

Kirby & Co

Tourism Consultants



www.kirbyandco.es



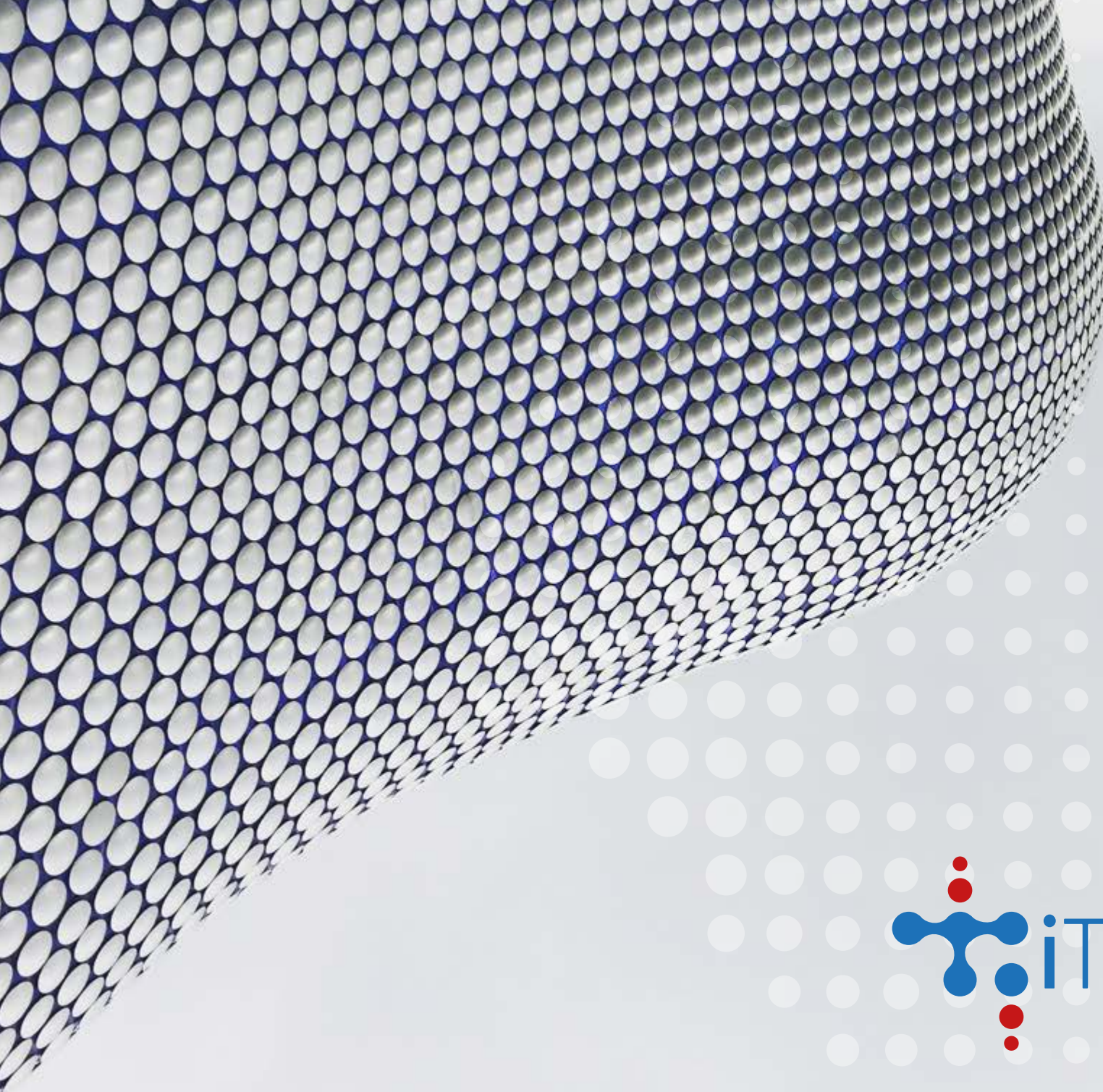
Marketing &
Management
solutions in the
tourism sector

What do we do

We have 4 distinct brands:

- **ITravel Solutions:** Sales & Marketing representation in Europe & Americas for hotels, tourist boards, golf courses and DMC's.
- **Global Agents:** Digital marketing tool to engage travel agents in Europe and Americas.
- **E-HotelBiz:** We provide solutions in the areas of technology, resources and management so the hotels can maximize their share of e-commerce sales.
- **Mansio Hotel Management Services:** Specialists in consultancy, auditing, hotel and operating management in the tourism sector.





