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# GLOBAL PANORAMA SHOWCASE 2019



**GPS NAGPUR 2019 CONTINUES TO INNOVATE**



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# GPS 2019

## Continues to innovate

With a new mantra for 2019, 'Script Your Own Success', GPS is looking to strengthen its base with focus on health and inception of a knowledge forum called KIT Talk (Knowledge-Inspiration-Training) and EcoConnect.

 MANAS DWIVEDI

Setting a new benchmark in Tier II, III markets, the seventh edition of Global Panorama Showcase (GPS) Nagpur concluded after receiving around 1,200 registration over two days. The show witnessed buyers from more than 85 cities with over 100 exhibitors who showcased their products and offerings. The flagship GPS event in Nagpur was inaugurated during a glittering ceremony amidst the presence of chief guest **Tan Sri Dato' Sri Dato' Richard C K Koh**, Founder & GMD, Only World Group, Malaysia and other dignitaries including **Gulshan Pal Singh Anand**, Chairman, GPS; **Claude Blanc**, Portfolio Director, Reed Exhibitions; **Sunil Kumar R**, President, UFTAA and TAAI; among other dignitaries.

**Harmandeep Singh Anand**, Managing Director, GPS said, "GPS has completed six successful years of growth and is continuing to grow. From a single-city event, the show has grown into a multi-city programme. We are proud to announce that GPS is the only event in



*The show witnessed buyers from more than 85 cities with over 100 exhibitors who showcased their products and offerings*

India which has successfully reached to over 8,600 travel professionals from 700 cities across India, who have attended our events and have been benefitted from both the B2B meetings as well as our educational programmes."

With a slight change in format this year, the networking dinner on the opening

day was followed by a full day of B2B meetings. The third day of the event was dedicated to interactive knowledge sessions. The multi-city trade show will now move to Hyderabad from June 26-27, followed by Ahmedabad from July 3-4, Chandigarh from July 17-18, Lucknow from July 24-25, Kochi from August 6-7, Kolkata from August 21-22,

only to conclude in Pune from August 29-30, 2019.

### Health on the go

The core focus of show will be on health and medical tourism this year. GPS has partnered with OXXY and Reliance Health Insurance as Health on the Go Partner. Getting a kick-start at GPS Nagpur, OXXY organised health camps free of cost for all attendees during the B2B sessions.

### EcoConnect

EcoConnect would be an economical format of GPS with the one-day exhibition format reaching out to an audience within 100 km of the event city. GPS EcoConnect events are scheduled between August and December 2019 in Indore, Vizag, Jaipur and Guwahati.

### EDWIN

As GPS' educational initiative for the travel trade, GPS has plans to conduct at least four EDWIN (Educational Destination Workshop – International) programmes in 2019 and are in dialogue with various partners and destinations. 



## HARMANDEEP SINGH ANAND

### Managing Director, Global Panorama Showcase

We've grown from one city to now eight cities—Nagpur, Hyderabad, Ahmedabad, Chandigarh, Kolkata, Kochi, Pune, and Lucknow. In Nagpur we are targeting the agents in the periphery of about 300 to 400km, like Chhattisgarh, Raipur, Bilaspur, Jabalpur, etc. The agents in these markets are new and we have seen the agents' strength growing over the years. It's the 7th year and we expect a lot from our buyers, in terms of acceptance. The app adaption ratio has improved and the pre-registration at our events has jumped from 700 last year for Nagpur to 1,200. We already launched EDWIN, and we have one thousand members now. We have the exclusive club, where we offer benefits and discounts for exhibitors looking at joining us in at least five cities in the financial year. We have announced four cities— Vishakhapatnam, Jaipur, Indore and Guwahati under Eco-Connect. We have also introduced KIT Talk, which covers knowledge, inspiration and training. This year, we've added two more things to our portfolio—GPS care and health-on-the-go, for which we have Reliance Health Insurance as premium partner, and we have added free health check-up camps with OXXY as a health-on-the-go partner in every city.

