



12 febbraio 2016 ***Company mission in occasione BIT di Milano***

Unioncamere Campania in collaborazione con l'Eurosportello, Azienda Speciale della CCIAA i Napoli, nell'ambito delle attività previste dalla Rete Enterprise Europe Network, offre la possibilità di incontrare una delegazione di aziende greche in occasione della prossima edizione della BIT di Milano.

In particolare la delegazione sarà presente in Fiera presso il Padiglione 14 - Stand H10-G11 (Peloponneso) il giorno 12 febbraio p.v. dalle ore 10.00 alle ore 13.00.

Per chi fosse interessato, si allegano i profili delle aziende partecipanti.

Si prega di prenderne visione e segnalare, (via mail entro il giorno 9 febbraio), le aziende che si desidera incontrare.

La partecipazione è GRATUITA .

Per ulteriori informazioni contattare Unioncamere Campania

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BUCA BEACH RESORT

Greek luxury complex is looking for travel agents from Italy

Website	http://bucabeachresort.gr/	
Summary	A Greek luxury hotel in the region of Peloponnese is seeking partners from Italy to promote its services (luxury accommodation) to tourists from Italy. The ideal partners are travel agencies from Italy promoting luxury vacation to their clients. The Greek company is interested in commercial agency and services agreements.	
Description	Buca Beach Resort in Kalamata started operating in 2012, occupying a land of 35.000m2, where it unfolds 53 rooms & suites and indulges powdered in luxury. The hotel is also offering a collection of services and facilities, inspired by the lifestyle of the modern luxury traveler. The Greek SME wants to collaborate with travel agents from Italy to disseminate its services to their clients in Italy.	
Advantages and Innovations	<ul style="list-style-type: none"> - Special prices for Italian travellers - Real time B2B collaboration platform with travel agencies - Social Media Integration and client reviews 	
Partner Sought	The Greek SME is looking for mid-term to long-term cooperation with travel agents from Italy in order to disseminate its services to their clients in Italy.	
Type and Role of Partner Sought	The ideal partners are travel agencies from Italy promoting luxury vacation to their clients. The Greek company is interested in commercial agency and services agreements.	
Type and Size of Partner Sought	SME <10 SME 11-50	
Type of Partnership Considered	Commercial agency agreement Services agreement	
Client		
Type and Size of Client	Other	
Year Established	2012	
NACE Keywords	N.79.9.0 Other reservation service and related activities	
Turnover (euro)		
Already Engaged in Trans-National Cooperation	Yes	
Languages Spoken	English	



KINSTERNA HOTEL

Greek luxury hotel is looking for travel agencies, tour operators and conference organizers from Italy

Website www.kinsternahotel.gr

Summary A Greek luxury hotel in the region of Peloponnese specialized in leisure and business activities is looking for travel agencies, tour operators and conference organizers from Italy to promote its accommodation services.

Description The Kinsterna Hotel, which is a Byzantine-era rural mansion, was painstakingly restored with tremendous respect to its long history, with the intent to establish a comprehensive settlement encompassing the main mansion and surrounding houses. Private label products including wine, extra virgin olive oil, olives, tsipouro (a Greek spirit), bread and marmalade are now being produced on site. Tucked away in the folds of the lush hillside, with privileged views of the Medieval Castle's Rock of Monemvasia (Peloponnese, Lakonia region) and the endless blue of the Aegean Sea, the Kinsterna Hotel offers unique rooms, atmospheric suites and autonomous residences and blends magically into the surrounding vineyards, timeless olive groves, imposing eucalyptuses and the lofty cypresses, within an estate of 18 acres. The hotel is looking for business partners (travel agencies, tour operators) interested in finding accommodation for their clients and promote the hotel on an international level.

- Advantages and Innovations
- An all-year hotspot for excellent accommodation during holidays or meetings
 - Fine Mediterranean gastronomy, tasting unique cocktails enriched with local herbs at the bar
 - Spa relaxation in the purifying hammam
 - Baking country bread, soap making and cooking lessons
 - A mansion friendly to kids, as treasure hunt games are organized and there is playroom. Playground, a big tree house and bicycles
 - An ideal place for MICE tourism. The indoor hall that can fit up to 50 people and the new conference center up to 200 people offer an excellent choice for meetings, seminars, games or group activities.

Stage of Development Already on the market

Type and Role of Partner Sought The Greek SME is looking for travel agencies, tour operators, conference organizers from Italy in order to disseminate its services to their clients in Italy.