YOUR GLOBAL
SALES & MARKETING
REPRESENTATION
SOLUTION



SALES & MARKETING REPRESENTATION



iTravelSolutions is a Sales and Marketing Representation Company who **specialises in promoting Hotels and Resorts, Tourist Boards, Golf Courses and DMC's** providing complete sales and marketing services in key source market and segments.

iTravel Solutions can open up a wide range of markets and segments to **cover your sales and marketing needs**. Headed by experienced Hotel and Tour Operator professionals with an abundance of contacts know-how in sales, marketing and promotions.



MARKETS: EUROPE · CANADA · USA
SEGMENTS: GOLF · LEISURE · WEDDINGS · MICE

HOW CAN WE HELP YOU



World class sales and marketing



Tour operator and Travel Agent Training



Sales & Marketing Golf Specialist



Product placement



Action with proposed marketing plans



Creation of media campaigns



Public Relations



Consumer and trade shows



Sales calls

- Providing complete sales and marketing solutions for the travel industry, we offer a variety of services adapted to suit our clients requirements and budgets.
- Independent hotels, hotel groups and corporate brands choose iTravelSolutions because they know that we can provide them with a stronger share of the market.
- With iTravelSolutions hoteliers can focus and concentrate on managing their properties feeling confident that iTravelSolutions are maximizing their sales potential.

OUR REACH

- We have an engaged database of over 2,500 travel agents
- Over 200 Tour Operator contacts
- We send monthly newsletters to our database with over 35% opening rates and high engagement
- We organize training webinars, promoted to our travel agents database
- Regular sales calls and visits to Operators and Agents
- Coordinated training to operators call centre staff



OUR CLIENTS

We proudly represent 90 hotels located in 17 countries

SPAIN · MEXICO · USA · BARBADOS · ANTIGUA · ST. LUCIA · TORTOLA BVI · THE GRENADINES · DOMINICAN REPUBLIC ·
COLOMBIA · JAMAICA · MONTENEGRO · DUBAI · TURKEY · OMAN · KENYA & TANZANIA

EAST AFRICA CAMPS – Kenya & Tanzania

- Pumzika Classic Safari Camp
- Pumzika Luxury Safari Camp
- Olengotti Safari Camp
- Pakulala Safari Camp
- Lukuba Island Lodge

30 DEGREES HOTELS – Spain

- Pineda Splash
- Espanya
- Santa Cristina
- Dos Playas
- Alcossebre
- El Cortijo

ATELIER DE HOTELES – Mexico

- Oleo Cancún
- Estudio Playa Mujeres
- Atelier Playa Mujeres

SUNGROUP HOTELS – Barbados

- Sugar Cane Club
- Savannah Beach
- Time Out Hotel
- Worthing Court
- Bel Jou St Lucia

DUKES THE PALM – Dubai

SAMAN BOUTIQUE HOTEL – Dominican Republic

MAGIC COSTA BLANCA – Spain & UK

- Villa Venecia Hotel Boutique Gourmet
- Villa del Mar Hotel
- Villa Luz Family Gourmet
& All Exclusive Hotel
- Magic Natura™
- Magic Robin Hood
- Magic Tropical Splash Water Park,
Spa & Caribbean Resort
- Magic Aqua™ Rock Gardens
- Benidorm Celebrations™
- Magic Cristal Park
- Magic Fenicia
- Magic Villa Benidorm
- Magic Atrium Beach
- Magic Atrium Plaza

MIAMI COLLECTION – USA

- Collins Hotel – South Beach Fl.
- FBH Fashion B.Hotel – South Beach Fl.

