

COMPANY PROFILE



OVERVIEW

Business Category:	Full-Service DMC & Business Events Management Company
Destinations Served:	Spain, Andorra & Gibraltar
Main Destinations:	Barcelona, Madrid, Valencia, Mallorca, Sevilla, Marbella, Tenerife
Product Segments:	Incentives, Events, Conferences, Special Interest Groups, VIP Travel
Level of Services:	from 4-star to VIP/Top Deluxe
Year of Foundation:	1998
Offices:	Barcelona, Sevilla
Nº of Events p.a.:	60+ (2017)
Business Entity:	Private Limited Company (Sociedad Limitada, S.L.)
Insurance Coverage:	Full Civil Liability Insurance coverage by HISCOX of 1.8 Mio €

CERTIFICATION & ACCREDITATION

DMCP® DESTINATION MANAGEMENT CERTIFIED PROFESSIONAL

cis certified incentive specialist

ADMC Accredited Destination Management Company

We pride ourselves on being the only Accredited DMC in Spain, meeting the highest standards of destination management set by ADMEI.

AFFILIATIONS & STRATEGIC PARTNERSHIPS

site

MPI

ADMEI
ASSOCIATION OF DESTINATION MANAGEMENT EXECUTIVES INTERNATIONAL

FICP
HOSPITALITY PARTNER

pcma

PreferredDMCs
THE DESTINATION PARTNERS

SpainDMCs
Association of Spanish Destination Management Companies

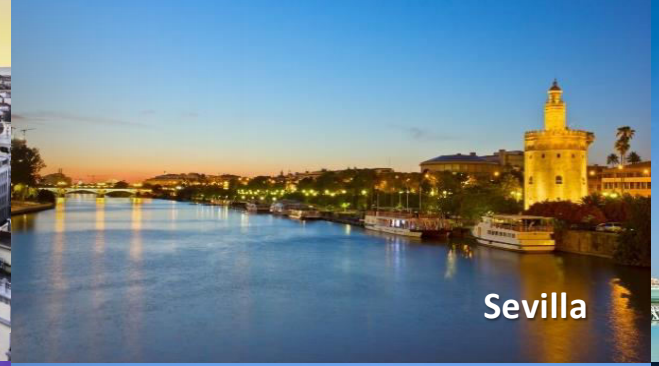
BarcelonaTurisme
Convention Bureau
Member