## RISHIRAJ SINGH ANAND

### Joint Managing Director, Global Panorama Showcase

The seventh edition of GPS Nagpur aimed to bridge the gap between buyers and exhibitors by spreading awareness about new products and associating them directly with potential suppliers rather than outsourcing it from third party suppliers. The showcase brought relevant information to the trade through seminars and presentations by the participants. This year, we tried to change the format a bit to bring it down to two days instead of three and also combining other things like the presentation seminars, along with the B2B meetings. We are experimenting new ideas according to feedback; we received from all the participants in the previous editions.

In the past 3-4 years, the travel agency business has grown and there are lots of agencies that have come into the business. The industry has witnessed a shift from group and series departures to individual FIT itineraries. In Tier- 2, 3 markets in the past 6-7 years, there has been a fruitful growth in the MiCE sector in terms of small medium industries doing incentives for the sub dealers.



## TANUSHKA KAUR ANAND

### Executive Director, Global Panorama Showcase

GPS Nagpur has definitely been a great kick-start of 2019 for us. I'm very over whelmed with the response we have received this year, especially in terms of the app download and the attendee engagements. The feedback that we received during the show has been tremendous and very positive. I am very proud to say that we are the only paperless event in the world. As far as technology is concerned, we are growing vastly. I am looking forward for the all the upcoming GPS, Eco-Connect and EDWIN events, as they all would be paperless and technology driven. We launched the GPS app way back in 2015.

We wanted a platform, where we can connect both our buyers and sellers and go totally paperless. So far, we have saved almost 1.5 ton of paper, which otherwise would have costed our exhibitors almost \$70,000–\$80,000. So, we are actually helping our exhibitors in terms of value as well. We are a totally paperless event; we do not allow any paper works inside the event premises. All our exhibitors upload their brochures and promotional materials on the app and they share it with the other attendees through the app itself.

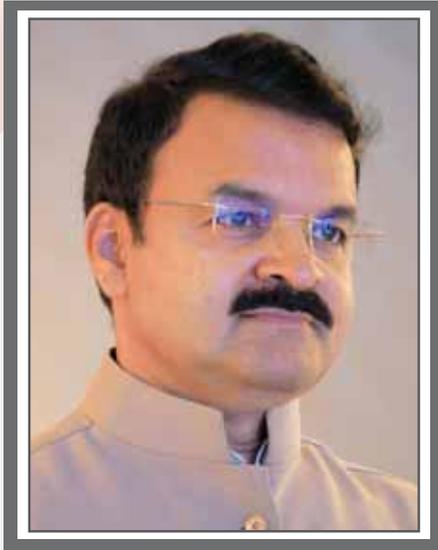
## ANKUSH NIJHAWAN

### Executive Director, GPS

Nagpur is the birthplace of Global Panorama Showcase, and hence it has a different charm when the event is held in this city. Furthermore, the city of Nagpur is crucial in terms of its location, acting as a hub for many surrounding cities and states like Pune, Chhattisgarh, Madhya Pradesh, Jabalpur, etc. Due to the presence of delegates from all these markets, this year's edition turned out to be even better than last year's.

The show acted as the perfect platform for fabulous interactions for B2B players as well as for their customers. Many new agents and delegates attended the event and enjoyed the networking and entertainment, followed thereafter.





## RAJU AKOLKAR

### Chief Executive Officer, Global Panorama Showcase

GPS was unveiled way back in 2013. From a very small event of Nagpur edition, with a conglomeration of minimum 30-40 exhibitors and about 250 buyers, the show had pinned high hopes. Over the years, GPS has evolved as one of the best interactive platforms for exhibitors and buyers. Until 2015, we were having GPS only at Nagpur, thereafter, we forayed into other cities of India.

To begin with, we only had four cities from East, West, North, South and Nagpur as the centre, and eventually, last year, we had 8 cities that include Nagpur, Hyderabad, Ahmedabad, Chandigarh, Lucknow, Cochin, Kolkata and Pune. And this year, we added four more cities - Jaipur, Guwahati, Vizag (Vishakhapatnam) and Indore, with a new format called EcoConnect. It is basically a one-day event wherein we will have B2B meetings as well as presentations and a gala networking dinner.

