


RENDEZVOUS BALTICS

Rendezvous Baltics took place on October 1st, 2020. The on-line, B2B workshop enabled pre-arranged appointments for Nordic and European buyers to meet with Latvian, Lithuanian & Estonian suppliers on a unique online, 'face to face' meeting platform.

Latvian suppliers were by invitation of the National Tourist Offices of Estonia, Latvia and Lithuania





The event was organised on behalf of the Nordic Tourism Collective by Nordic Travel Solutions.



Rendezvous Baltics 2020

01-10-2020

[Register now!](#)

 0 days to go	 October 1, 2020 Duration: 1 Day	 online	 93 Participants
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Rendezvous Baltics 2020

DIGITAL B2B TRAVEL TRADE WORKSHOP

1st October 2020 - online

A unique B2B trade workshop for Nordic outbound tour operators to meet Baltic suppliers from Estonia, Latvia and Lithuania.

This event is FREE to dedicated outbound Nordic tour operators and to Baltic suppliers by invitation.

Organised in collaboration with Visit Estonia, Magnetic Latvia and Lithuania Travel

Register your place now. PLACES ARE LIMITED

FORMAT

Date	01st October 2020
Baltic suppliers	45 (15 Suppliers each from Latvia, Lithuania, Estonia)
Buyers	45
Half day	(09.45 -15.30) of networking and pre arranged appointments 10 minute appointments, 15 appointments per supplier

MEETINGS CONDUCTED

Total meeting requests
(total for all delegates, suppliers and
buyers)

553

Total number of messages sent
between all delegates

853

A

Number of conversations between
delegates

203





EXAMPLE SUPPLIER AGENDA (PART)

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Schedule for
Evija Gavrilko / BALTIC TRAVEL GROUP

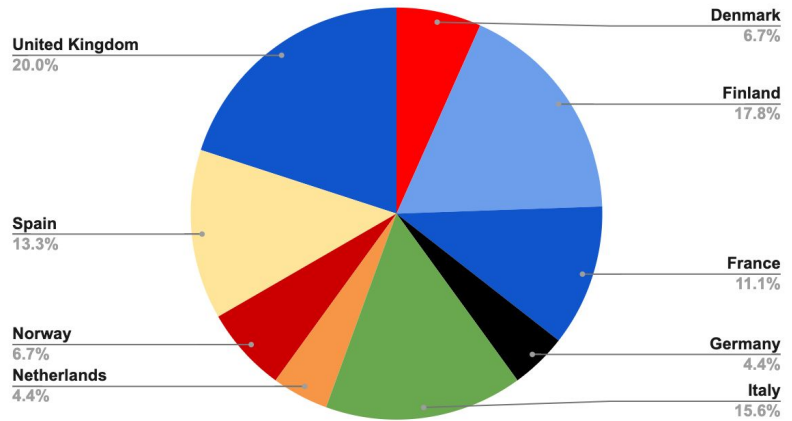
01-10-2020

- 09:45 - 10:15** Introductions and presentations by Visit Estonia, Magnetic Latvia and Lithuania Travel
- 10:15 - 15:15** Pre-scheduled Appointments
- 10:15**
- 10:30 - 10:45** Online Meeting  **Ciprian SIRBU**
Travel Agent
La Route des Voyages ✓ Accepted ← Outgoing request
- 10:45 - 11:00** Online Meeting  **SOPHIE FROSSARD**
product and sale manager
COMPTOIR DES VOYAGES ✓ Accepted ← Outgoing request
- 11:00 - 11:15** Online Meeting  **Andrea Godfrey**
Brand Manager
Regent Holidays ✓ Accepted ← Outgoing request
- 11:15 - 11:30** Online Meeting  **Laura del Pino**
Product Manager
Exodus Travels ✓ Accepted ← Outgoing request
- 11:30**

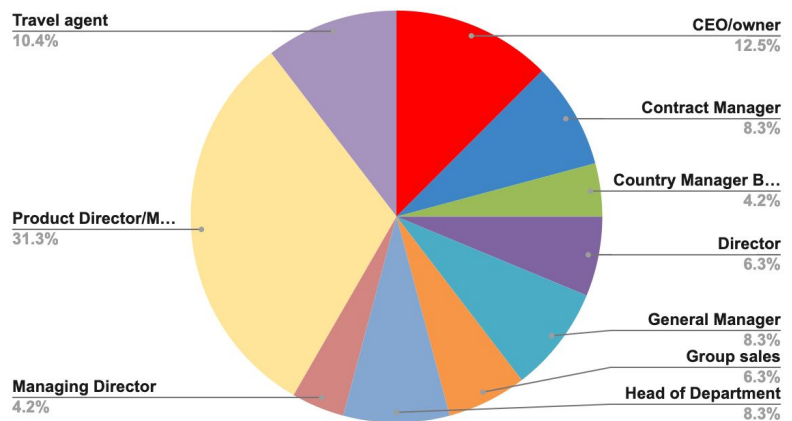
Buyers were largely Product Directors or Product Managers. 12.5% were either CEOs or founders of their organisations

A full list of all buyers accompanies this report

BUYER BREAKDOWN



Buyer responsibilities





NORDIC TRAVEL SOLUTIONS is an independent marketing consultancy working in close partnership with the NORDIC TOURISM COLLECTIVE and its members. NORDIC TRAVEL SOLUTIONS promotes the development of sustainable tourism for destinations, businesses, visitors and local communities.

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