





A Corporate Travel Management Company



**ONKAR INTERNATIONAL PVT LTD.**

 *You Come First...* 



## ONKAR INTERNATIONAL PVT LTD.

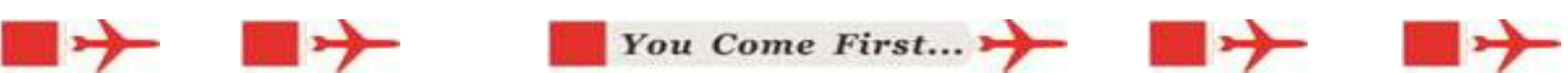
< 32 Years Legacy of Excellent Services >

< Pioneer In Corporate Travel Solutions >

< One Stop for All Travel Related Needs >

< Air-Tickets 24 Hours a Day X 7 Days a Week X 365 Days a Year

For a long period We are Serving to Big Brands of Automobile Industry, Banking & Insurance Sector Companies, Home Appliances, Real Estate, Heavy Machinery & Engineering Sector Companies. Schools, Institutes, Councils, IT & Telecom, NGO and many more others. To Excellently manage and retain corporate clients is our Unique selling proposition(USP) for over 3 decays. We had been having very short list of our clients but with time we could be able to manage it now more than 125 ++ corporate and most of them are multinational big brands. Our more than 32 Years excellent working in corporate travel services brought us in first rank of Travel Management Companies. We have been grown with this and we understand, execute and deliver it perfectly. Our Clients dealing with us are ensured for very well care of their needs. This is something which gives our clients a confidence while they go with Onkar International Pvt. Ltd.





- **We are**

An IATA Travel Company, Established in 1981, we are a unique & dynamic organization. For over the last 32 years, the company is relentlessly following the tradition of providing leadership, innovation and creativity in every area of travel management.

We are a distinctive and self-motivated Travel Management Team whose knowledge & expertise, professional approach, cost effective solutions and world-class service have enabled us to innovate personalized solutions to suit every client's travel needs, as we recognize that each client is unique in character and has special requirements.

Several Airlines and Other Service associated us as one of the top travel agencies with reputed International Airlines, which includes Japan Airlines, Cathay Pacific, Thai Airways, Emirates, Jet Airways, Indigo, Go Air, Spicejet, Singapore Airlines amongst others.

Onkar International today under the leadership & management by our Director, Mr. Manav Kapoor has crossed its turnover more than one billion five hundred million. Supported by an experienced & professionally qualified, 140 members team exhibiting superior levels of commitment and integrity, we continue to provide personalized complete travel solutions worldwide.

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# About Us

## **The ONKAR Group**

**A well established travel & leisure group (32yr legacy)**

**Services across the entire TRAVEL VALUE CHAIN**

**Global presence in 6 countries over 3 continents**

**India office network in 11 cities**

**Airline GSA(s) for 28yrs: JAL, Kenyan Air,**

**Well established corporate clientele**

**Strong Inbound & Outbound leisure operations**

***..... An Indian Travel Multinational***

# Our Strengths..



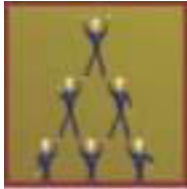
## Industry Wide Experience

From Auto companies to financial institutes , Consultancy and BPO(s);from product launches to award nights.



## Technology Edge

From Holographic projection to Artificial ice skating rink and suspensions for events.



## Expert Manpower

From combined experience of 500+ years with extensive expertise in travel planning.



## Alliances

A wide-spread network of hotels, Transporters, talents and F&B partners at the best prices.



