Industry Forums

Hotel Industry Forum USA
19th - 21st July 2021
Sheraton Sand Key Resort, Florida, USA

Hotel Industry Forum EU
12th - 15th October 2021
Ria Park Resort, Algarve, Portugal

Hospitality Industry Forum USA
26th - 28th October 2021
Sheraton Sand Key Resort, Florida, USA

Book Your Place Now

Join us at Hotel Industry Forum EU, 12th - 15th October 2021 at the Ria Park Resort in sunny Portugal to give your business a boost.

Contact Mike today to secure your place.

Mike Oliver
International Sales Manager
+44145 555 5301
michael.oliver@dpbusinessevents.co.uk

dpbevents.co.uk