

Sign up for the Global Revenue Management Certification (CRME) in Berlin on 19 July

HSMIAI Region Europe will be in Berlin for the CRME certification on Wednesday 19 July.

On that day HSMIAI Region Europe will host an interactive Revenue Management workshop, after which the participants will complete the globally recognised CRME certification exam.

The certification workshop will last from 2 pm until 6 pm and will take place at the Head Office to [SnapShot](#).

Address: Kurfürstendamm 212, 10719 Berlin:

Programme:

14:00: Arrival and introductions

14:15: Workshop

16:30: Coffee break

16:45: Exam

17:45: Wrap up

The more you know, and the more you can prove you know, the better ROI you can provide to your employer or prospective employer, the more you can improve your company's bottom line, and the better you can position yourself in your chosen discipline.

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The trainer for the day is [Janel Clark](#), Head of Consultancy &

Education at SnapShot.



Janel is a qualified hotel Revenue Management professional and trainer with a passion for hotels and a wide knowledge of Revenue Management, distribution and digital marketing. She is a confident and competent team leader with excellent communication and training skills and the ability to motivate and drive the team to success. Janel is able to demonstrate sound commercial and financial awareness. She is experienced in the 4*- 5* independent and chain properties in UK and international markets.

See Janel's LinkedIn profile [here](#).

About the CRME

The CRME designation is recognition that you are:

1. A professional in the field of revenue management and clearly conversant with its intricacies and importance
2. Competent to develop an infrastructure to support

revenue management within the framework of an organisation

3. Able to maximise revenue opportunities and optimise profits by managing revenue
4. Capable of making informed decisions to accept or reject pieces of business to meet overall organisational goals
5. Proficient at the art and science of revenue management

Pricing

HSMAI Region Europe CRME workshop, digital CRME Study Guide and certification exam. Workshop includes coffee, tea and lunch.

HSMAI Region Europe Members: EUR 695

Non-members: EUR 795

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How do I earn the CRME designation?

For more information and the application form, please contact Benedicte on bgb@hsmi.no.

So far HSMAI Region Europe has CRME certified many top professionals from each of the following companies:

AccorHotels

Avvio

citizenM Hotels

Copenhagen Admiral Hotel

Crown Moran Hotel

Diamond Resorts International

Duetto

First Hotels

HotelPartner Yield Management

Hotel Tonight

IDEaS Revenue Solutions, a SAS Company

Iberostar

Infor

Infor EasyRMS

Kempinski Hotels SA

Louvre Hotels Group

Mövenpick Hotels & Resorts

OTA Insight

Parkdean Holidays

Pricematch

Reburg & Partners

Sabre Hospitality

SANA Hotels

Scandic Hotels

Short Stay Group

SnapShot GmbH

Sokos Hotels

Steigenberger Hotel Group

Thon Hotels

Top Gahn Quality Coaching

25hours Hotels

The CRME designation, often used as a post-nominal, is a recognition that those who have qualified are:

- Professionals in the field of revenue management and clearly conversant with its intricacies and importance
- Competent to develop an infrastructure to support revenue management within the framework of an organisation
- Able to maximise revenue opportunities and optimise profits by managing revenue
- Capable of making informed decisions to accept or reject pieces of business to meet overall organisational goals
- Proficient at the art and science of revenue management

After passing the exam you will be appointed globally Certified Revenue Management Executives, entitled to add the CRME designation to your name.


[HSMAI Region Europe Roadshow in Madrid Thursday June 1st](#)



HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Madrid Thursday 1 June from 4 PM to 7 PM.

The event will take place at Meliá Madrid Princesa. The address is: Calle de la Princesa, 27, 28008 Madrid.

Powered by Eventbrite

Programme for Madrid 1 June:

WHEN	WHAT	WHO
16:00	Welcome by HSMAI Region Europe	

<p>16:15</p>	<p>In today's technology-driven age, customers expect digital communication at every stage of their journey and tailored to themselves individually.</p> <p>Travel operators across the globe are stepping up their game when it comes to expanding to new markets and reaching their current and future target demographics.</p> <p>Niklas Schlappkohl, HSMAI Europe Digital Marketing Advisory Board Chairman, will be covering strategic localization opportunities in new emerging markets.</p>	
<hr/>		
<p>17:45</p>	<p>Roundtable discussions – Session 1 Concurrent sessions held by specialists in their field.</p>	
<hr/>		

1. Mobile Dynamics: optimising your website for mobile booking and marketing

Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive presentation will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.