DESTINATION: SPAIN


Barcelona

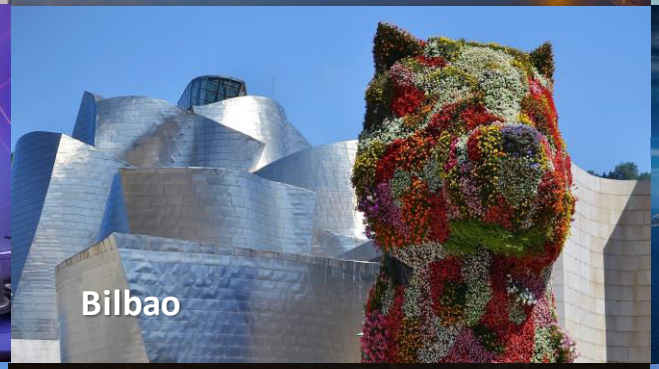

Madrid


Sevilla


Valencia


Mallorca


Ibiza


Bilbao


San Sebastián


Granada


Marbella


Jerez


Gibraltar


Tenerife


Gran Canaria


Lanzarote


Andorra

SEGMENTS



INCENTIVES



EVENTS



CONFERENCES



SPECIAL INTEREST GROUPS



VIP TRAVEL

SERVICES

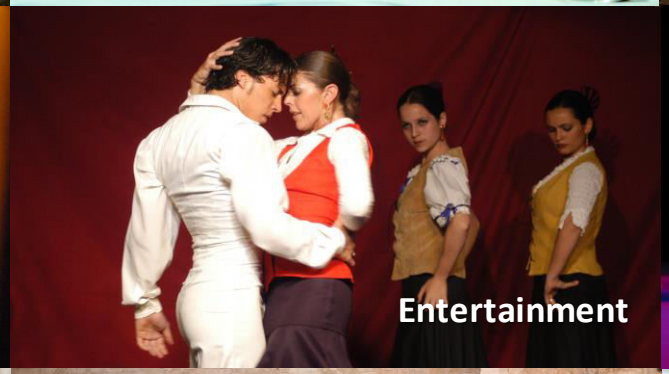

Hotels

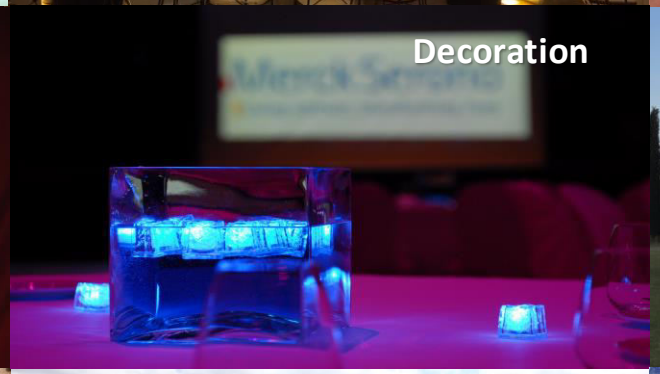

Restaurants


Venues


Production


Catering


Entertainment


Decoration


Transportation


Staffing


Tours


Team-Building Activities


Gifts

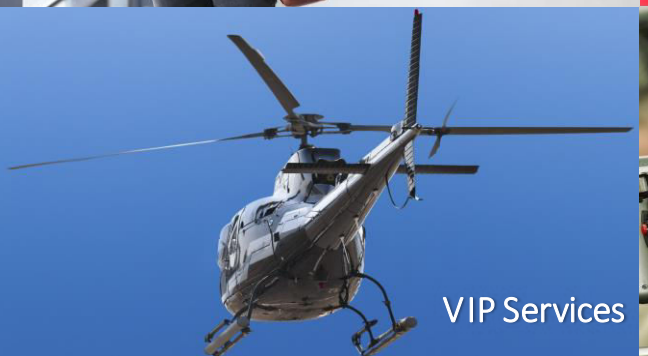

VIP Services


Photo & Video


Translations


Ticketing



VALUE PROPOSITION

ACCREDITATION. We are the only Accredited DMC in Spain, being recognized for meeting the quality standards of ADMEI with regards to insurance coverage, financial stability, business licenses, internal organization, references, memberships, office space etc.

SERVICE. We are committed to deliver great Customer service and work very hard on generating happy clients. It is in our DNA to serve our customers in the best possible way, and with a smile.

ETHICS. Our customers can always count on us. This ethical approach towards reliability is what makes most of them come back to us and repeat – which for us by turn is the backbone of our business.

QUALITY. By carrying out constantly our due diligence, and selecting our suppliers according to strict quality criteria, we save our clients time, money and risks associated to contracting untrustworthy vendors.

EXPERTISE. After 20 years, we can humbly say we are real experts in Spain! The one area where DMC's can best achieve economies of scale is in the local know-how – we can prove it, and we're known for it.

AVAILABILITY. We are constantly available for our clients and work very hard to make it happen. And during events, this means 24/7. Short lead time for your request? We are used to work under pressure and adapt to your requirements if at all possible.

BUDGET. Everyone has a budget, and we understand achieving it is a "sine qua non" condition for our clients. We work together with our customers on it and can mostly offer great services at reasonable rates, allowing them to meet their budgets.

EXTRA MILE. We have demonstrated over and over again that we are willing to go all the extra miles necessary so that after the event clients feel they have achieved what they intended to, and many times even having exceeded expectations.

Here's what people are saying:

"Each year my company takes our top sales people on a fantastic trip. We have been to some remarkable destinations such as Italy, Morocco, Mexico and Belize. Since I have been in charge of planning this trip for over ten years now, I have learned that choosing a good DMC will make or break the trip. I specifically look for someone who REALLY knows their venue so that we can enjoy the nuances of the local culture.

Ambiance Incentives is one of the best DMC's I have worked with ever. Their staff is wonderful, punctual and knowledgeable. Their network of local professionals is extensive, and everything went very smoothly. I described in detail the type of experience, venues and accommodation I was hoping for, and Ambiance delivered exactly as described.

I always request a "signature experience" for our last evening, and they didn't disappoint. I will never forget the looks of my group's faces when our private opera performance began - it totally knocked their socks off!

I wholeheartedly recommend Marc Schwabach and his team at Ambiance Incentives to anyone planning a trip in Barcelona, or any other city that they operate in. The only challenge that remains is how to top it next year!"



Luann O'Brien - Vice President
Marketing & Sales Development
SavATree - USA

Here's what people are saying:

"I would like to thank you all very much for your proposals, advice, recommendations, site visits, emails and help onsite at our event in Madrid this year. It was my absolute pleasure to work with you all on what has proved to be one of our most successful events of 2016!

Thank you for suggesting Madrid as an alternative to our brief and for sourcing such fantastic venues for us. Madrid turned out to be perfect, with perfect weather too! Thank you for meeting us for site visits and being our intermediary with the venue and local Spanish suppliers.

Thank you to all of you for your time, enthusiasm and efforts onsite at the event. You were all a really nice group of people to spend time with and to work with!

For all our future Spanish events, Ambiance Incentives will be the first agency we contact (I miss emailing Céline already!). I can honestly say you are one of the best DMC's we have worked with and we very much look forward to doing so again!"



Emma Knights
Event Director
Bamboo Events Ltd – UK

Here's what people are saying:

"I just want to THANK Ambiance Incentives for a successful event at the ECCMID meeting in Barcelona. Your pre-meeting services, customer services, efficiency, recommendations of vendors and ability to provide an extremely wide range of services proved to be invaluable to me.

I could not have had such a successful event without your team. I look forward to my next meeting and I know this will lead to a lasting relationship with more meetings in the future. Sincerely, "



Colleen McQuone – Director
Meetings & Program Management
MedEDirect - USA

ambiance-incentives.com/testimonials

Celebrating 20 Years...



ambiance-incentives.com/20-years

AMBIANCE INCENTIVES

Let's Work Together



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