

B-TRAVELPRO

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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 barcelona

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doing business

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MATCH
HOSPITALITY

market

ACAVE

GEBTA

20/04/2018 PROGRAMME

9:00 – 9:30 Registration + coffee

9:30 – 9:45 Opening track 1 (Airlines)

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

MODERATOR

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

ASSOCIATION:

Mr. Marti Serrate, CEO Julià Tours

AIRLINE REPRESENTATIVE:

**Mr. Michael Delehan, Chief Strategist Officer
Vueling**

**Mr. Calum Laming, Chief Customer Officer
Vueling**

TECHNOLOGICAL SUPPLIER:

Mr. David Gunnarsson, CEO Dohop

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

10:30 – 12:00 Startup Pitches – Airlines

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**

TRAVEL AGENCIES

Mr. Marcel Forns, Director General de Gebta

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

13:40 – 15:00 Lunch break

**15:00 – 15:05 Welcome remarks track 2
(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 – 16:15 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**

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

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 Developer
Outdoor, Air France, KLM and delta Spain

11:15 – 11:45 New Challenges for the business traveller- TravelPerk

11:45 – 12:15 Coffee / Vermut Break

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.

12:45– 13:15 xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

XX - XX The benefits of Blockchain for tourism and leisure sector.

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

Simultaneous translation english-spanish

last program update 05/04/2018

COMPANIES

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(caravelo)

GEBTA



Carlson
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Travel

MATCH
HOSPITALITY

CUTTING
EDGE



AIRFRANCE



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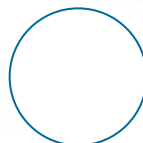
SPEAKERS



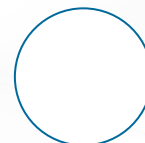
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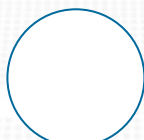
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