Rich Tuckwell, VP of Sales and Marketing,
Avvio



2. Channel Optimisation- Finding the right channel mix to drive future revenue.

Join us for a discussion on how to effectively optimise your channels to maximise revenue.

Nati Pérez, Business Development Manager,
OTA Insight




3. Shifting revenue share from OTA to direct – Strategies to increase direct bookings

Even shifting just a few rooms per day from OTA bookings to direct bookings can make a big impact to your hotel's profits. But how can hotels implement a successful direct booking strategy? There is more to it than simply setting up a hotel website. In this roundtable, we'll talk about key strategies that hotels need to know to boost direct bookings. Specifically, we'll cover website and booking engine optimization, and how to use the same tactics that OTAs use on their own websites to increase bookings. We'll also discuss how digital marketing plays an important role in the sales cycle and how to use it to direct traffic to your own site instead of OTA sites.

John Power, VP of EMEA Sales at Travel Tripper



	<p style="text-align: center;">4. The Future of Direct Revenue</p> <p>The future of direct revenue and the role of smart technology in the hospitality industry are two of the hottest topics this year. Globally, hotels are searching for solutions to improve sales through their direct channels along with guest experience. With a majority of people booking hotels online, technology has become the ultimate disruptor where hoteliers need to align their strategy to compete fairly. Through this roundtable, Marco van Velzen will share his experience and expertise on the landscape and future of direct revenue and guest engagement by using smart technology.</p> <p style="text-align: center;">Marco van Velzen, Account Manager Spain, Hotelchamp</p>	
<p>18:05</p>	<p style="text-align: center;">Roundtable discussions – Session 2</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	
<p>18:25</p>	<p style="text-align: center;">Roundtable discussions – Session 3</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	

18:45	Snacks and networking	
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There might be some changes to the programme.

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[HSMAI Region Europe in Barcelona Wednesday May 31st](#)



HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Barcelona Wednesday May 31st from 4 PM to 7 PM.

The event will take place at Melia Barcelona Sky. The address is Carrer de Pere IV, 272, 08005 Barcelona.

Powered by Eventbrite

Programme for Barcelona Wednesday May 31st:

WHEN	WHAT	WHO
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<p>16:00</p>	<p>Welcome by HSMIAI Region Europe Simon Finne, HSMIAI Region Europe Supporter and CEO at Loopon</p>	
<hr/>		
<p>16:15</p>	<p>In today's technology-driven age, customers expect digital communication at every stage of their journey and tailored to themselves individually.</p> <p>Travel operators across the globe are stepping up their game when it comes to expanding to new markets and reaching their current and future target demographics.</p> <p>Niklas Schlappkohl, HSMIAI Europe Digital Marketing Advisory Board Chairman, will be covering strategic localization opportunities in new emerging markets.</p>	
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John Power, VP of EMEA Sales at Travel Tripper



2. Channel Optimisation– Finding the right channel mix to drive future revenue.

Join us for a discussion on how to effectively optimise your channels to maximise revenue.

Marina Vicente, Director of Business Development – Spain, Portugal and LATAM, OTA Insight



3. Mobile Dynamics: optimising your website for mobile booking and marketing

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Rich Tuckwell, VP of Sales and Marketing,
Avvio



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18:45

Snacks and networking



There might be some changes to the programme.

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**A big thank you to our partners in
Barcelona:**



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h Hotelchamp



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Don't miss Göran Adlén in Stockholm June 8th

HSMAI Region Europe would like to invite you to join us for an educational and fun afternoon and evening in Stockholm Thursday June 8th from 4 PM to 7 PM

Venue: Scandic Continental

Powered by Eventbrite

Programme for Stockholm:

WHEN	WHAT	WHO
16:00	Welcome by HSMAI Region Europe	

16:15

Trend report

Göran Adlén är en av Sveriges främsta framtidsanalytiker och mest eftertraktade föreläsare. Han talar om ledarskap, kommunikation, varumärken och trender och inspirerar allt från små ledningsgrupper till tusentals åhörare.