## Thinking Out of the Box

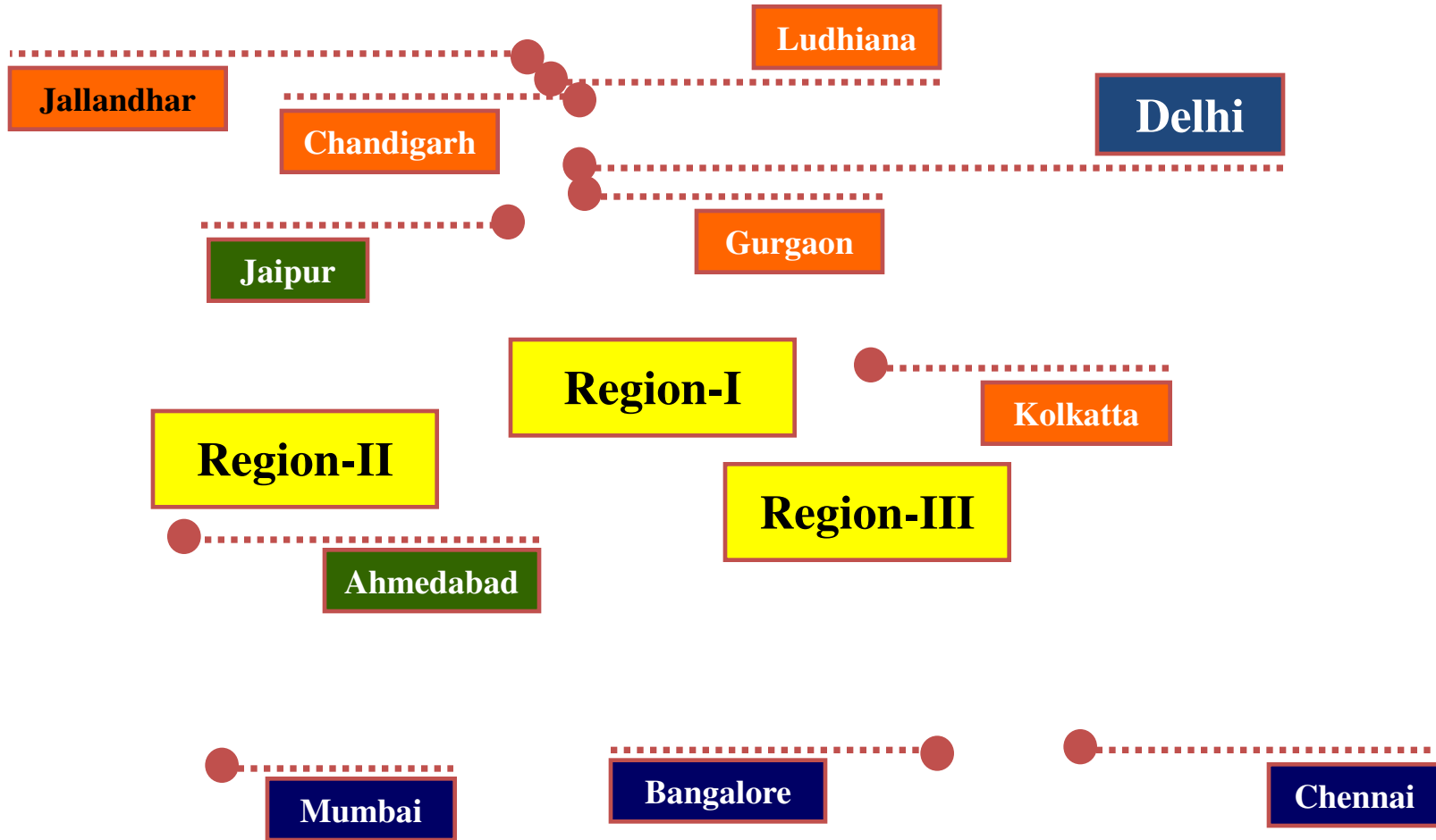
An in-house creative & communication cell with designers and concept developers



## Right Pricing

Crystallizing spends in advance by giving a complete break-up of spends and their usage.