Type and Size of Partner Sought SME <10
SME 11-50

Type of Partnership Considered Commercial agency agreement -Services agreement

Type and Size of Client Other

Year Established 2012

NACE Keywords I.55.1.0 Hotels and similar accommodation



BRIDGE economies
Turnover (euro)

Already Engaged in Trans-National Cooperation

Languages Spoken



L'Europa alla portata della vostra impresa

Yes

English





KITE GREECE

Greek tourism SME is looking for partners from Italy to develop services for Italian tourists for water sports in Greece

Website **www.kitepark.gr**

Summary A Greek tourism SME is seeking partners from Italy to promote its water sport services (Kitesurfing and Kiteboarding lessons, diving, paragliding, cycling, trekking and 4*4 off road packages in the Evia Region) to tourists from Italy. The ideal partners are travel agencies with creative & enthusiastic spirit from Italy to promote their platform to local clients through commercial agency and services agreements.

Description Kite Greece is an innovative Greek SME offering water sport services (Kite surfing and Kite boarding lessons, diving, paragliding, cycling, trekking and 4*4 off road packages) in the Evian Region (near Athens)

The Greek SME wants to collaborate with travel agents from Italy to disseminate its platform to their clients in Italy. They would like to offer wide ranges of activities to their own clients by proposing them authentic activities & experiences in various water sport areas

- Advantages and Innovations
- Special prices for Italian travellers
 - Real time B2B collaboration platform with travel agencies
 - Social Media Integration and client reviews

Stage of Development Already on the market

Partner Sought The Greek SME is looking for mid-term to long-term cooperation with travel agents from Italy in order to disseminate its platform to their clients in Italy.. They would like to offer wide ranges of activities to the travellers so the partners should help them in proposing authentic activities & experiences in water sport areas.

Type and Role of Partner Sought The ideal partners are travel agencies with creative & enthusiastic spirit to promote their platform to local clients through commercial agency and services agreements

Type and Size of Partner Sought SME <10

SME 11-50

Type of Partnership Commercial agency agreement

Services agreement

Considered

Client

Type and Size of Client Other

Year Established 2014

NACE Keywords J.63.1.2 Web portals
N.79.9.0 Other reservation service and related activities

Turnover (euro) 0,5M

Already Engaged in Trans-National Cooperation Yes



Languages Spoken



English





LAMERIANA VILLAGE

Greek Agro-tourist complex is looking for travel agents from Italy

Website www.lameriana.com

Summary A Greek agro-touristic complex in the region of Crete is seeking partners from Italy to promote its services (nature based tourism) to tourists from Italy. The ideal partners are travel agencies with creative & enthusiastic spirit from Italy to promote their platform to local clients through commercial agency and services agreements.

Description Lameriana Secrete Village is a renovated agro tourist complex of stone villas with swimming pool show the architectural wealth of the formerly abandoned village in Rethymno. Crete. It consists of 11 suites and plenty of out doors activities and local Cretan Cuisine.

The Greek SME wants to collaborate with travel agents from Italy to disseminate its services to their clients in Italy.

- Advantages and Innovations
- Special prices for Italian travellers
 - Real time B2B collaboration platform with travel agencies
 - Social Media Integration and client reviews

Stage of Development Already on the market

Partner Sought

Type and Role of Partner Sought The Greek SME is looking for mid-term to long-term cooperation with travel agents from Italy in order to disseminate its platform to their clients in Italy. The ideal partners are travel agencies with creative & enthusiastic spirit to promote their platform to local clients through commercial agency and services agreements

Type and Size of Partner Sought SME <10
SME 11-50

Type of Partnership Considered Commercial agency agreement
Services agreement

Client

Type and Size of Client Other

Year Established 2014

NACE Keywords J.63.1.2 Web portals
N.79.9.0 Other reservation service and related activities

Turnover (euro) 0,5M

Already Engaged in Trans-National Cooperation Yes

Languages Spoken English



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LANDLIFE TRAVEL

Greek travel agency is looking for agents to promote its business and for partners to collaborate on sharing touristic offers.

Website **www.landlifetravel.com**

Summary A Greek tour operator, located in Argolida (Peloponnese), with innovative tourism services, provides customized services for individual clients and organized groups, at very competitive prices. The company is looking for agents.

Description A Greek tour operator and destination management company, specialized in the region of Peloponnese in Greece provides organized and tailor made tours for groups and individuals based on the rich Greek tradition and the unique natural landscapes. More specifically, the company offers flexible itineraries, hotel accommodation and arrangements for executive business services. From special interest tours to visits at the famous UNESCO monuments of Peloponnese, from half-day excursions to multi-day holidays, the company delivers the highest level of personalized services, wedded on the most suitable accommodation and transportation. The company is looking for agents interested in establishing commercial agreements.

