





The Leading DMC In The UAE

Based in Dubai, UAE since its establishment in February 2009 at Ibn Battuta The Gate, Meeting Point Tourism LLC is the flagship DMC of Meeting Point International, a part of the FTI Group, the third largest tour operator in Europe. Headquartered in Munich, Germany with offices in 20 countries and 44 destinations and empowers more than 450 partners with unique resources and purchasing power.

Meeting Point Emirates is a leading Destination Management Company based and plays a key role in the development of tourism in the Emirates. We service clients with a team of 150 multi-lingual professionals and offer our clients leverage in accessing static content consisting of a portfolio of more than 500 hotels, dynamic content via Meeting Point Global and unique Time-To-Market products.

We focus our effort and expertise into ensuring that our B2B customers are empowered with competitiveness and efficiency by providing impeccable service, state of the art technology, and first class management attention in a modern, unique and professional environment.

Over the past 10 years, with an ever growing database, Meeting Point Emirates is now recognized as a leading B2B service provider of incoming travel services for travel professionals worldwide.

Our unique structure offers our partners a dedicated experienced team of Key Account Managers that supports every business model, XML Interface, extranet feeding and B2B booking engine. From group business to tailor made programs and VIP services, our destination expertise and continuous product development ensure our partners competitive advantage and travelers memorable journeys. We empower our partners with a portfolio of more than 50 excursions, multi-lingual and competent Meeting Point tour-guides and reps. Moreover, we provide our partners with transfers in every destination, owned and escorted fleet, competitive rates, and guarantee of the highest quality and safety.

Our clients include major B2B partners across Europe German, British, Scandinavian, French, Russian, East European& Baltic markets such as FTI Group, YouTravel, FTI Voyages, Sundio, Jumbo, Tropo and Sunhotels.

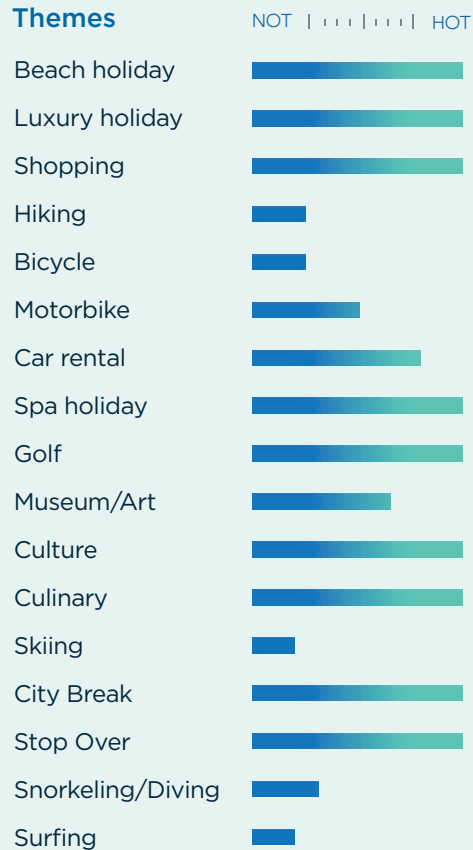
Why Meeting Point Emirates

- Key role in the development of tourism in the UAE
- Destination expertise and continuous product development
- Strong purchasing power
- Dedicated experienced team in operations, purchasing and commercial