# Indian Footprint..



*..... Regional Approach w/ strong local manpower*

## List of Some of Our Esteemed Clients

1	<b>Honda Motorcycles &amp; Scooters India Pvt. Ltd.</b>
2	<b>Suzuki Motorcycle India Pvt. Ltd.</b>
3	<b>Tata Motors Ltd</b>
4	<b>Canara HSBC OBC Life Insurance Company Limited.</b>
5	<b>Hyundai Corporation</b>
6	<b>The Bank Of Tokyo-Mitsubishi</b>
7	<b>NRPL { Northern Region Pipeline }</b>
8	<b>Louis Vuitton INDIA</b>
9	<b>KONICA MINOLTA India</b>
10	<b>Indian Oil Corporation Ltd.</b>

**List Continued .....**

## List of Some of Our Esteemed Clients

11	Denso Haryana Pvt. Ltd.	29	UNO Minda (NKM Group)
12	Denso India Ltd.	30	Minda SPARK (AKM Group)
13	Denso Sales India Pvt. Ltd.	31	THE LOUIS BERGER GROUP, INC
14	Huawei	32	SSangyong.
15	Showa India Pvt Ltd.	33	Valeo Minda.
16	Munjal Showa Ltd. (India)	34	British Council India
17	JETRO - Japan External Trade Organization	35	Socomec HPL Pvt. Ltd.
18	Ebay India	36	PVR Limited
19	ZTE Telecom India P Ltd.	37	Huawei Telecom India Pvt. Ltd.
20	SAMSUNG C & T India Pvt. Ltd.	38	Satake India
21	Universal Digital Connect Limited	39	TAKATA India Pvt. Ltd.
22	Hilti India Pvt. Ltd.	40	DONALDSON
23	POSCO E&C India	41	Hyundai Rotem.
24	Jotun India Private Limited	42	HFCL
25	CARNATION	43	Threebond
26	Omoron.	43	Spice Mobile
27	Trendsutra.	44	Volkswagen India Pvt. Ltd.
28	JAGUAR Overseas	45	Videocon Industries Ltd.

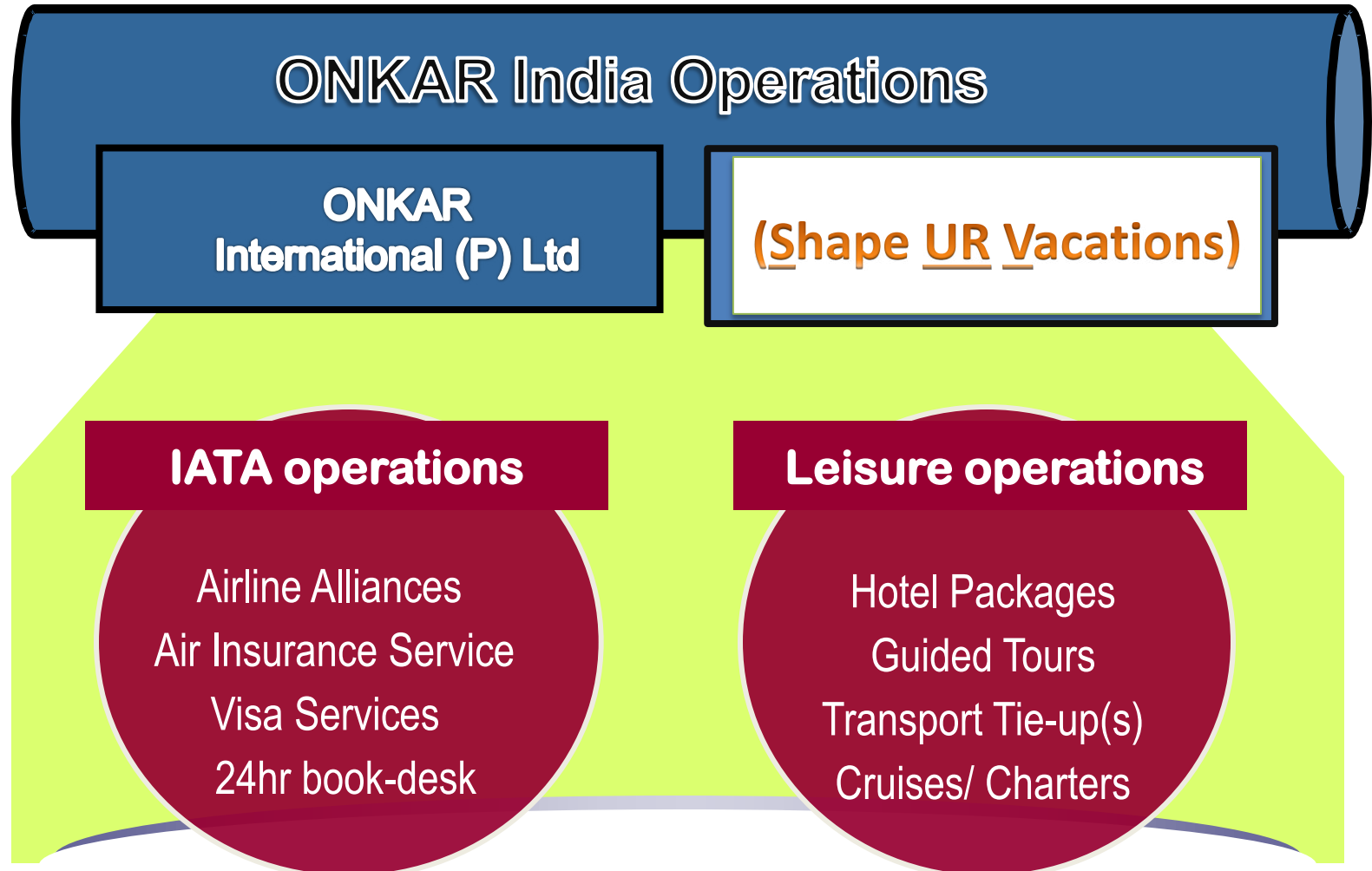
And many more equivalently prestigious.....