Advantages and Innovations - Special prices for Italian travellers
- Services' high quality

Stage of Development Already on the market

Type and Role of Partner Sought The company is looking for tour operators and travel agencies with deep experience in the touristic sector.

Type and Size of Partner Sought : SME <10 - SME 11-50

Type of Partnership Considered : Commercial agency agreement

Client

Type and Size of Client Other

Year Established

NACE Keywords N.79.1.1 Travel agency activities
N.79.1.2 Tour operator activities

Turnover (euro)

Already Engaged in Trans-National Cooperation Yes

Languages Spoken English



MELISSA TRAVEL

Greek tourism SME is looking for partners from Italy to develop new products and services

Website **www.melissamed.com**

Summary A Greek tourism SME is seeking partners from Italy to promote its collaborating platform for rental and excursion services to tourists from Italy in Greece. The ideal partners are travel agencies with creative & enthusiastic spirit from Italy to promote their platform to local clients through commercial agency and services agreements.

The Greek SME has developed an online booking and collaborating platform that provides holiday rentals like holiday houses, vacation rental, villas or other types of self catering accommodation in Greece. It is fully designed and customisable for tourists from Northern and Eastern Europe and it is available in various languages (Danish, Finish , Czech, Polish, Slovak and Russian). The platform offers city tours and alternative tourism packages in the Greek nature for Northern & Eastern European visitors in their own languages.

Description The Greek SME wants to collaborate with travel agents from Italy disseminate its platform to their clients in Italy. They would like to offer wide ranges of activities to their own clients by proposing them authentic activities & experiences in various areas (rentals, city tours, alternative tourism, etc).

Reviews from clients in their own language, is a distinct feature of the collaboration platform offered from the Greek SME. Travellers can comment activities and share experiences with the comments in order to inform future travellers.

Advantages and Innovations

- On line and real time web platform for villa and home renting, city tours, excursions , alternative tourism in
- Special prices for Italian travellers
- Real time B2B collaboration platform with travel agencies
- Social Media Integration and client reviews

Stage of Development **Already on the market**

Partner Sought: The Greek SME is looking for mid-term to long-term cooperation with travel agents from Italy in order to disseminate its platform to their clients in Italy.. They would like to offer wide ranges of activities to the travellers so the partners should help them in proposing authentic activities & experiences in various areas (sports, cooking, walking or biking tours, visits of local markets, boat rides, local crafts etc.).

Type and Role of Partner Sought The ideal partners are travel agencies with creative & enthusiastic spirit to promote their platform to local clients through commercial agency and services agreements

Type and Size of Partner Sought SME <10
SME 11-50

Type of Partnership Commercial agency agreement



Considered

Services agreement

Year Established	2014
NACE Keywords	J.63.1.2 Web portals N.79.9.0 Other reservation service and related activities
Turnover (euro)	0,5M
Already Engaged in Trans-National Cooperation	Yes
Languages Spoken	English Danish Czech Slovak Russian



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PERFECT WEDDING CRETE & SANTORINI

Greek wedding tourism SME is looking for partners from Italy to arrange wedding services for Italian tourists

Website	http://www.perfect-wedding-crete.com	
Summary	A Greek tourism SME is seeking partners from Italy to promote its wedding services to tourists from Italy. The Greek SME organises fully fledged wedding services (including legal requirements) in Crete and Santorini.	
Description	The Greek SME wants to collaborate with travel agents from Italy to disseminate its platform to their clients in Italy. They would like to offer wide ranges of activities to their own clients by proposing them authentic activities & experiences in various water sport areas	
Advantages and Innovations	<ul style="list-style-type: none"> - Special prices for Italian travellers - Real time B2B collaboration platform with travel agencies - Social Media Integration and client reviews 	
Stage of Development	Already on the market	
Partner Sought	The Greek SME is looking for mid-term to long-term cooperation with travel agents from Italy in order to disseminate its platform to their clients in Italy. They would like to offer wide ranges of activities to the travellers so the partners should help them in proposing authentic activities & experiences for their wedding abroad.	
Type and Role of Partner Sought	The ideal partners are travel agencies with creative & enthusiastic spirit to promote their platform to local clients through commercial agency and services agreements	
Type and Size of Partner Sought	SME <10 SME 11-50	
Type of Partnership Considered	Commercial agency agreement Services agreement	
Client		
Type and Size of Client	Other	
Year Established	2014	
NACE Keywords	J.63.1.2 Web portals N.79.9.0 Other reservation service and related activities	
Turnover (euro)	0,5M	
Already Engaged in Trans-National Cooperation	Yes	
Languages Spoken	English	