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Fira Barcelona

# B-T TRAVEL PRO

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## CONFERENCE PROGRAMME

April 20, 21 / 2018 | Montjuïc Venue

Organised by:

**B-TRAVEL**

Silver Partners:

vueling

 CUATRECASAS

 Barcelona Air Route  
Development Committee

 t4t talent for tourism  
by targets

Supported by:

 MOBILE WORLD CAPITAL  
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 aena

 GPA  
ALIGN THE  
WORLD TO  
YOUR INTERESTS

 MATCH  
HOSPITALITY

 market

 ACADEMY  
ACAVE

 GEBTA

**9:00 – 9:45 Access + coffee**

**9:45 – 10:30 The new generation of Airline to Airline Connectivity and the role of airports (panel debate)**

AIRPORT REPRESENTATIVE:

**Mr. Gary Wallace, Head of Commercial Products at London Gatwick Airport**

TECHNOLOGICAL SUPPLIER:

**Mr. David Gunnarsson, CEO Dohop**

**Mr. Ian Reyner, Head of Commercial of Air Black Box**

MODERATOR

**Mr. Pere Suau-Sanchez, Business Development Consultant at GPA Aviation**

**10:30 – 12:00 Startup Pitches – Airlines:**

AYO, AirWander, PXCom, Infinity Mobile, CityHook, Caravelo, Valeet, Airing, Chatnfly

HOSTED BY

**Florian Mesny, Founder and CEO of Moonrakers**

**12:00 – 12:30 Coffee break**

**12:30 – 13:40 Airline retailing in the age of New Distribution Capabilities (panel debate)**

TECHNOLOGICAL SUPPLIER:

**Mr. Jorge Diaz, CEO & Founder at AirGateway/ Founder of OpenNDC**

**Mr. Bayram Annakov, Founder & CEO at App in the Air**

**Mr. Jonathan Newman, Commercial Director at ( Caravelo (**

AIRLINE REPRESENTATIVE

**Mrs. Lucia Adrover - Sales, Distribution and Loyalty Director at Vueling Airlines**

TRAVEL AGENCIES

**Mr. Rafa Sueiro, Country Director – Director General Carlson Wagonlit**

MODERATOR

**Mr. Marcel Forns – General Director at GEBTA**

**13:40 – 15:00 Lunch break**

**15:00 – 15:05 Welcome remarks track (Sports Hospitality) – Match**

Introduction and welcome

**Pascal Portes, COO MATCH Hospitality**

**15:05 – 15:30 Keynote speaker – CEO Cutting-Edge Sports**

Evolution of the Hospitality Industry at Major Sporting Events

**Mayank Khandwala, CEO Cutting-Edge Sports Travel**

**15:30 – 16:00 Keynote speaker**

Behind the Scenes of the Hospitality Industry

- Importance of IT  
**Enric Codina, IT Director at MATCH Hospitality**
- Legal and rights protection  
**Imran Patel, Legal & Business Affairs at MATCH Hospitality**
- Sales and Marketing  
**Pascal Portes, COO MATCH Hospitality**
- How a smaller local company can be a part of and benefit from an event with a larger international projection  
**Xavier Roig, International consultant at MATCH Hospitality**

**16:00 – 16:15 Keynote speaker**

**Nicolas Arndt, Ticketing & Hospitality Director, Paris Saint Germain**

**16:15 – 17:00 Startup Pitches – Sports Hospitality**

Startups track Sports Hospitality: Broomx Technologies, Worldia, Hotelchamp, Stay22, OpenTripMap, 9ineSports

HOSTED BY

**Florian Mesny, Founder and CEO of Moonrakers**

**17:00 – 17:30 Keynote speaker - Formula 1**

What does the buyer of corporate hospitality look for?

**Kate Beavan, Director of Hospitality and Experiences at Formula 1**

**18:00 – 19:00 Panel Debate Sports Hospitality - Match**

Panel discussion

- Where is the Hospitality industry heading?
- What challenges/opportunities lie ahead?
- QUESTIONS and ANSWERS

# 21/04/2018 PROGRAMME

## 10:30 – 11:00 The Corporate Traveller by Air France / KLM

Mr. Carlos Quesada, Business Development Account Manager at Air France-KLM

## 11:15 – 11:45 Fixing Business Travel - TravelPerk

Mr. Gideon Pridor, VP Marketing at TravelPerk

## 11:45 – 12:15 The benefits of Blockchain for tourism and leisure sector – Banc Sabadell

Ms. Montse Guardia, Digital Challenge – Emerging Technologies Director Banc Sabadell

## 12:15 – 12:45 Tax risks in the digital transformation of the tourism and leisure sector - Cuatrecasas

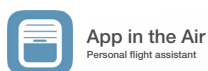
Mr. Ramon Oliver de Querol, Partner

Ms. Raquel Chicote de Miquel, Lawyer

Simultaneous translation english-spanish

last program update 19/04/2018

## COMPANIES





# SPEAKERS



**Mr. Gary Wallace**, Head of Car Parks and Commercial Products at London Gatwick Airport



**Mr. David Gunnarsson**, CEO Dohop



**Mr. Ian Reyner**, Head of Commercial of Air Black Box



**Mr. Pere Suau**, Business Development Consultant GPA Aviation



**Mr. Florian Mesny**, Founder & CEO of Moonrakers.co



**Mr. Jorge Diaz**, CEO & Founder at AirGateway/ Founder of OpenNDC



**Mr. Bayram Annakov**, Founder & CEO at App in the Air



**Mr. Jonathan Newman**, Commercial Director at ( Caravelo )



**Mrs. Lucia Adrover**, Sales - Distribution and Loyalty Director at Vueling Airlines



**Mr. Rafa Sueiro**, Country Director – Director General Carlson Wagonlit



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**Mr. Gideon Pridor**, VP Marketing at TravelPerk



**Montse Guardia**, Digital Challenge – Emerging Technologies Director Banc Sabadell



**Ramon Oliver de Querol**, Partner at Cuatrecasas



**Raquel Chicote de Miquel**, Lawyer at Cuatrecasas