Client  
Association...



# Indian operations . .



# Services in India ..



## **GSA Alliances**

### **AIR TRAVEL**

- Well established JAL GSA relationship
- Strong association with Domestic carriers
- Strong in East/South Asia & European connections



## **Corp. Sales**

### **IATA Sales Group**

- Corporate ticketing focus: Domestic & International
- Established base of 200+ Large & Medium corp.
- Leveraging strong airline alliances



## **Leisure Sales**

### **SURV Worldwide (*MICE & Vacation Planning*)**

- Retail & Corporate LEISURE travel focus
- Inbound Tourism from Japan, UK & N/Americas
- Web-based technology operation



# SURV

(Shape UR Vacations)

# Worldwide



# SURV Worldwide...

An ONKAR MICE & Leisure Div.



## SHAPE UR VACATIONS

**Complete LEISURE sales operations**

**Exclusive ALLIANCES with key HOTEL properties**

**PAN INDIA sales team with multi-location ticketing & program execution**

[www.shapevacations.com](http://www.shapevacations.com)

# MICE @ SURV...

## **Customer Requirements** (as we understand them).....

**Cost competitive offering**

**Complete “BOUQUET” of services**

**Program flexibility**

**“TEAM LEADER” Approach**

**Strong Financials of supplier**

**Established track-record**

**Event Marketing & Branding skills**

***..... Looking for a “superlative” experience***

# MICE @ SURV...

## **M**eetings....

- Offsite TOP MGT meetings
- Off-site DEPARTMENT Review meetings
- Off-site ANNUAL PLANNING meetings
- Customer FAM Trips

## **I**ncentives ....

- Dealer Incentive tours
- Customer Incentive tours
- Tour programs as “conquests”
- Employee Incentive tours/ programs

## **C**onferences & **E**vents....

- Product Launch Conferences
- Annual Corporate Meets
- Industry Association get-togethers
- Award/ Recognition Programs

## **E**xhibitions....

- Global Exhibition(s) travel programs
- Industry Association programs
- Customer focussed exhibition travel

