



desert gate  
بوابة الصحراء

# meetings, incentives & events

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United Arab Emirates



## Your Journey is our Passion...

Desert Gate serves the seven Emirates of the UAE, Oman with its more than 2000 kilometers of coastline as well as the state of Qatar. To manage such destinations is not an easy task, but the combined management of Desert Gate has been doing it successfully for more than 12 years.

Established in 2004 as a supplier for the local needs of other top level operators, it has transformed in 2014 to a complete fully fledged Premium DMC, The company and its staff are recognized for their professionalism, innovative approach to product design as well as top flight service to its guests, with the primary mission of not only reaching our guests expectations, but surpassing them.

The company is a part of MTS Globe [www.MTSglobe.com](http://www.MTSglobe.com), the leading European Destination Management and Hotel Trading company.

### **Meetings, Incentive & Events**

Desert Gate Meetings & Events approach delivers fully customizable and cost effective solutions for our clients. Our teams of dedicated M&E specialist leverage the full technological and purchasing power of the entire Desert Gate platform to extend full cost control, creative-options and peace of mind to our clients.



## **Groups & MICE Management**

Desert Gate has decided to focus its Groups, Meetings & Incentive business on the high end. Whether it be a 2 day board meeting for 2 people, or a 6 day premium event for 4000, Our approach to your event is based on expertise, flexibility and meticulous attention to detail. We aim to make your life easier and your events an outstanding success. We listen carefully to achieve your objective and aim to exceed your expectations all the while ensuring your events run within budget

Our team have a wealth of knowledge to share with you. With over 12 years experience in the Travel industry together, we have successfully planned and managed events / incentives of all sizes and scale.

### **Innovation, Stability and Contacts**

#### **Innovative & Agile**

At Desert Gate we are not happy just serving the normal products that everyone else has. We are consistently creating 'out of the box' innovative ideas in addition to customized programs, studied and created for each individual market.

#### **Solid Financial Background**

Desert Gate as part of MTS Globe, providing strong financial security.

#### **Industry Relations**

Desert Gate has excellent relationships and contacts at all levels in the hotels, resorts and with third party suppliers. This translates into preferential commercial agreements, priority access to inventory and quick resolution to any issues that may arise.



# MICE SOLUTIONS

## **Strategic Management**

- Event Concept Development
- Venue & Site Selection
- Business Relationship Management
- Event Marketing
- Financial Management

## **Operational Management**

- Event Promotion
- On-Site Management
- Safety & Security
- Event Protocols
- Event Catering

## **Destination Management**

- Visa Processing Management
- Ground Transportation
- Accommodation Management
- Activities Management

## **Project Management**

- Registration Management
- Cost Management
- Quality Management
- Time Management

## **Why Invest in an Incentive Trip?**

"An Incentive trip is an investment in your team or sales channel, an excellent management tool used to reward and motivate your teams and clients, always with a specific commercial objective in mind"

## **Top 5 benefits to using incentive Travel:**

- Achieve business goals
- Universal appeal
- Memorable experience
- Increased loyalty
- Scalability



## Leisure Groups

"Travelling in a group is a wonderful experience where the guest can contemplate any of our memorable landscapes and experience our different cultures, sharing and enjoy with family, friends or colleagues"

Types of Group Travel typically organized by us

- Cultural
- Adventure
- Multi-Destination
- Beach
- Urban
- Spouse program
- Shopping



# Team Building

"Team building is an integral tool in modern companies. At Desert Gate, we can organize such events from between 10 and 1000 participants – Optimizing team work."

## Benefits of Teambuilding

- Improve leadership skills
- Finds the barriers that thwart creativity
- Clearly defines objectives & goals
- Improves organizational productivity
- Identifies a team's strengths/ weaknesses
- Improves the ability to problem solve



# Desert Gate Expertise

## Product launch

In a competitive market, your brand deserves nothing less than the brightest welcome. We understand that first impressions count and we strive to make that impression the very best, whether it's a product launch, press conference or somewhere between.

## Sport Events

Let us take you on exciting experiences during your Event, Incentive, Product Launch: F1 Grand Prix, Rugby 7's, Dubai World Cup - Horse Race, Volvo Ocean Race, Omega Desert Classic, European Tour – DP World are among World recognized events taking place in the UAE and the Gulf every year.

## Educational Tour

As an education hub, Dubai has "Wow'ed" the World. Desert Gate Tourism has placed Education as one of its priority segments. Combining our Local and Cultural Entertainment attractions, we provide students the best environment to enjoy learning.

## Theme party

Bringing the team together is a tradition that binds. It's important to build bonds between the team and boost morale, so why would you leave the delivery of your party to anyone else?

**and much more...**



## Desert Gate

Meetings, Incentives & Events delivers fully customizable and cost effective solutions for our clients. Our team of dedicated M&E specialist leverage the full technological and purchasing power of the entire Desert Gate platform to extend full cost control, creative-solutions and peace of mind to our partners.

Professional design and organization counsel

Detailed budgeting for every project

Multi-lingual staff with 24/48 hour response to requests

Key Account Management

Specialized local Destination know-how

Price advantages due to our global buying power

Making your event a great experience with our help & years back of experience. But experience alone does not guarantee success. Only by combining it with our unparalleled attention to details we will start creating an environment that makes the participant feel at ease, from start to finish.

Desert Gate part of the world's largest luxury network Virtuoso as an Onsite and a member of the prestigious ICCA - International Congress and Convention Association and SITE - Society of Incentive Travel Excellence - a global network of incentives, meetings and event professionals dedicated to deliver business results in the MICE industry.

Desert Gate is a full service Premium Experience Provider with the ability and expertise to deliver wonderful lifelong memories to even the most demanding guest.

The Desert Gate experience is seamless, quality professionalism from the first hello to the last goodbye.

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