

Destination Showcase India 2019

A joint mission with Visit Victoria

Tuesday 13 August 2019
Mumbai, India

Wednesday 14 August 2019
New Delhi, India



TOURISM
& EVENTS
Queensland

Event Overview

Tourism and Events Queensland (TEQ), in partnership with Visit Victoria will conduct a B2B workshop in Mumbai and New Delhi post Australia Marketplace India (AMI) from Tuesday 13 – Thursday 15 August 2019. The aim of this mission is to provide a platform for Queensland operators attending AMI 2019 to present their product to front-line product, sales and operations staff from the India travel industry in Mumbai and New Delhi. The workshops will enable operators to engage with and train agents on their product as well as building on new and existing relationships. As a result, agents will gain stronger product knowledge that in-turn, will enhance the ability of our trade partners to sell new and established Queensland experiences to their clients.

The Destination Showcase schedule is as follows:

Tuesday 13 August 2019

09.30am – 3.00pm | Mumbai B2B workshop at The St Regis Mumbai

4.00pm | Depart Mumbai hotel for Mumbai Airport

6.45pm | Depart Mumbai for New Delhi on recommended flight: Indigo 6E439

Overnight | Le Meridien New Delhi (recommended)

Wednesday 14 August 2019

09.30am – 3.00pm | New Delhi B2B workshop at the Le Meridien New Delhi

7.00pm | Hosted farewell dinner in New Delhi

Overnight | Le Meridien New Delhi (recommended)

Thursday 15 August 2019

Morning | Breakfast and check-out of accommodation

Please note: 15 August is a country wide public holiday in India

A full schedule can be found on pages 6-7 of this prospectus.

Both Queensland operators currently servicing the India market and new operators looking to enter this market, are encouraged to participate in Tourism Australia's Australia Marketplace India and Destination Showcase 2019 to gain valuable exposure for their product.

Objectives

The objectives of **Destination Showcase India 2019** are to:

- to provide Queensland product participating in Tourism Australia's Australia Marketplace India 2019 in Kochi, with an extended platform to conduct training with frontline staff from agents in Mumbai and New Delhi
- to increase awareness of Queensland as a destination
- raise the profile of Queensland's tourism product suppliers
- grow business opportunities with key trade partners
- strengthen and establish travel industry relations with product and marketing managers
- provide training sessions for retail sales and reservation staff
- generate media exposure for destination Queensland and marketing initiatives in India

We expect to meet with approximately 240 partners from the India tourism industry, targeting product managers and front-line travel agents, as well as selected travel trade media journalists.

Eligibility to Participate

A minimum of eight Queensland operators are required to participate for the mission to proceed. Strict criteria is in place to ensure maximum exposure for participating Queensland operators.

In order to showcase the depth and diversity of Queensland tourism product, and to maintain and stimulate interest in the destination, TEQ reserves the right to determine final product participation for Destination Showcase India 2019. The decision made by TEQ will be final and no correspondence entered into.

Applicants must meet and be able to demonstrate the following criteria:

- Must participate in Tourism Australia's Australia Marketplace India 2019 in Kochi
- Suitability of product for the India market
- Existing contracts with ITO's servicing the market
- Availability of product in the India market, appropriate booking facilities or inclusion in trade programs, and a brochure suitable for the India market
- Demonstrated marketing activities in the regions including advertising in trade/consumer promotions and/or participation in previous in market initiatives
- Long-term operational stability and commitment to selling to the Indian market. Emphasis must be on Queensland and Victoria-based products. National operators or products representing destinations other than Queensland and Victoria will be requested not to promote or sell those products
- Participants must have no outstanding debts with Tourism and Events Queensland
- Receipt of requested materials and payment by deadline dates

Please note:

- A maximum of 12 Queensland suppliers will be accepted
- Preference will be given to relevant product represented by a Queensland/Australia-based delegate
- Preference will be given to applicants who demonstrate active participation in Regional and International Inbound Tourism forums

Participation Package: (based on one delegate)

- B2B workshops in Mumbai and New Delhi at 5-star hotels (table-top appointments)
- Catered lunch at each function
- 1 group transfer departing from Mumbai hotel to Mumbai Airport and 1 group transfer from New Delhi Airport to New Delhi hotel on the flight recommendation by TEQ. *For those who opt for alternative flights the transfers will be at their own arrangement and expense*
- Hosted farewell dinner in New Delhi
- Delegation will be escorted by the TEQ India team throughout the entire mission