# MICE Services..

**Success** of a MICE program involves **exhaustive** detailing, **pre-planning** & co-ordination.

**Offsite Meetings**

**Conference Planning**

**Conference Stationery design**

**Hospitality & Security Arrangements**

**Sightseeing activities**

**Participant coordination**

**Conference Hall Layout & Décor**

**Food & Beverages Management**

**Travel Related Services**

**Training Programs**

**Travel Incentive Programs**

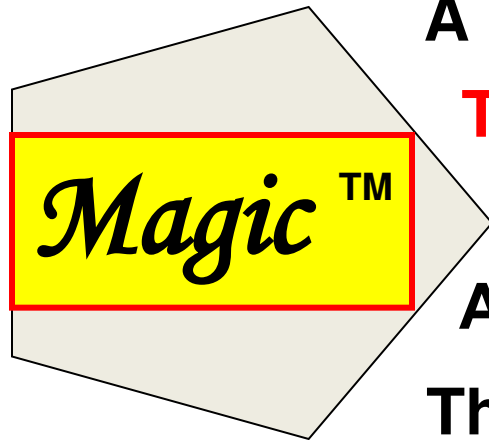
**A/V Equipment Set-Up**





# Magic™ fm SURV...

● Product differentiation ●



A **UNIQUE MICE program** offering

**Tailor-made** for large Corporates

**WORLD-BEST** offerings

Assimilation of “learnings” at SURV

The EXPERIENCES offered are *Magical*



Mexico



India



Argentina



Brazil



U.A.E.



Germany



Malaysia

# *Magic*<sup>TM</sup> fm SURV...

## **Magical FUN**

**Adventure game options**  
**UNIQUE experiences**  
**Right balance between “PLAY” & “WORK”**

## **Magical Locations**

**Super-deluxe properties**  
**All facilities under one roof**  
**Exclusive alliances**  
**Ease of connectivity**  
**Natural Environs**

## **Magical Marketing**

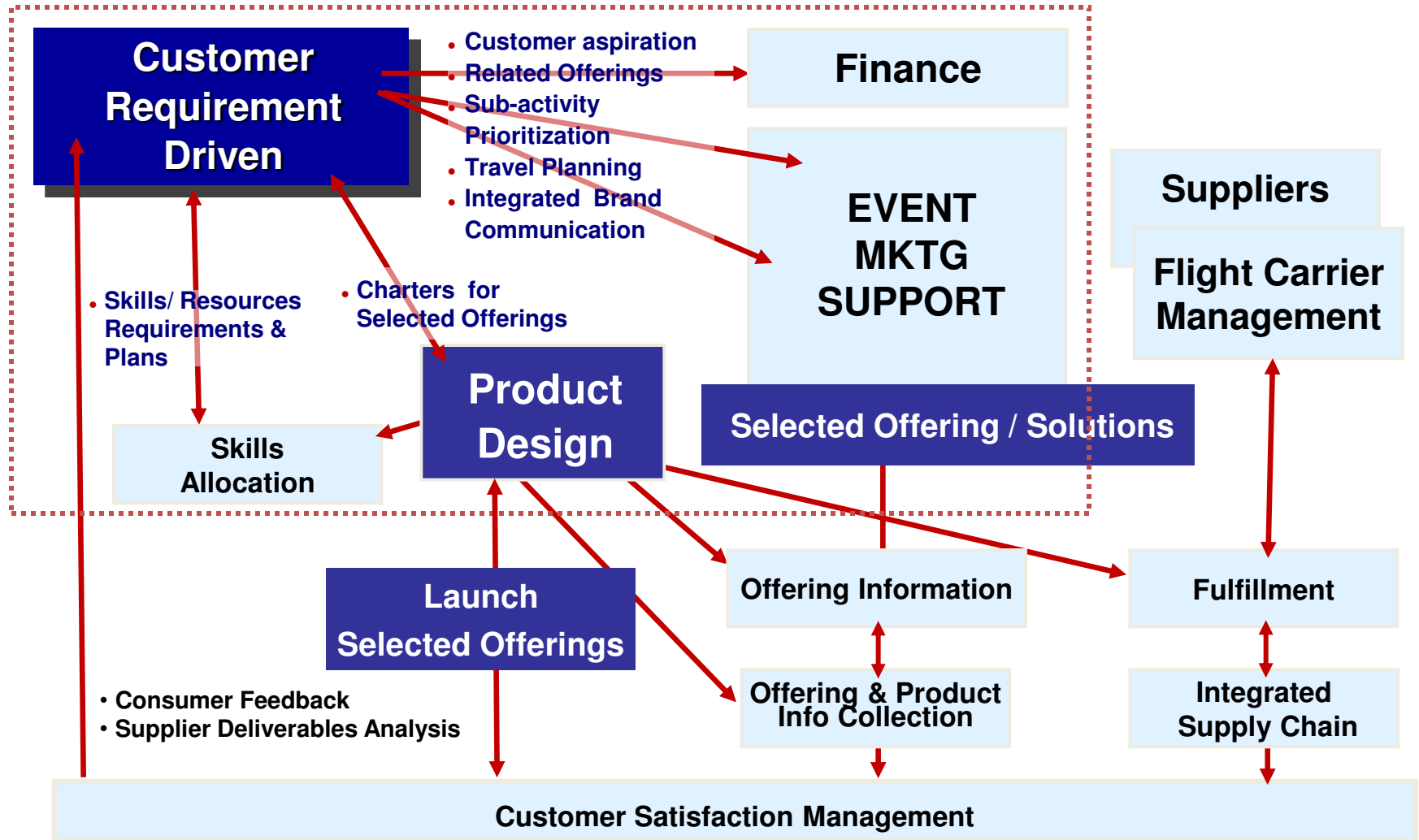
**Conference design/ planning**  
**Event branding & customization**  
**Location support: A/V, Infra, etc.**  
**Entertainment program planning**