## MADHU SALIANKAR

### Executive Director, Global Panorama Showcase

GPS Nagpur is our flagship edition; we start our year with Nagpur and go on to many other cities throughout the year. So it's always an excitement for us to be in Nagpur as it is one of our very big events, compared to all the other GPS. This year is special in terms of participation from the exhibitors. We have more than 100 exhibitors participating in GPS every year, the difference this year is that we have given emphasis on medical tourism with a huge pavilion of hospitals, medical facilities participating.

We want the people of this region to start thinking of tourism, not only from the point of leisure, MiCE or business but also in terms of how we can explore bringing people from out of India or within India to come and experience the medical facilities available in the city and its surrounding area. In terms of buyers we have a larger delegation of people coming in from Madhya Pradesh and Chhattisgarh.



## SOBINDER SINGH KOHLI

### Executive Director, Global Panorama Showcase

GPS has entered its seventh year and we continuously strive to add new innovations envisioned by Harmandeep and Rishi. In this year's Nagpur edition, we focused on a new concept which we introduced in the show- KIT Talks, where the trade is imparted knowledge, inspirations and trainings. Besides that, we have introduced GPS care this year for the travel fraternity through initiation of health insurance, which I'm sure that no other show has thought of doing. We are adding a little more value to lives of our participants here.

We have introduced a new format wherein we have brought together exhibitors and B2C market, so now a lot of end customers have also started looking for new destinations. New destinations are in our mind that is why the profiling of potential buyers and exhibitors has been upgraded in that scale. We invite different countries to participate in GPS, so that we are able to provide bigger and a better platform to our exhibitors as well as the visitors.

## MOHIT DESHPANDE

### Executive Director, Global Panorama Showcase

GPS Nagpur was a great start to 2019 with more than 1200 registrations and fruitful one-on-one meetings with the potential buyers and exhibitors. The edition dedicatedly focused on central India. Participation was witnessed in high number from places like Indore, Raipur, Jalgaon. We have tried to cover the entire Chhattisgarh, Madhya Pradesh, Khandesh and the Marathwada region. By participating in GPS, buyers from these regions have been able to network and engage in business with the exhibitors.

The one-on-one meetings have helped them get more exposure and this year's tagline says - 'Script your own growth story'. We are providing a platform to all the participants to script their own growth story.



# GPS NAGPUR 2019

# Snapshots





# GPS Nagpur records 1200 registrations in two days

Attendees at GPS Nagpur 2019 claim that the show has grown in size and stature over the years and has helped create opportunities for travel industry professionals from Tier II and III cities across the country.

## Buyers



**Vipin Ajmera**  
Proprietor  
Ajmera Tours and Travels

I have been attending the Global Panorama Showcase (GPS) for the last five years. I feel that it is the ideal platform to gain suitable knowledge on the industry trends, while having an opportunity to interact with potential buyers. We also got apprised and introduced to numerous destinations, like CIS countries, which are popular and gaining demand. Over the years, I have observed that GPS is only getting better with the team initiating participation of new buyers and helping the industry build fruitful business leads.



**Ajay Sengar**  
Proprietor  
Power Tourism

The Global Panorama Showcase (GPS) has been beneficial for the Nagpur region and its nearby districts to help elevate potential business. I believe that GPS, being held in Nagpur, has paved way for neighbouring districts to get connected with suitable buyers and exhibitors. We have our offices in Pune, Akola, Amravati and Akola, which are just 250 kilometres from Nagpur. I must congratulate Harmandeep that he initiated an event like this, as it is the need of the region.



**Jagat Mehta**  
Partner, Trans Travel  
International and President  
Enterprising Travel Agents  
Association of India (ETAA)

It's my first visit to GPS and Nagpur. I believe that the GPS team is doing a fantastic job because all big exhibitions are happening in big metros, where people from Tier II and III cities cannot afford to come and travel long hours. Hence, this is a great decision that they have taken to start an exhibition like this in Tier II and III cities, and we can find a lot of travel agents and customers. Now, the economy has opened and there is money in Tier II and III cities, making people want to travel all over the world—thanks to cable TV and internet.