Participation cost does not include the following:

- Domestic flight from Mumbai – New Delhi (domestic flight is to be booked by participants – it will not be booked by TEQ – *please refer to workshop schedule for flight recommendation*)
- Accommodation (a special rate at the recommended hotels and contact details will be provided by TEQ, with each participant responsible for making their own bookings directly with hotel contacts)
- Items of a personal nature such as parking, laundry, mini bar, phone expenses
- All other ground transfers not outlined in the program (i.e. Airport transfer from New Delhi hotel to New Delhi Airport post the conclusion of the workshop program)
- Meals and beverages not outlined in the program
- Brochure shipment or freight charges
- Travel insurance, passport and visa applications
- Flights between Australia and India

Delegate Application and Payment for Destination Showcase India 2019

Total cost: Primary Delegate (Workshop participation for both cities) | **AUD1,210 (incl. GST)**
Additional Delegate (Workshop participation for both cities) | **AUD165 (incl. GST)**

A delegate application form must be submitted online by **Friday 7 June 2019**. TEQ will not process any applications without submission of all the required information.

Payment: An invoice for the total participation fee for primary and additional delegates for the workshop will be sent in **July 2019** and must be paid within TEQ's payment term deadlines.

The workshop will consist of up to 12 suitable Queensland tourism businesses plus the team from Tourism and Events Queensland India, along with 12 Victorian tourism businesses.

Tourism and Events Queensland reserves the right to select final participants should the mission be oversubscribed. Failure to meet deadlines and payment will result in the cancellation of your application.

Should your application be successful, confirmation of your participation will be sent to you via email on **Wednesday 12 June 2019**.

Cancellation and Refund Policy

For cancellations received before Friday 5 July 2019
For cancellations received after Friday 5 July 2019

100% Refund of total fee applies.
No refund will be made.

All cancellations must be confirmed in writing to emma.hanson@queensland.com

Key Dates and Deadlines

Please take note of the key dates and deadlines outlined below. Adherence to these deadlines will assist you in planning your participation in the **Destination Showcase India 2019** mission.

Applications open	Wednesday 15 May 2019
Applications close	Friday 7 June 2019
Acceptances advised	Wednesday 12 June 2019
Signed indemnity forms returned to TEQ	Friday 21 June 2019
Invoices issued	Monday 1 July 2019
Cancellation fees applicable from	Friday 5 July 2019

Air Travel

Domestic Flights:

Domestic/internal flights between Mumbai and New Delhi on 13 August 2019 as specified in the program will be the responsibility of the participant (flight bookings and costs), with recommended flight details to be provided by TEQ.

International Flights:

International flights to/from Australia or any other destination to the start destination and from the end destination of the mission will be the responsibility of the participant.

Accommodation

A special rate for accommodation in each city has been negotiated. **It is the responsibility of the participant to book directly with the hotel contact.** Please see rates and contacts for each city below and please mention Destination Showcase – Quay Marketing Consulting at time of booking.

Mumbai – The St Regis

Address: 462 Senapati Bapat Marg, Lower Parel, Mumbai 400013

Hotel contact: Aishi Chakraborty, Sales Manager

E: aishi.chakraborty@stregis.com M: +91 9619 048155

Room rate: INR11,000 plus applicable taxes (Room type: Single Deluxe Room)

New Delhi – Le Meridien

Address: 8 Windsor Place, Janpath, Road, Janpath, New Delhi 110001

Hotel contact: Rajan Ghalay, Director of Sales

E: rghalay@lemeridien-newdelhi.com M: +91 9811 161614

Room rate: INR7,000 all-inclusive (Room type: Single Room)

Transfers

Transfers outside those mentioned in the participation package will be at the participant's own expense.

Miscellaneous

Collateral:

You are welcome to distribute your own material during the sessions in Mumbai and New Delhi. Any shipping of collateral is to be organised by the participant at your own expense. Expected numbers for each workshop are as follows:

Mumbai: 120 pax

New Delhi: 120 pax

Decoration and Giveaways:

The venues will be decorated with generic Queensland posters and pop-ups. Please refrain from bringing your own pop-ups, however you are invited to decorate your individual table. You are also more than welcome to bring along **small giveaways** for the participating travel industry contacts to be given out during your appointments.