## **Magical Itinaries**

**Flexibility of ticketing: multi-location company**  
**Airline alliances: Best rates & time-schedules**  
**Great connectivity w/ “shopping” locations**

***..... A truly “magical” experience***

# Magic™ Model..



# *Magic*<sup>TM</sup> Delivery...

- **Product Packaging**

An offbeat location or an exotic dinner venue – it's the minute details that make our MICE offering *Magical*.

- **End to End Travel options**

Chartering a flight or a train, getting VISAS, negotiating the HOTEL or organizing the participant transfers, our MICE model gives you all these facilities.

- **Hospitality & Service**

24Hr help desk, VIP Management and more – you are not just our client but a highly valued guest.

**Experience**

is the key to  
our conferences



# The E<sup>3</sup> Model

## *Pre-Event Planning*

### Location Logistics

For an Annual/ National event, a cost-effective location that meets the objectives of –

- Destination mapping with ‘event theme’
- Ease of connectivity
- Lowest travel costs (centrally located)
- 3/ 4-star ‘conference’ hotel
- Seasonality check
- Capacity to hold event

### Event Planning

Any National Conference has a purpose – defined by client. To make such conferences meaningful, the Event PURPOSE needs to be integrated into the overall logistics and planning.

Usually – ‘event branding’ is left to client marketing teams – reducing the effectiveness of the effort.