CASA DE CAMPO RESORT & VILLAS – Dominican Republic

RCD HOTELS

Mexico

- Hard Rock Riviera Maya
- Hard Rock Cancun
- Hard Rock Puerto Vallarta
- Hard Rock Los Cabos
- UNICO Hotel Riviera Maya
- Nobu Hotel Los Cabos
- Residence Inn by Marriott Merida
- Residence Inn by Marriott Cancun
- Residence Inn Playa Del Carmen

Dominican Republic

- Hotel & Casino Hard Rock
- Punta Cana

USA

- Nobu Hotel Chicago

ELITE ISLAND RESORTS – English Caribbean

- St James Club – Antigua
- Galley Bay – Antigua
- The Verandah – Antigua
- Pinneapple Beach Club – Antigua
- The Club – Barbados
- St. James Club – St. Lucia
- Palm Island – The Grenadines
- Hammock Cove

KARISMA HOTELS & RESORTS – Mexico

- Nickelodeon Hotels & Resorts Riviera Maya
- El Dorado Seaside Palms
- El Dorado Royale
- El Dorado Maroma
- El Dorado Seaside Suites
- El Dorado Casitas Royale
- Palafitos – Suites Sobre el Agua
- Hidden Beach Au Naturel Resort
- Generations Riviera Maya
- El Dorado Villa Maroma
- Margaritaville Island Reserve Riviera Cancún
- Azul Beach Resort Riviera Cancún
- Azul Villa Casa Del Mar
- Azul Villa Esmeralda
- Margaritaville St. Somewhere by Karisma
Punta Coco, Holbox Island

Dominican Republic

- Nickelodeon Hotels & Resorts Punta Cana
- Azul Beach Resort Punta Cana
- Margaritaville Island Reserve Cap Cana
- Azul Beach Resorts Cap Cana

Jamaica

- Azul Beach Resort Negril

Montenegro

- Azul Beach Resort Montenegro

ZAFIRO HOTELS – Spain Mallorca

- Zafiro Palace Andratx
- Zafiro Palace Alcudia
- Zafiro Tropic
- Zafiro Mallorca
- Zafiro Can Picafort
- Zafiro Cala Mesquida
- Can Ribera by Zafiro
- Zafiro Bahía
- Zafiro Palace Palmanova
- Zafiro Palmanova
- Zafiro Rey Don Jaime

Menorca

- Zafiro Menorca

METT HOTELS

- Mett Marbella Estepona
- Mett Bodrum

BARCELO MUSSANAH RESORT – Oman

OUR CLIENTS BY MARKET

MARKET	SPAIN	PORTUGAL	FRANCE	BENELUX	UK	USA	CANADA
ACCOUNT	Casa de Campo Resort & Villas	Casa de Campo Resort & Villas	Casa de Campo Resort & Villas	Casa de Campo Resort & Villas	Dukes The Palm, a Royal Hideaway Hotel	East Africa Camps	East Africa Camps
	Saman Boutique Hotel	Saman Boutique Hotel	Saman Boutique Hotel	Saman Boutique Hotel	Epic Luxury Safaris	Epic Luxury Safaris	Epic Luxury Safaris
	Elite Island Resorts	Elite Island Resorts	Atelier de Hoteles		Saman Boutique Hotel	Saman Boutique Hotel	Saman Boutique Hotel
	Sun Group Hotels	Sun Group Hotels			30 Degrees Hotels		
	RCD Hotels	RCD Hotels			Magic Costa Blanca		
	Karisma Hotels & Resorts	Karisma Hotels & Resorts			Zafiro Hotels		
	Mett Hotels & Resorts	Mett Hotels & Resorts			East Africa Camps		
	Atelier de Hoteles	Atelier de Hoteles			Mett Hotels & Resorts		
				Barcelo Mussanah Resort			

WHERE
YOUR BRAND
WANTS
TO BE





We are a **one-stop-shop online B2B portal** where TRAVEL AGENTS can find all the information relevant to the travel industry.

Our platforms provide all the information on **hotels, destinations, rent-a-cars, cruises, airlines** and other travel industry suppliers in one place to facilitate sales:

- Marketing Content
- Brochures
- Webinars
- Travel Deals
- Promotions
- Incentives
- Travel Agent rates
- Fam Trips
- Events
- Booking Widgets
- And much **more...**



**With our portals
and databases
in USA, Mexico,
Colombia, Canada,
UK and Spain,
we have a yearly
global reach of**

+195,000

DATABASE OF TRAVEL AGENTS

+580,000

WEBSITE PAGE VIEWS

+697

NEWSLETTERS SENT

+64

WEBINARS ORGANIZED

+195,000

WEBSITE USERS

GLOBAL AGENTS provides an effective and powerful **marketing and communication digital platform** to travel agents in six core **source markets**:

