

# Presentation of specifics in ITALY



# RUSSKIE

P R O S T



R I

# Trend on the market in general

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Italians love Russia



The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Italian Clients will contact several DMCS. Hotels - directly.



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Ask to renegotiate prices



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Pay in Euros



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# 24h assistance

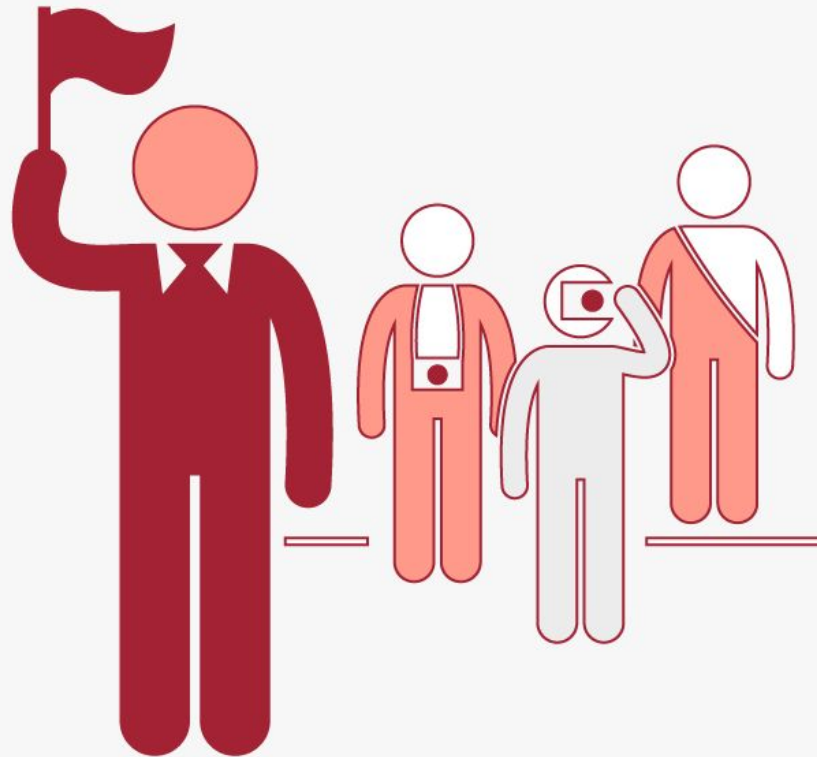


The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Professional guides



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# WOW effect is requested



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Modern fashion places and entertainments



The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Creative and “out of box” decisions



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

Central location of hotel,  
restaurants etc.