### Commercial Planning

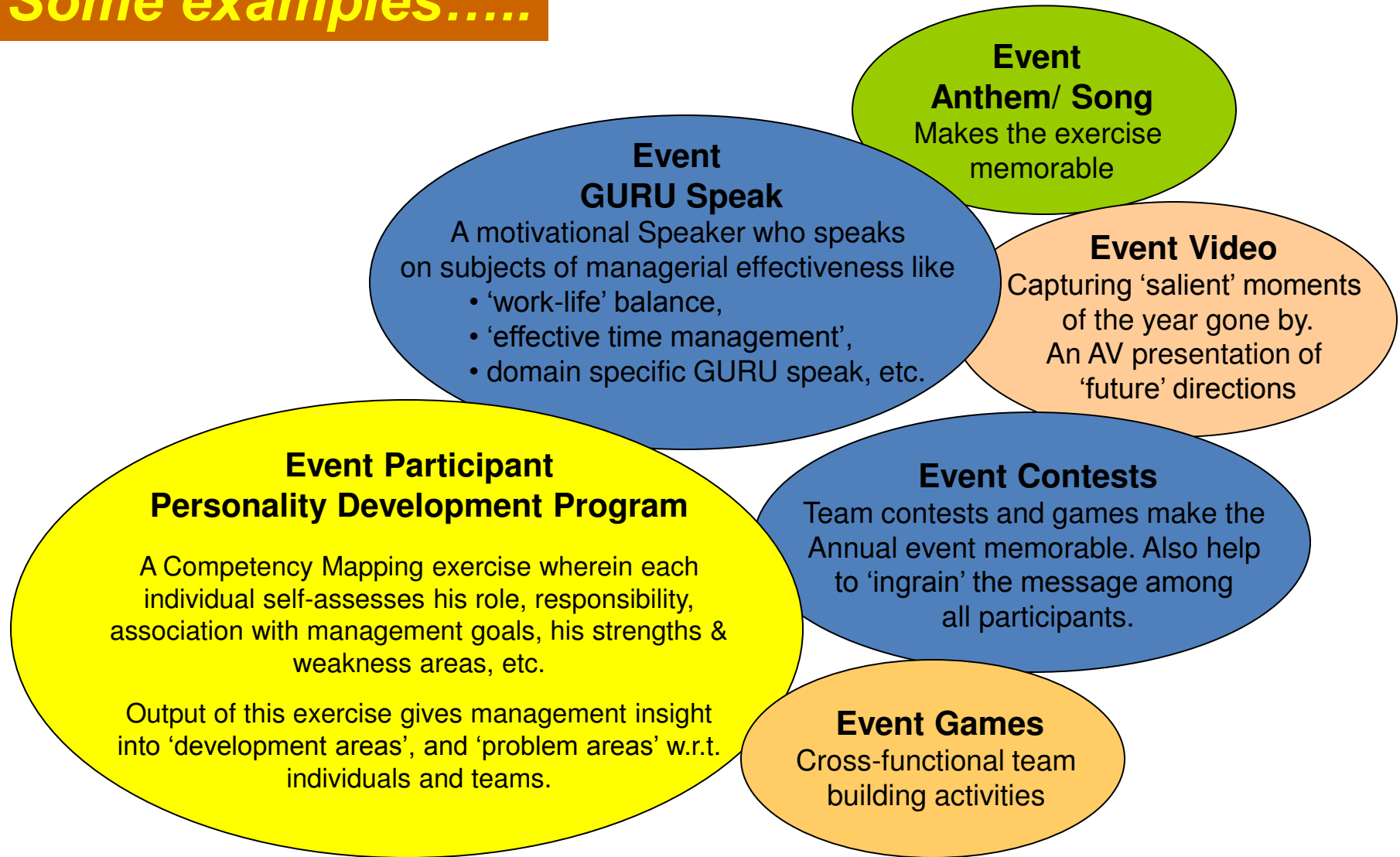
Detailing all aspects of costs

- In-and-Out costs (travel/ transportation)
- At location activity detailing
- Post-event activity costings (if any)