**N Annish**  
Proprietor  
Xplore Holidays

I attended GPS Nagpur for growing my business, and I have been here before as well. It is a very good B2B event for everyone. We had very interactive and knowledgeable sessions, making it a useful platform, through which we are growing our business. The second and most important highlight of GPS is that it's a paperless event. I don't think any other exhibition in the world is paperless like GPS. This event should grow more and introduce many more Tier II and III cities.



**Rahul Khoobchandani**  
Director  
Travel Planet India

I would like to congratulate the GPS team for organising this event. It needs a lot of effort to conduct this kind of event and create opportunities for B2B agents and the companies. The best part of attending GPS is that you will get different kinds of platforms, like cruises, flights, media partners, entertainment partners, and many other things. We get to meet big players in the business as well as good DMCs. We have had a great experience being part of GPS and this was my sixth time at the event.



**Akash Dudani**  
Director  
Holiday Kings

I came from Chhattisgarh to attend GPS and it is a pleasure to be here this year. We have been able to meet a number of airlines and have already tied up with many. There are very good hotels and DMCs too. We got to know of many new destinations, which have not been explored by guests from our region. We will be working with all these DMCs and would love to have information about new destinations and properties to serve our clients better.



**Ashok Kumar Ranganathan**  
Proprietor  
Global Nett Enterprises

We came from Coimbatore to attend GPS representing our association, Travel Agents Association of Coimbatore. We have been coming to GPS from last 4-5 years. The highlight of this year's show was that the sessions were useful and we came across new products, like the UK with inventory, including immigration, which is very useful for us. We hope to see Tier II and III cities grow as much as Tier I cities. We request Harmandeep and team to expand GPS to more Tier III and even Tier IV cities.



**Akhil Dua**  
Director  
Trekla Adventure Foundation

The journey of GPS has not been easy. This is the eighth consecutive year of them operating. It is the single biggest platform where the people from Tier II and III cities can interact with different companies, which send them to different destinations. The travel agents, along with the customers are benefitted from it. The work of ticketing and visa services have been eased by them. There is a tremendous impact through GPS on small cities like Nagpur, which are potential cities for tourism.

## Exhibitors



**Vishal Bhatia**  
Country Manager – India  
VisitBritain

GPS has helped to give us a platform to educate the trade on the destination. Consumers from Tier II markets are more confident as they're accessing information on digital platforms. We intend to communicate with them through the digital medium to create a demand. The interest is more for FIT products and long-haul destinations like Europe or the US. There has been a lot of engagement post-EDWIN trip with 22-odd agents.



**Seema Datt**  
Account Director  
Holland Tourism

GPS offers a great opportunity to meet quality buyers from Tier II cities, where we find a great potential to sell Holland as a destination. It was fruitful to share the information with agents in and around Nagpur. The meetings were productive and we received many queries for Holland, which is already a popular destination amongst Indians. As a concept, GPS offers a great way to network and generate work in three days and take forward these relationships individually as well.



**Pradeep Saboo**  
Chairman & MD  
Guideline Travels

At GPS Nagpur, most of the delegates who participate are buyers, who are in the nascent stage of their business. Hence, the show was more of a knowledge hub on varied products of the trade. The knowledge sessions and trainings were culminated only within two days, which was not enough. If we initiate training-related sessions on an off-site, I'm sure it will be of a great help to the buyers and sellers who can sponsor those offsite trainings.



**Pankaj Nagpal**  
Managing Director  
TravStarz Global Group

We've been associated with GPS for the past two to three years, and it was an excellent exposure to have an interaction with the industry. Our focus has always been on the Tier II and Tier III cities, and GPS gives us a suitable platform to meet the agents. We have expanded our DMC network to a lot of countries. Therefore, such platforms are very important for us to update the industry on the business.



**Romit Theophilus**  
Director- India  
German National Tourist Office

We are very happy with the latest edition of GPS showcasing our new VR videos to travel trade in Nagpur. We showcased our new products and plans that we have for 2019 as this year would be an important one for us since we plan to cross 1,00,000 overnights from India to Germany. We have met a lot of people interested in travelling to Europe from Nagpur. We are trying to spend some time in Tier II cities like Nagpur to showcase what Germany has to offer.