The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management



# Mix of elegant and modern exploring of city



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

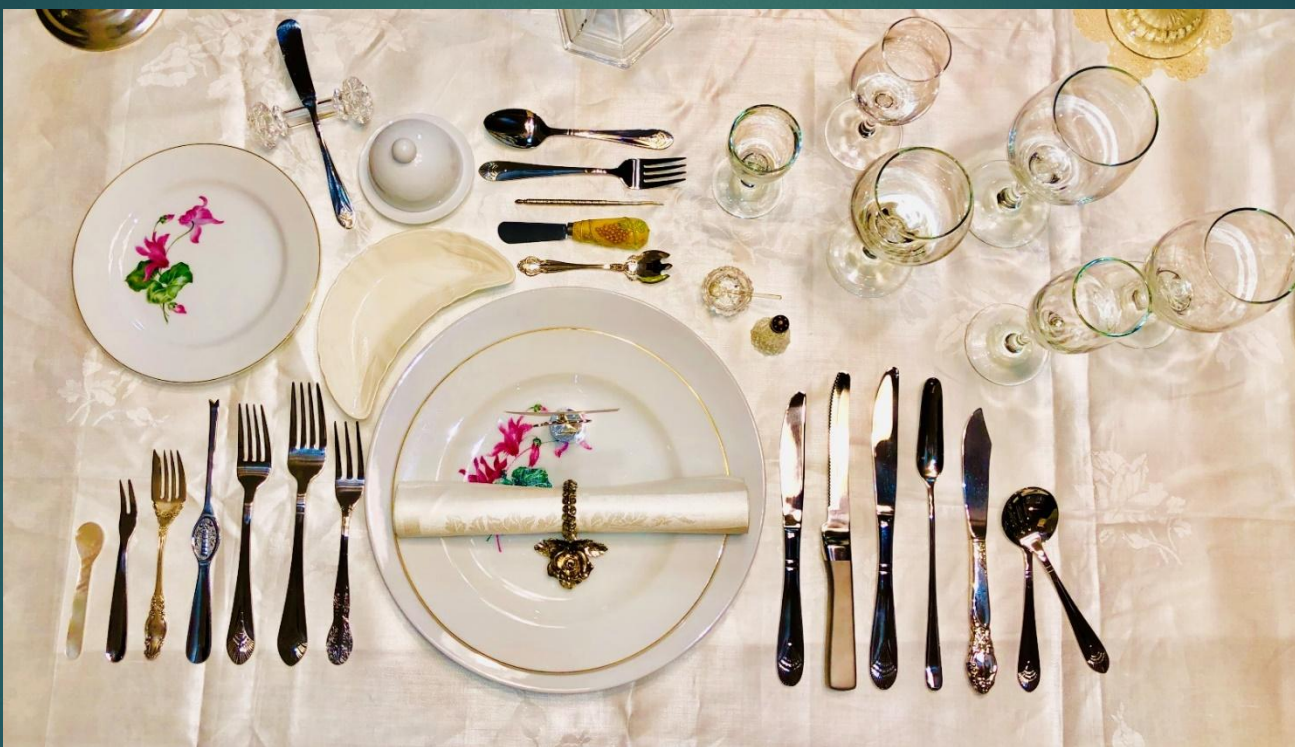
# Habits of travelers

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Set menu



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Plenty of bread



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Sauces at a side



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Caviar tastings & vodka tasting



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# No garlic or onions



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Coffee espresso, dessert should be served before tea/coffee



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Water in glass bottles and linen napkins should be served



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Good quality of wine

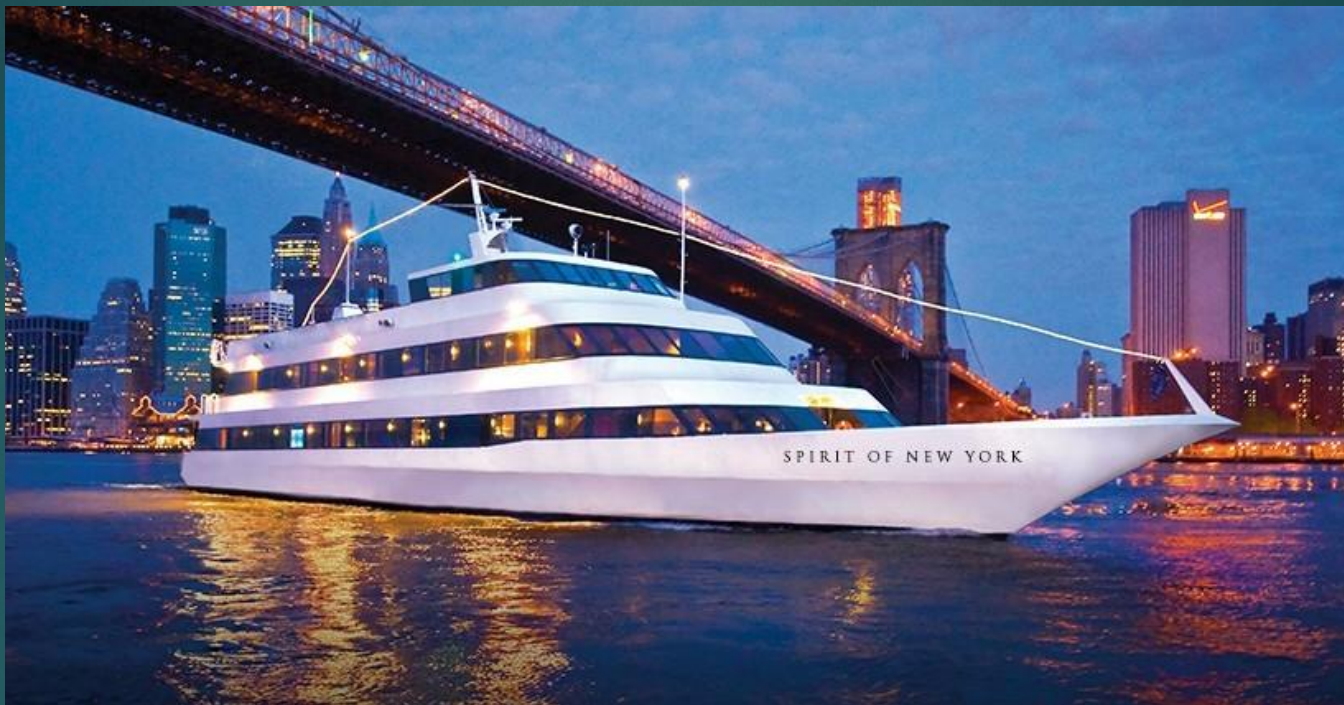


The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Love dinner cruises



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# List of local bars/clubs after dinner