+35,000

TRAVEL AGENTS



SINCE 2021



+5,000

TRAVEL AGENTS



SINCE 2020



+15,000

TRAVEL AGENTS



SINCE 2019



+63,000

TRAVEL AGENTS



SINCE 2018



+5,000

TRAVEL AGENTS



SINCE 2017



+36,500

TRAVEL AGENTS



SINCE 2016



+35,500

TRAVEL AGENTS



SINCE 2014



MEDIA PARTNERS



USA / CANADA



UK



SPAIN



MEXICO / LATAM



OUR CLIENTS 2020-2021






E-COMMERCE
MANAGEMENT

**ESSENTIAL
FOR YOUR HOTEL**





The management of
online distribution,
digital marketing
and revenue
tools is key
for generating
occupancy and
income in hotels.

At **E-Hotelbiz** we offer
solutions with technology,
strategy, resources and
management so that hotels
**can maximize their sales
in E-commerce.**

WHAT DO WE DO



OTAS

Channel Manager
Conectivity
Account Management



ONLINE MARKETING

Digital Marketing
Social Media
Email Marketing



SYSTEMS

PMS
Booking Engine
Channel Manager



WEB

Web Design
Content Management
Booking Engine



MANAGEMENT

Systems Management
Implement Strategies
Performance Reviews



CALL CENTRE

Multi language 24/7
+ Call Conversion
Reservations Follow up



REVENUE

Inventory Management
Improve ADR & REVPAR
Analisys & Strategy

OUR SERVICES

- **Consulting and Audits**
- **Support with Strategy and Management**
- **Full Management Service**

**FULL
E-COMMERCE
MANAGEMENT
MODULES**



ESSENTIAL

Ideal for hotels up to 50 rooms

TECHNOLOGY

PMS
Web Design - 2 languages
Booking Engine
Channel Manager
SEO Optimization

MANAGEMENT

Web Content
OTAS
Pricing
Channel Manager
Social Media

OPTIONAL

Call Centre
Digital Marketing



ADVANCED

For hotels between 50 to 100 rooms

TECHNOLOGY

PMS
Web Design - 3 languages
Booking Engine
Channel Manager
SEO Optimization
Google adds
Be mobilis

MANAGEMENT

Web Content
OTAS
Pricing
Channel manager
Social media
Revenue

OPTIONAL

Call Centre
Digital Marketing



PREMIUM

The solution for hotels with more than 100 rooms

TECHNOLOGY

PMS
Web Design - 4 languages
Booking Engine
Channel Manager
SEO Optimization
Google adds
Be mobilis
Loyalty-pro
Integration to GDS

MANAGEMENT

Web Content
OTAS
Pricing
Channel manager
Social media
Revenue

OPTIONAL

Call Centre
Digital Marketing

OUR CLIENTS 2020-2021

We have the trust of various partners in the **management and support** of their E-commerce needs **by representing 16 Hotels in 5 different countries.**