Att se in i framtiden är inte lätt. Vissa hävdar till och med att det är omöjligt. Men det finns några personer bland oss som kan göra mycket kvalificerade bedömningar av hur framtidens trender och tendenser kommer att se ut. Göran Adlén är en av dessa personer. Han har gjort framtiden till sin specialitet och hjälper dagens verksamheter att vara beredda på morgondagens utmaningar och möjligheter.

Göran Adlén är civilekonom, creative director och reklamkreatör som har arbetat med flera internationella varumärken. I över 13 år var han lärare i marknadsföring och marknadsanalys på IHM Business School, men är sedan 16 år tillbaka en av Sveriges mest efterfrågade föreläsare, utbildare och rådgivare med över 3 000 genomförda föreläsningar i bagaget.

2014 blev Göran Adlén "Årets föreläsare" och fick det prestigefulla Narrenpriset av Svenska Eventakademin. Han har flera gånger blivit nominerad till "Årets talare" och fått hedersomnämning vid "Stora Talarpriset" tre år i rad. När Göran Adlén inte föreläser jobbar han med skräddarsydda utbildningar för företag eller som konsult för både stora och små verksamheter med strategiska framtidsfrågor. Han är även författare till fyra böcker, bland annat storsäljaren "Framtiden är inte vad den brukade vara".

Göran Adlén is one of Sweden's most attractive lecturers. He will share from his new trend report, presented in Stockholm the day before, about the absolute most important trends in the world at the moment. The presentation will be in Swedish.



<p>17:45</p>	<p>Mobile Dynamics: optimising your website for mobile booking and marketing</p> <p>Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive presentation will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.</p> <p>Rich Tuckwell, VP of Sales and Marketing, Avvio</p>	
<p>18:05</p>	<p>Snacks and networking</p>	

There might be some changes to the programme.

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HSMAI Region Europe Roadshow

HSMAI Europe, in partnership with [Nor1](#), [OTA Insight](#), [Hotelchamp](#), [Travel Tripper](#), [Avvio](#) and other partners will visit many of the European cities focusing on Digital Marketing, Distribution and Revenue Management. The partners may vary from city to city.

We will be visiting the following cities:

CITY	WEEKDAY	DATE
Paris	Wednesday	10 May
Frankfurt – Pre-IMEX	Monday	15 May
Barcelona	Wednesday	31 May
Madrid	Thursday	1 June
Helsinki	Tuesday	6 June
Copenhagen	Wednesday	7 June
Stockholm	Thursday	8 June
London	Tuesday	13 June
Dublin (breakfast meeting)	Wednesday	14 June
Oslo	Tuesday	20 June
Amsterdam		Autumn

Brussels		Autumn
Berlin		Autumn

It is **FREE** to attend for people working directly in the hotel and travel industry.

A big thank you to our partner in Stockholm:




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[HSMAI Region Europe in Helsinki Tuesday June 6th](#)

HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Helsinki Tuesday June 6th from 4 PM to 7 PM.

The event will take place at Radisson Blu Seaside. The address is Ruoholahdenranta 3, 00180 Helsinki, Finland.

WHEN	WHAT	WHO
16:00	<p align="center">Welcome by HSMIAI Region Europe</p>	
16:15	<p>Distribution Update: What are the current trends and challenges? What is hot, not and up and coming.</p> <p>Press here to see the members of HSMIAI Region Europe Distribution Advisory Board</p> <p>Nina Nieminen, Director of Revenue management and distribution, Sokos Hotels – SOK Travel and Hospitality Industry Chain Management and Chair of HSMIAI Region Europe Distribution Advisory Board</p>	
17:00	<p>Roundtable discussions – Session 1</p> <p>Concurrent sessions held by specialists in their field.</p>	