# The E<sup>3</sup> Model

## *Event Theming*

***Some examples.....***



# Why ONKAR...

## Focus on a “holistic” event delivery.....

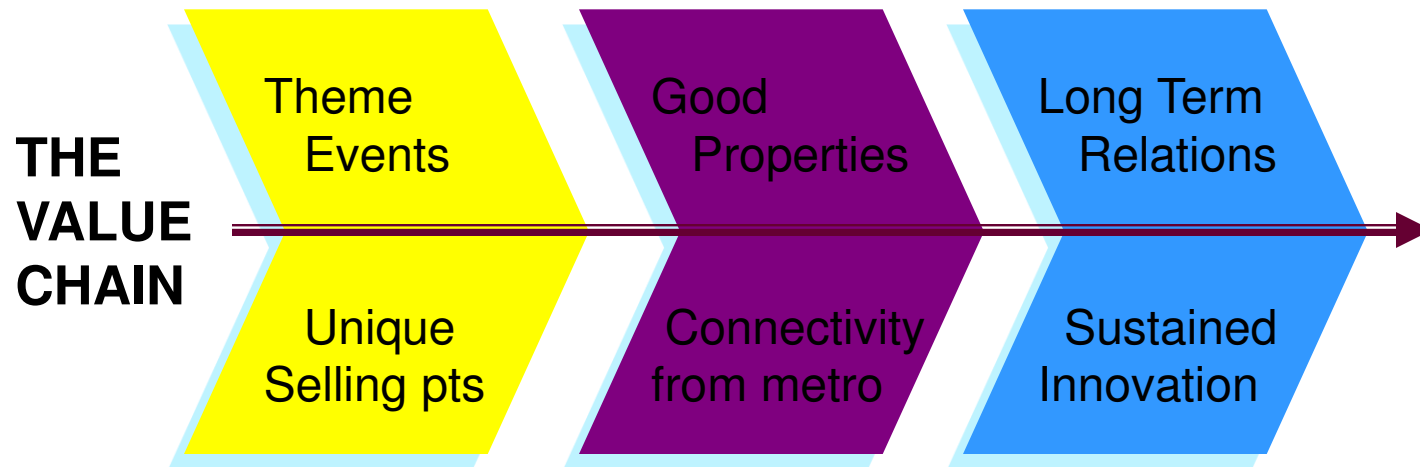
Marketing approach to the EVENT

Cost-effective commercials

Innovation in approach; taking things differently!

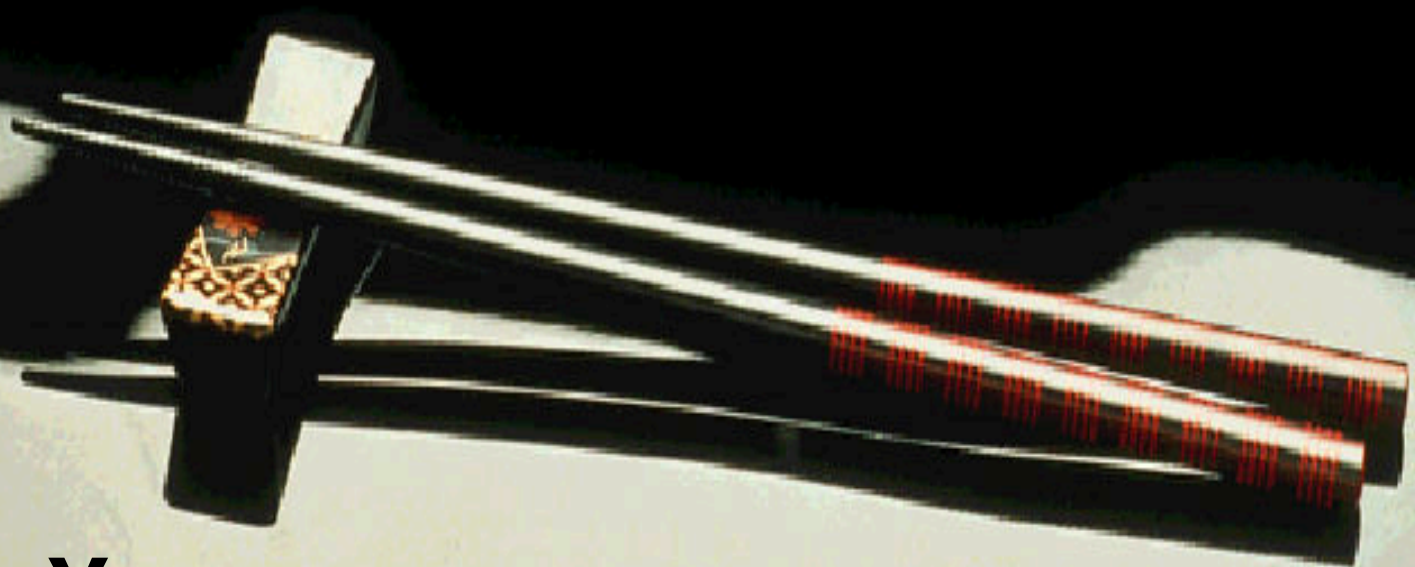
Targetting to grow biz within the QUALITY client base of ONKAR group

A “fresh” approach to annual corporate conferences!





**Long-term Partnership  
One's No Good without the Other!**



**Thank You**