ehogroup

- Pineda Splash
- Espanya
- Sta Cristina
- Dos Playas
- Alcossebre
- El Cortijo

Saman
Boutique Hotel & Residences

- Saman Boutique Hotel & Residences

METT
HOTELS & RESORTS
Social Living

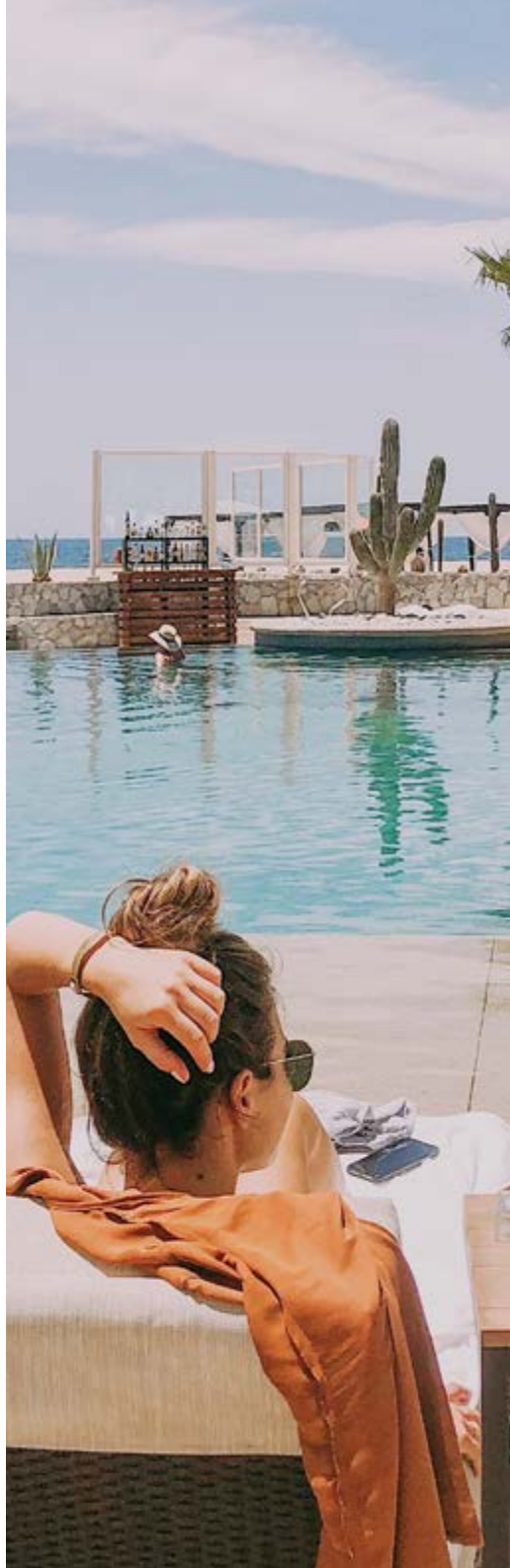
- Mett Marbella Estepona
- Mett Bodrum

East
Africa
Camps
NATURAL
LUXURY

- Pumzika Classic Safari Camp
- Pumzika Luxury Safari Camp
- Olengotti Safari Camp
- Pakulala Safari Camp
- Lukuba Island Lodge

PRINCESA PLAZA
MADRID





MANSIO

HOTEL MANAGEMENT SERVICES

www.mansiohotelmanagement.com



Specialists in
**consultancy,
auditing, hotel
and operating
management** in
the tourism sector.

We adapt to the needs
of every client in the
areas of operations,
finance and sales &
marketing.

OUR SERVICES

- **AUDITS BY AREAS OR GLOBAL**
- **MANAGEMENT AND SUPPORT BY AREA**
- **FULL HOTEL MANAGEMENT**
- **LEASE OF THE ASSET**
- **SOURCE INVESTORS FOR THE SALE OF THE ASSETS**

- Manages and improve the overall operation, optimizing the P&L account.
- Organizes and manages the different operational departments.
- Consolidates leadership via GM and operating areas.
- Increase income streams via diversified distribution model.
- Co-ordinates administration and finance areas.
- Manages and improves purchasing and technical services.
- Performance reviews with HR.
- Improves quality delivery and training.



HOTEL MANAGEMENT

1. Existing name

We can continue operating the asset with its current name, if the owners wish to keep their brand.

2. Brands associated to Mansio Hotel Management Services

We can introduce your asset to a variety of brands that suit your product to and give you increased distribution and segmentation capabilities.



3. Franchised Hotels

We can adapt our services to manage franchised hotels with their operating and quality standards, as well as their distribution systems.



HOTEL MANAGEMENT

FLEXIBLE OPTIONS

Team Kirby&Co

Kirby&Co proudly presents the team that supports your business.

Highly motivated, dedicated and experienced professionals at your service!



Richard Kirby
Founder & CEO



Sara Sologuren
Business Development
Manager Spain & Portugal



Yolanda Sedano
Operations Director



Enrique Rodriguez
Key Accounts Manager Europe



Alocha de Alos
Project Director Europe



Jane Tippen
Head of iTravel Solutions UK



Yazmin Salgado
Project Director Latam & Mexico



Daniel Clyburn
Business Development
Manager UK



Mariely Fernández
Director of Revenue



Jason du Sautoy
Sales Director



Nadia Gallo P. de Tudela
Head of Sales for iTravel Solutions



Kate Ivchenko
Head of Content



Paloma Cambero Varela
e-commerce Project Manager

Kirby & Co

Tourism Consultants



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