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Russian food is preferred



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Interests of travelers

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management



# Local habits and lifestyle of Russian people



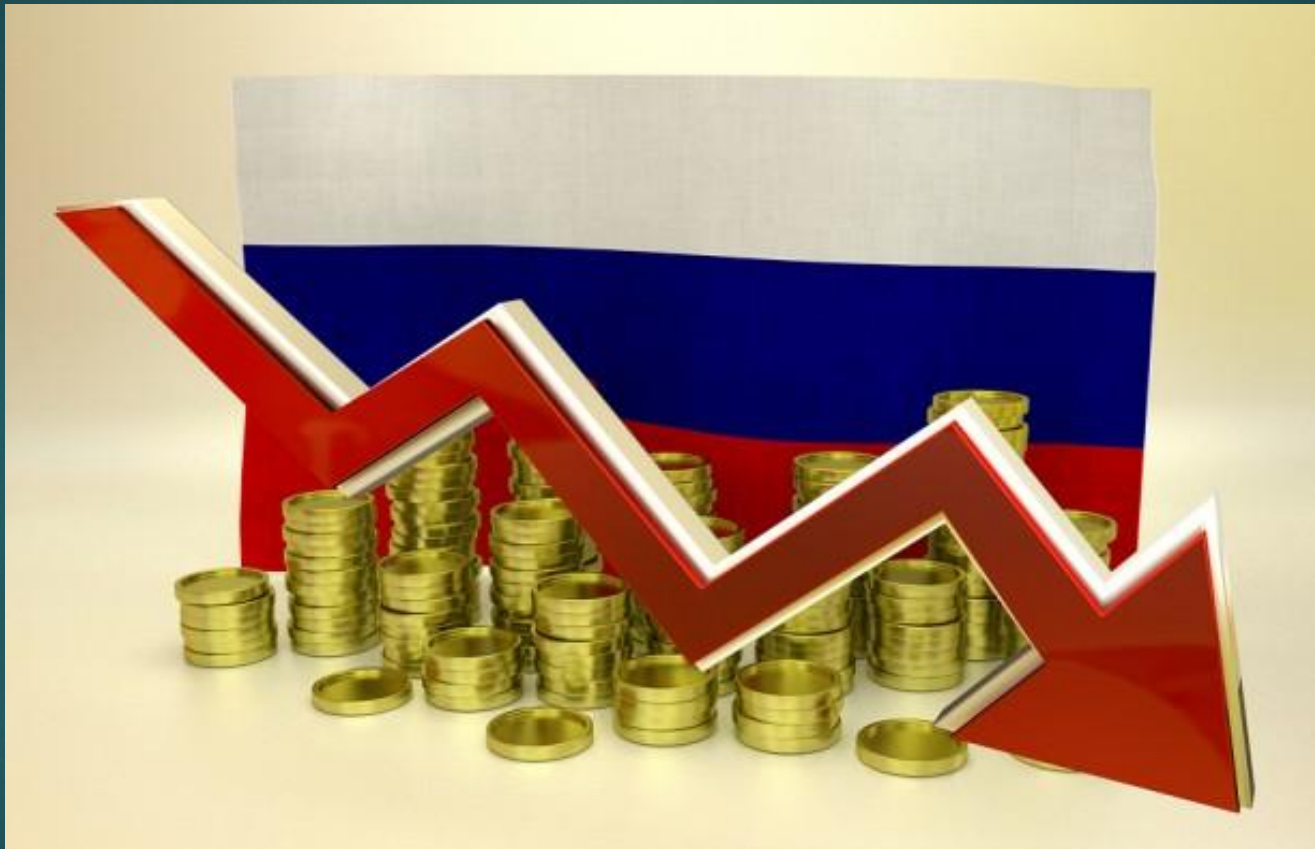
The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Political and Economic situation in Russia



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Historical orientation of tour



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Great interest in meeting local professionals , speakers