	<p>1. Mobile Dynamics: optimising your website for mobile booking and marketing</p> <p>Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive roundtable will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.</p> <p>Rich Tuckwell, VP of Sales and Marketing, Avvio</p>	
	<p>2. Channel Optimisation – Finding the right channel mix to drive future revenue.</p> <p>Join us for a discussion on how to effectively optimise your channels to maximise revenue.</p> <p>Thierry Collard, Business Development Manager Benelux & Nordic Countries, OTA Insight</p>	
<p>17:20</p>	<p>Roundtable discussions – Session 2</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	

17:40	Snacks and networking	
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There might be some changes to the programme.

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Berlin		Autumn

It is **FREE** to attend for people working directly in the hotel and travel industry.

A big thank you to our partners in Helsinki:

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[HSMAI Region Europe in Copenhagen Wednesday June 7th](#)




HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Copenhagen Wednesday June 7th from 4 PM to 7 PM.

The event will take place at Scandic Palace Hotel. The address is Rådhuspladsen 57, 1550 Copenhagen.

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WHEN	WHAT	WHO
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<p>16:00</p>	<p>Welcome by HSMAI Region Europe</p>	
<p>16:15</p>	<p>Distribution Update: What are the current trends and challenges? What is hot, not and up and coming. The HSMAI Region Europe Distribution Advisory Board holds its planning meeting in Copenhagen the same day and you will meet some of the Advisory Board members and we will give you the update.</p> <p><u>Press here to see the members of HSMAI Region Europe Distribution Advisory Board</u></p>	
<p>17:00</p>	<p>Roundtable discussions – Session 1 Concurrent sessions held by specialists in their field.</p>	

	<p>1. Mobile Dynamics: optimising your website for mobile booking and marketing</p> <p>Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone.</p> <p>This interactive roundtable will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.</p> <p>Rich Tuckwell, VP of Sales and Marketing, Avvio</p>	
	<p>2. Channel Optimisation– Finding the right channel mix to drive future revenue.</p> <p>Join us for a discussion on how to effectively optimise your channels to maximise revenue.</p> <p>Thierry Collard, Business Development Manager Benelux & Nordic Countries, OTA Insight</p>	
<p>17:20</p>	<p>Roundtable discussions – Session 2</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	

17:40	Snacks and networking	
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It is **FREE** to attend for people working directly in the hotel and travel industry.

A big thank you to our partners in Copenhagen:



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[HEDNA in Dublin June 12-15, 2017](#)

HEDNA's Global Distribution Conference will be held in Dublin, Ireland from June 12-15, 2017.

HEDNA will host Education Tuesday, featuring morning sessions and afternoon workshops on June 13. The conference will be held at the Croke Park Conference Center, guestrooms at the Croke Park Hotel.

HEDNA have given HSMIAI members a special price to attend their conference.

Price: \$395.00 HSMIAI Education Tuesday Pass

Price: \$1,195.00 HSMIAI Full Three Day Conference Pass

Price: \$995.00 HSMIAI Tuesday + Wednesday Two Day Pass

Sign up here for HEDNA:

<https://hedna.site-ym.com/events/EventDetails.aspx?id=962756>

Don't miss Steven van Belleghem in London

HSMIAI Region Europe would like to invite you to join us for an educational and fun evening in London Tuesday 13 June from 4 PM to 7 PM

When Digital Becomes Human

The main speaker of the event is **Steven van Belleghem** (below).

Steven is a thought leader on the transformation of customer relationships and the future of marketing. He is an expert in inspiring companies to become true customer-centric organizations in this high speed digital world. He is also the author of three bestselling books. His most recent book, *When Digital Becomes Human*, received the award of "Best Marketing Book of 2015".

We are delighted to have Steven as a speaker again. We need to focus on the urgent need for an extreme transformation of the customer relationship in today's high speed digital world.



Steven's presentation had our dealers spellbound. He gave our organization a digital wake-up call with great humor and now a new world with exciting perspectives is waiting to be discovered.