Quiz Prizes:

A short quiz will be held at the end of each event with one question asked from each participating operator. Please let us know if you would like to offer prize support for the winners (i.e. complimentary accommodation or admission for tours/attractions; merchandise etc). Please provide us with a clear definition of what prize component you would like to donate when requested.

Travel Insurance

All participants are responsible for personal travel and health insurance including public and products liability, workers compensation and property insurance coverage for the duration of the mission. It is highly recommended that coverage be purchased prior to departure.

Please note that should you miss mission activities as a result of being "bumped" en route or if you wish to deviate from the itinerary at any time, it will be your responsibility to catch up with the remainder of the group. There is no reduction in costs for delegates who do not use transfers or attend functions as outlined in the itinerary, and accommodation and flight bookings are each participants responsibility.

TEQ does not accept responsibility or liability for any loss or injury suffered by participants or visitors who attend any part of the mission. It is the responsibility of each participant to arrange insurance for or on behalf of yourself, your properties and/or visitors attending the mission. TEQ does not provide any indemnity for loss or injury suffered by participants or visitors.

Itinerary and workshop schedule for Destination Showcase India 2019

AMI 2019 ends on Sunday 11 August 2019 in Kochi, followed by a networking dinner hosted by Tourism Australia in Mumbai on Monday 12 August. Please kindly plan your departure from Kochi to Mumbai accordingly.

Mumbai Workshop Schedule

Tuesday 13 August 2019 Venue: The St Regis Mumbai	
0900	Venue open for operators to register and set up table for workshop appointments
0930	Indian agents arrive
1000	Official Welcome
1015 – 1130	Table top appointments commence <i>(9 x 7 min appointments with 1-minute change over)</i>
1130 – 1140	Morning Tea break
1140 – 1340	Table top appointments continue <i>(15 x 7 min appointments with 1-minute change over)</i>
1340 – 1400	Quiz
1400 - 1500	Networking lunch
1600	Depart hotel for airport
1845 – 2105	Depart Mumbai on flight: Indigo 6E439 <i>(recommended)</i>
Overnight	Le Meridien New Delhi <i>(recommended)</i>
Additional Information	
Catering: Tea/Coffee and lunch will be provided	
Appointments: Appointments will be 7 minutes long	

New Delhi Workshop Schedule

Wednesday 14 August 2019 Venue: Le Meridien New Delhi	
0900	Venue open for operators to register and set up table for workshop appointments
0930	Indian agents arrive
1030	Official Welcome
1045 – 1145	Table top appointments commence <i>(7 x 7 min appointments with 1-minute change over)</i>
1145 – 1155	Morning Tea Break
1155 – 1400	Table top appointments continue <i>(15 x 7 min appointments with 1-minute change over)</i>
1400 – 1415	Quiz

1415 – 1515	Networking lunch
1900 - Late	Hosted farewell dinner in New Delhi
Destination Showcase India 2019 concludes	
Overnight	Le Meridien New Delhi (<i>recommended</i>)
<p>Additional Information Catering: Tea/Coffee and Lunch will be provided Appointments: Appointments will be 7 mins long; workshop start time subject to delay depending on attendance</p>	

Thursday 15 August 2019
Venue: Le Meridien New Delhi

Morning	Breakfast at leisure Check-out of accommodation
<i>Please note: Thursday 15 August is a country wide public holiday in India</i>	

Destination Showcase India 2019 Application Process

The application process for the event is via an online registration form. Your application must be completed using this online system. Submission of an application does not guarantee a place on the mission. Applications will be assessed based on the selection criteria and tourism suppliers will be notified in writing as per the key dates outlined above.

Applications close on Friday 7 June 2019.

[Click here](#) to view the online application form

Terms and Conditions

Terms and conditions apply to participate in the Destination Showcase India 2019 workshop. These are outlined via the application process (please refer to the Eligibility to Participate section of this prospectus) and participants are asked to sign indemnity forms on acceptance of their place in the workshop.

Contact Us

For any questions relating to the Destination Showcase India 2019 workshop please contact:

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