



EXCELence
BUSINESS
TRAVEL UNIT

BUSINESS TRAVEL UNIT



1

WHO WE ARE

Tourist services for small, medium and large companies and public institutions

“ We are all born travelers. We have stardust in our veins, maps with silver roads in our eyes and instructions for traveling to Andromeda ...
(Fabrizio Caramagna)



WHO WE ARE

In **2015** the EXCEL-LENCE Group, given the considerable experience, knowledge of the market, the competence of its staff, combined with the availability of cutting-edge technologies, **decided to expand its range of services to help small, medium and large companies and public institutions to optimize spending and processes for business travel, meetings and events, providing the best services and the most qualified assistance to travelers with a dedicated Business Unit.**



2

OUR TEAM

A team available to business customers to follow, advise and assist them in defining business trips



OUR TEAM

Highly qualified personnel

Our team can boast highly qualified personnel, **with many years of experience and always attentive to attention to detail**, as well as to constant monitoring of the quality level of the services rendered.

A team **available to business customers to follow**, advise and **assist them in defining business trips**.





LA NOSTRA SQUADRA

Group office for tailor-made trips

A group office that offers organized trips for **small and large groups for short, medium and long-range travel and holidays**, as well as managing and distributing the best proposals for educational trips in schools.

A department that **organizes tailor-made trips for those looking for those less "commercial" destinations**, to rediscover the true flavor of travel.



3

OUR PHILOSOPHY

We guide and support our Client along all dimensions of travel



OUR PHILOSOPHY

A perfect mechanism

We strongly believe in the importance of teamwork: as in a perfect mechanism, **every single component**, even the smallest, **has its own vital function in achieving the final goal**, that is the perfection of the organization and **the satisfaction of the Customer**. We guide and support our customer **along all the dimensions of travel**, believing in innovation and always aiming for the excellence of the services offered, **providing customized and tailor-made solutions**.



4

OUR VALUES

The customer is at the center of our thinking



OUR VALUES

■ **IMPORTANCE OF LISTENING and OF THE CUSTOMER** : to achieve joint objectives with the Customer, it is essential to listen to them and understand their needs, the Customer is at the center of our thinking.

■ **PASSION** : which pushes us every day to give our best to achieve the perfect solution.

■ **RELIABILITY** : we want to create a long-lasting relationship of trust with our customer, we believe in promises and we like to respect them. We intend to satisfy and, why not, amaze and exceed expectations.

■ **INNOVATION AND EXPERIENCE** : we like to always be at the forefront, pursuing the concept of innovation in every field.

5

OUR SERVICES

Business Travel, Leisure, MICE



OUR SERVICES

Business Travel

Our staff **focuses on the fundamental points of business travel management**: ticketing, booking, rent a car, visas, insurance, travel policy consultancy, saving policies.

Leisure

We offer all our advice and assistance relating to **the planning of trips and stays of a personal nature**: preferential conditions with tour operators, promotions, company agreements, site for finding offers, newsletters.



OUR SERVICES

MICE (Meeting Incentives Conference Events)

The Business Travel Unit acts as a **partner for the creation and organization of events**, understanding and sharing the objectives with the customer and becoming the only interlocutor in the realization of the project, **taking care of every single detail**: logistic organization, secretariat, scenography and set design, supports audiovisuals and technicians, hostesses, guides, interpreters, team building, entertainment, testimonials.





WE GUARANTEE YOU

- **Personalization** of travel proposals
- **Exclusive** discounts
- **Dedicated** rates and **personalized** assistance
- **Optimization** of mobility costs
- **Reliability** and integrity



THANK YOU!

CONTACT

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