*– **Steve Vanslype**, Manager Marketing & Communication Vans, Mercedes-Benz*

Steven is a regular keynote speaker at our events & every time his performance is an absolute highlight. He has a very unique & authentic style: leveraging a combination of academic depth and well-reasoned cases, he spices up his presentations with a great sense of humor.

*– **Anthony Belpaire**, Google*

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The event will take place at the beautiful Rubens at the Palace Hotel

Address: 39 Buckingham Palace Rd, Westminster, London SW1W 0PS

Programme for London:

WHEN	WHAT	WHO
16:00	<p align="center">Welcome by HSMIAI Region Europe</p>	
16:15	<p align="center">When Digital Becomes Human</p> <p>Steven is a thought leader on the transformation of customer relationships and the future of marketing. He is an expert in inspiring companies to become true customer-centric organizations in this high speed digital world. He is also the author of three bestselling books. His most recent book, When Digital Becomes Human, received the award of “Best Marketing Book of 2015”.</p> <p align="center">Steven van Belleghem</p>	
17:45	<p align="center">Roundtable discussions – Session 1</p> <p>Concurrent sessions held by specialists in their field.</p>	

1. The Future of Direct Revenue

The future of direct revenue and the role of smart technology in the hospitality industry are two of the hottest topics this year. Globally, hotels are searching for solutions to improve sales through their direct channels along with guest experience. With a majority of people booking hotels online, technology has become the ultimate disruptor where hoteliers need to align their strategy to compete fairly. Through this roundtable, Bas Lemmens will share his experience and expertise on the landscape and future of direct revenue and guest engagement by using smart technology.

Bas Lemmens, Business Development Global Accounts, Hotelchamp



2. Channel Optimisation – Finding the right channel mix to drive future revenue.

Join us for a discussion on how to effectively optimise your channels to maximise revenue.

Lee-Anne Prytherch, Business Development Manager, OTA Insight



3. How to identify the “sweet spots” of maximizing ancillary revenues throughout the life cycle of your guests, without nickel-and-diming them.

Incremental Revenues. We all want them, right? We all know our hotels have plenty of opportunities. But at what point is the guest most likely to pay up? Do we know what they are buying? At what point do you present additional offers to your guests?

Are they unique and are all hotel departments involved in this process? What channels are we using to communicate with our guests? Do they work?

All questions every hotelier should ask themselves. Do you?

Darko Bosancic, Regional Director,
Business Development- EMEA at Nor1



4. Shifting revenue share from OTA to direct – Strategies to increase direct bookings

Even shifting just a few rooms per day from OTA bookings to direct bookings can make a big impact to your hotel's profits. But how can hotels implement a successful direct booking strategy? There is more to it than simply setting up a hotel website. In this roundtable, we'll talk about key strategies that hotels need to know to boost direct bookings. Specifically, we'll cover website and booking engine optimization, and how to use the same tactics that OTAs use on their own websites to increase bookings. We'll also discuss how digital marketing plays an important role in the sales cycle and how to use it to direct traffic to your own site instead of OTA sites.

John Power, VP of EMEA Sales at Travel Tripper



18:05

Roundtable discussions – Session 2

A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.




18:25

Roundtable discussions – Session 3

A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.



18:45	Snacks and networking	
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A big thank you to our partners in London:



travel tripper



Hotelchamp



[HSMAI Region Europe Roadshow in Dublin](#)

HSMAI Region Europe would like to invite you to join us for a

interactive breakfast in Dublin Wednesday June 14th from 08:30 AM to 11.15 AM

This breakfast meeting, followed by networking, is FREE for both HSMIAI members and non members if you are working directly in the hotel and travel industry. [Sign up today!](#)



Our breakfast meeting will take place at *HEDNA's* Global Distribution Conference:

Address

The Croke Park Hotel
Jones's Road
Dublin

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Programme:

WHEN	WHAT	WHO
08:30	Registration and breakfast	
09:00	Welcome by HSMIAI Region Europe	
09:15	Digital Trends: Now, Next, Long Anastasia Mariussen , Senior Account Manager & Strategist, Europe, Middle East and Africa Headquarters, Google	

09:45

Roundtable discussions – Session 1
Concurrent sessions held by specialists in their field.