**Prashant Sawai**  
Regional Manager, Maharashtra  
Tourism, Nagpur Division

GPS was an optimal platform for tourism stakeholders to culminate and share their business requirements with potential clients under one roof. Maharashtra caters to all types of tourism that includes wildlife, beaches, hill station, and medical tourism. MTDC does a wide publicity of its destinations through numerous publicity events and festivals, participation in various international and national travel exhibitions. As far as Nagpur is concerned, Tadoba is an upcoming destination.



**Sameer Sharma**  
Manager - West India  
Oman Air

We participated in GPS Nagpur for the first time and saw a huge turnout, which we were not expecting. Nagpur is not a big city in terms of travel, but still we found out that a lot of travel agents and good potential buyers for Oman Air also. They are already selling Oman Air, but we are meeting most of them for the first time. Hence, it is a good market to work with as we are expecting a huge turnout after this meeting. So, we will follow it up and close many deals.



**Amit Garg**  
MD  
Garg Holidays

Tier III cities always look creative and GPS has given a very big platform to us as well as Nagpur, as it is our home city. Last year, we did very well in terms of conversions. So many of them are dealing with us from a very long time and this is the actual platform where we can meet them and others from surrounding areas of Nagpur within two days. In fact, we can meet so many people from different areas like Jabalpur, Indore, Bhopal, and even Amravati.



**Pankaj Gupta**  
CMD  
OXXY

This was the first time that OXXY partnered with GPS. Harmandeep Singh Anand is a visionary and the event has been a hit. We at OXXY had a massive camp where we got the opportunity to project our services that encompass affordability, accessibility and transparency in healthcare. We help customers make healthcare services affordable through discounted rates, route patients abroad, or via road transportation.



**Vineet Daga**  
Chief Agency Officer  
Reliance Health Insurance

GPS this year witnessed a productive number of travel agency and health insurance delegates. It was a good opportunity to interact with them, which helped us elevate our business prospects. The highlight of the event was an awareness on health insurance. Our product earned a mark for itself. We are new in the business, and have one product on our foray currently. But, with more segments branching out, we will have more buyers.



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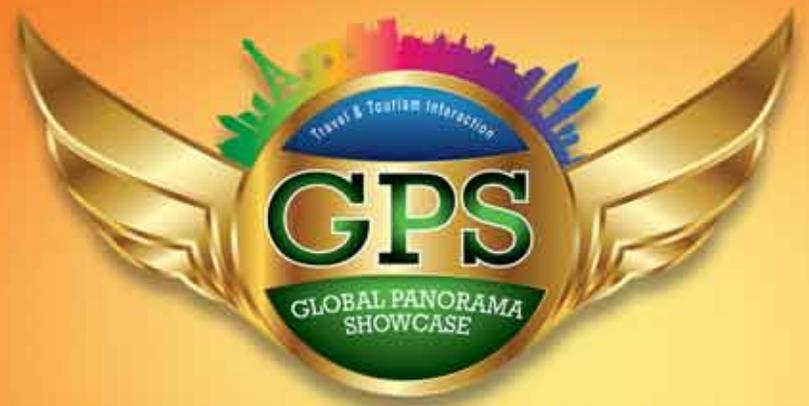
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Data in the map is based on the last event held in that city

<b>GPS 2019</b>	Hyderabad JUN 26-27	Ahmedabad JUL 03-04	Chandigarh JUL 17-18	Lucknow JUL 24-25	Kochi AUG 06-07	Kolkata AUG 21-22	Pune AUG 29-30	Nagpur T.B.A. 2020
<b>ECO CONNECT 2019</b>	Visakhapatnam T.B.A.	Guwahati T.B.A.	Indore T.B.A.	Jaipur T.B.A.				

\*Event dates are subject to change.

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<b>EDWIN AIRLINE PARTNER</b> Edwin	<b>GPS INITIATIVES</b> XCLUSIVE   EDWIN   TDX   ECOCONNECT   EduX   MIT talks			<b>TRAINING PARTNERS</b> Spring Enterprises   B		<b>HEALTH-ON-THE-GO PARTNER</b> OKKY   INDIA'S LARGEST HEALTHCARE NETWORK		

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