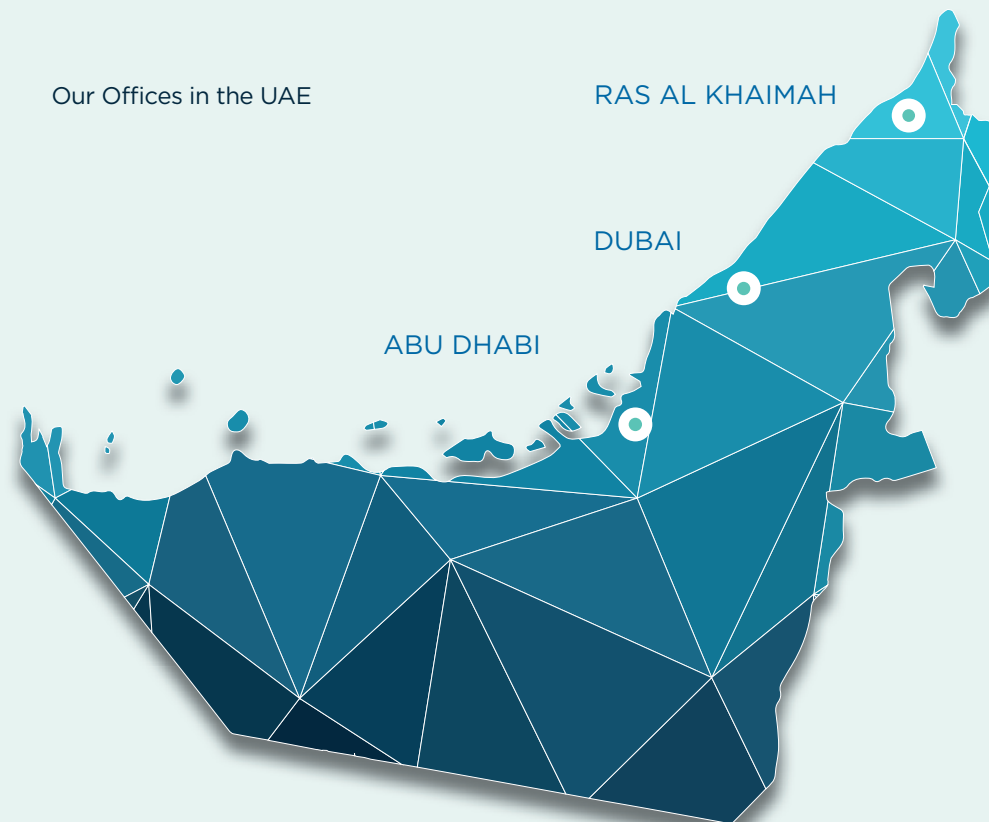
Office Information

- Operational since 2009
- 3 Locations
- 150+ Multilingual Team
- 550+ Contracted Hotels
- 60+ Excursions offered
- Own Fleet
- Excursions, Attractions & Tailor made roundtrips

Destination Themes



Our Offices in the UAE





Our Commercial Team is your general Point of Contact for all enquiries with a deep understanding of commercial business models such as: Flash Sales, Traditional Tour Operator, Last Minute, Online Bedbanks, Goups, MICE, and Tailor-made holidays. The team is responsible for ensuring your competitiveness, driving growth and profitability in the United Arab Emirates.

- Proactively supplying you with competitive and sufficient hotel content.
- Providing you with competitive, high quality & market exclusive products.
- Constantly developing your product portfolios (accommodation & in destination services).
- Monitoring of your performance by assessing booking trends and patterns.
- Monitoring of your risk capacities (accommodation & aviation).
- Constantly providing you with destination updates.



Purchasing Managers

Contracting team through its professional Purchasing Managers negotiate all deals with year round contracts, special agreements, Flash sales, Special offers and consistently review market positioning and proactively act accordingly providing partners with the needed competitive edge.

Reservations

- Importation/Creation of bookings

Reservations department operates 7 days a week managing all bookings, dealing with inventory management as well as booking status changes and discrepancies.



Field Operation & Ground Services



- Multilingual customer facing team, tour guides, representatives, field coordinators.
- Destination experts in product development and creation offering wide selection of activities and experiences.
- Operation center and crisis management, trained in emergency response.
- Ground logistic team experienced in large scale operations and movements.
- Privilege relationships with partners, suppliers and service providers supported by strong purchasing power Ground service team of 10 staffs permanently based in Abu Dhabi.



24/7 meet and assist at UAE airports and port of entry.



Own fleet of vehicles and experienced drivers



Dedicated visa team with online access to immigration visa services.



Round the clock coverage and emergency response.



Guests arriving to UAE will be provided with complimentary Meet & Greet services in uniformed Airport Representatives holding the respective signage boards.

Each arriving guest will be given a welcome pack which will include the following:

- Welcome letter in his respective language.
- Excursions brochure with price list.
- Any other material that you wish to place in the welcome pack Hotel Representative's visiting times & mobile number.
- 24/7 emergency contact number.



Transportation & Logistics

- Own fleet of vehicles MPV's , Mini Van, Coaches.
- Team of experienced drivers.
- Online fleet management and traffic control.
- Dedicated transportation departments.
- Partnerships with national transportations companies meeting stringent conditions.
- International standard of insurance coverage.

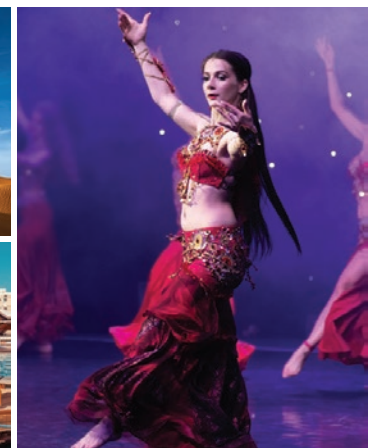


50 seater bus: 17 | 35 seater bus: 4 | 10 seater minibus: 19 | MPV: 21



Excursions & Experiences

- Wide variety of Excursions
- Tailor-made services
- Escorted Transfers
- Leisure Groups
- Private Tours
- VIP & Luxury



Me Point Lounge - Sofitel The Palm



Me Point Lounge is the first Travel Lounge in the UAE providing excursion and tour services to all guests staying at the Sofitel the Palm. A multilingual team of Destination Consultants will welcome you and your family in a very comfortable and enjoyable environment showcasing what the UAE as a destination can offer. More than 100 local products and activities are available with a large range of excursions, city tours, theme parks and waterparks, safaris and dhow cruises activities.

A dedicated space for the Sofitel The Palm guests has been created to welcome and offer daily welcome information meeting about the destination. You are cordially invited to meet with our Destination Consultants who will provide you a lovely selection of coffee and tea and more importantly will provide you some excellent recommendations on what type of activities you can organize in the UAE.



- Meet & Greet
- Large selection of local products, excursions, attractions and tours
- Lounge provide complimentary coffee and tea to all guests
- Language spoken - English, German, Russian, Arabic and French
- Opening hours: 8am to 8pm
- Location: Sofitel The Palm Dubai (Lobby level opposite the reception desk)



Meeting Point Tourism UAE

Ibn Batuta Gate, Office 402

P.O. Box 51783 Dubai UAE

Tel. +971 (4) 818 3800

sales@meetingpointuae.com

www.meeting-point.com