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Nadine Holly, Business Development Manager, OTA Insight






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Darko Bosancic, Regional Director,
Business Development- EMEA at Nor1



	<p>4. Mobile Dynamics: optimising your website for mobile booking and marketing</p> <p>Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive presentation will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.</p> <p>Rich Tuckwell, VP of Sales and Marketing, Avvio</p>	
<p>10:05</p>	<p>Roundtable discussions – Session 2</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	
<p>10:25</p>	<p>Roundtable discussions – Session 3</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	

10:45	Speaker(s) and all the partners on stage together for Q & A	
<hr/>		

There might be some changes to the programme.

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HEDNA have given HSMIAI members a special price to attend their conference:

Price: \$395.00 HSMIAI Education Tuesday Pass

Price: \$1,195.00 HSMIAI Full Three Day Conference Pass

Price: \$995.00 HSMIAI Tuesday + Wednesday Two Day Pass

Sign up here for HEDNA:

<https://hedna.site-ym.com/events/EventDetails.aspx?id=962756>

Please note: You will not get access to HEDNA with the HSMIAI ticket and the other way around. Two separate events but we support each other!

A big thank you to our partners in Dublin:



travel tripper



[HSMAI Region Europe and AccorHotels in Frankfurt](#)

HSMAI Region Europe & AccorHotels invites you to a Think Tank about Events, Channel Optimisation and more in Frankfurt Monday May 15th from 4 PM to 7 PM at [Novotel Frankfurt City](#).

This afternoon event, followed by networking and snacks, is FREE for both HSMAI members and non-members if you are working in the hotel and travel industry.



HSMAI Event Trend Barometer


Great corporate culture doesn't happen on its own accord and more and more companies use events to build their culture, and also more companies use events as part of their marketing strategy. HSMAI Region Europe have worked out an annual barometer for the developments in the event market – the HSMAI Event Trend Barometer.





AccorHotels

A Big Thank you to AccorHotels in Germany that have distributed the survey to their clients in Germany. The result of the survey will be presented by **Andre Kaufman**, Regional Director of Business Development – EMEA, [LodgIQ](#)

The survey is neutral and not specific about any hotel chains, hotels or event agencies.

Hotel chains, hotels, event agencies and others that are interested in distributing this survey in their region/country can do so as long as they are corporate members of HSMAI Region Europe.

WHEN	WHAT	WHO
16:00	<p style="text-align: center;">Welcome By HSMAI Region Europe</p>	

<p>16:20</p>	<p>Channel Optimisation– Finding the right channel mix to drive future revenue Join us for a discussion on how to effectively optimise your channels to maximise revenue. Jens Boecker, Director Business Development, OTA Insight</p>	
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<p>16:50</p>	<p>HSMAI Event Trend Barometer Andre Kaufman, Regional Director of Business Development – EMEA, LodgIQ</p>	
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<p>17:10</p>	<p>How is the event industry in Germany performing compared to other countries? Discussions and sharing of ideas</p>	
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<p>18:00</p>	<p>Snacks and networking</p>	

SIGN UP FOR FREE

HSMAI Region Europe Roadshow

HSMAI Europe, in partnership with [Nor1](#), [OTA Insight](#), [Hotelchamp](#), [Travel Tripper](#), [Avvio](#) and other partners will

visit many of the European cities focusing on Digital Marketing, Distribution and Revenue Management. The partners may vary from city to city.

We will be visiting the following cities:

CITY	WEEKDAY	DATE
Paris	Wednesday	10 May
Frankfurt – Pre-IMEX	Monday	15 May
Barcelona	Wednesday	31 May
Madrid	Thursday	1 June
Helsinki	Tuesday	6 June
Copenhagen	Wednesday	7 June
Stockholm	Thursday	8 June
London	Tuesday	13 June
Dublin (breakfast meeting)	Wednesday	14 June

Oslo	Tuesday	20 June
Amsterdam		Autumn
Brussels		Autumn
Berlin		Autumn

It is **FREE** to attend for people working in the hotel and travel industry.

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Our partner in Frankfurt:

