

**4th ACTE Poland session, Warsaw Sofitel Victoria on September 26<sup>th</sup>**

**Event programme:**

09:30 – 10:00 Welcome Coffee & Registration

10:00 – 11:00 Part № 1 (General session)

**Welcome & Opening** [Mr. Philippe Godard, Vice President Operation Luxury Division Eastern Europe, Accor Hotels]

**What challenges might influence the business travel industry in 2018** [Krzysztof Gostkowski , Travelport Head of Regional Product & Solutions Consultancy EE]

**Panel Discussion: Corporate travel targets for 2018** [Michał Bernatek, Regional Sales Director, Weco-Travel Sp. z o.o.]

11:00–11:20 Coffee-break

11:20–13:00 Part № 2 (Practical work around Round tables)

Questions to be raised:

- 1) **Corporate Agreements with airlines** [Dorota Hadler, Key Account Manager, Sales Region Poland LOT Polish Airlines]
- 2) **Case study: SLA between corporate buyers and TMCs.** [Adam Krawczyk, Commercial Director, HRG Polska]
- 3) **Hotel rates negotiations.** What do hoteliers hide? [Mr. Philippe Godard, Vice President Operation Luxury Division Eastern Europe, Accor Hotels]
- 4) **Reporting in Business Travel** [Michał Bernatek, Regional Sales Director, Weco-Travel Sp. z o.o.]
- 5) **Online booking tool and the way it works** [Krzysztof Gostkowski , Travelport Head of Regional Product & Solutions Consultancy EE]

13:00 – 14:00 Lunch & Site inspection

ACTE Poland General Partner



ACTE Poland Strategic Partner



Event Partner  
POLSKIE LINIE LOTNICZE



A STAR ALLIANCE MEMBER

Event Partner

**SOFITEL**  
HOTELS & RESORTS

WARSAW VICTORIA

Event Partner

**ACCOR HOTELS**

Feel Welcome