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



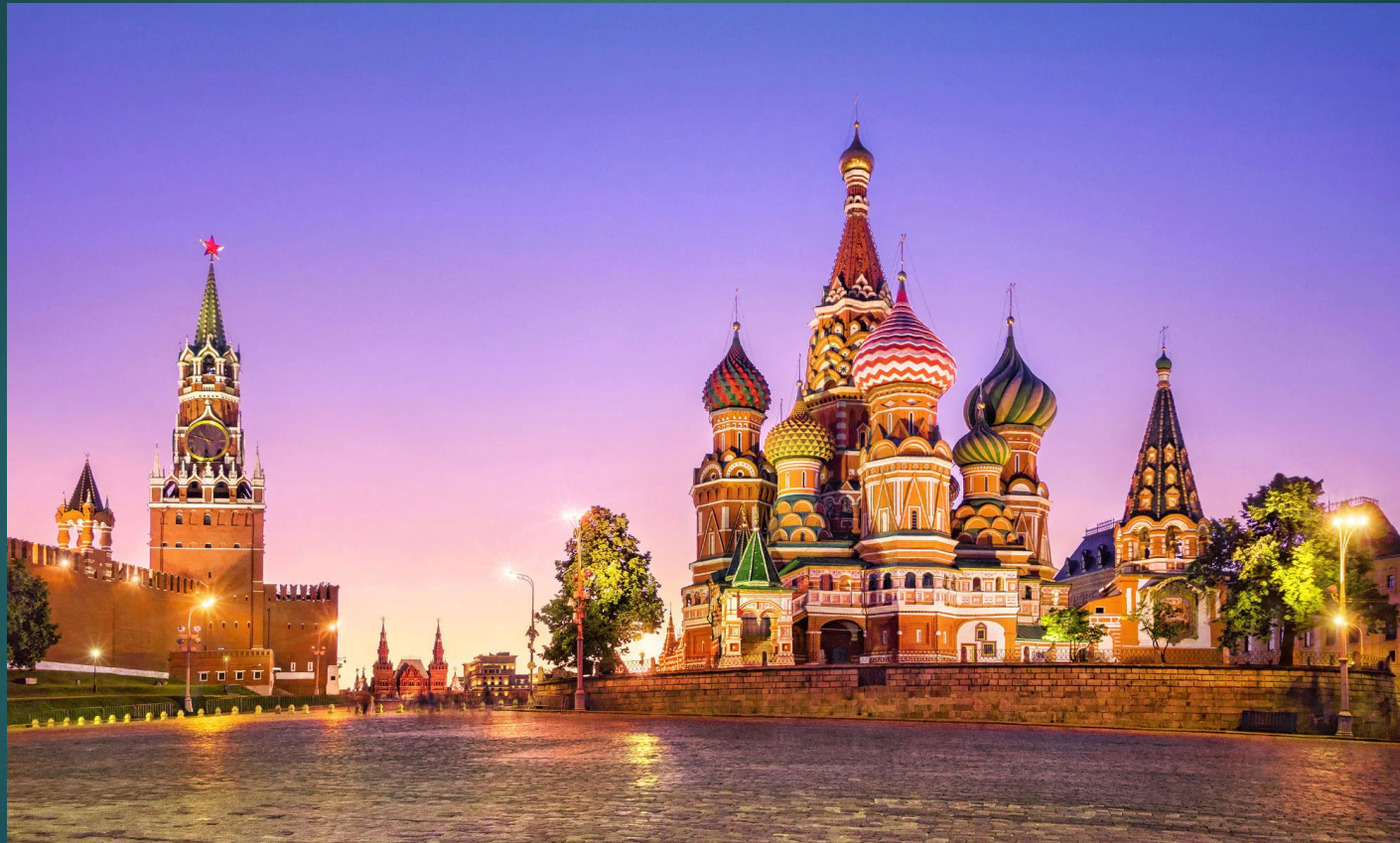
# Preferences of travelers

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Cultural activities



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Ballet and music, museums



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# NOT touristic places/ restaurants



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Elegant and classic style of hotels



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# The way of working with requests

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management



# Fast reply and full quality proposal with many photos



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Follow up every week



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# PDF, Word and Excel format are needed



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Projects should be partly different for each Agency



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Possible entertainment opportunities



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# E-mailings, Sales and fairs

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management



Italians are interested in Russian  
news and opening of new places  
or ideas

NEWS

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Morgana is the best



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Inform about services for business travel



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Inform about services for leisure groups and vip



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# Promote winter programmes and local special events in advance



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# Sales visits should be planed in advance



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# New format of sales visits



The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# USP for the market and recommendations

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# Indicate what is the difference between RP and other DMCS



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management



# High level reputation of our events



The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management

# New locations, ideas, speakers



The Leading DMC in Russia  
Established in 1996

**RUSSKIE**  
**PROSTORI**  
A GLOBAL EVENTS PARTNER

Russian Meetings, Events,  
Destination Management

# 3 OFFICES IN RUSSIA



Tverskaya Ulitza 22A, Office 44,  
125009, Moscow, Russia  
Phone: +7 495 983 03 34  
Fax: +7 495 650 79 22  
[moscow@russkie-prostori.com](mailto:moscow@russkie-prostori.com)



Nab. Reki Moika 82, office 22,  
190000, St. Petersburg, Russia  
Phone: +7 812 703 44 00  
Fax: +7 812 703 56 52  
[office@russkie-prostori.com](mailto:office@russkie-prostori.com)



Chernomorskaya ul 15, office 3  
354002, Sochi, Russia  
Phone: +7 938 878 06 80  
[sochi@russkie-prostori.com](mailto:sochi@russkie-prostori.com)

The Leading DMC in Russia  
Established in 1996



Russian Meetings, Events,  
Destination Management