

## Portuguese Destination Management Company (DMC), that provides complete travel solutions and leisure activities, is looking for partners worldwide under commercial agreement

### Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>Portugal</b>	<b>BOPT20250123013</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Noriko MITA</a>	<b>23 Jan 2025</b> <b>23 Jan 2026</b>	<b>23 Jan 2025</b>

### General Information

#### Short summary

Portuguese DMC, from Madeira Island, offering complete and customized tourism services and travel solutions to its customers, is searching for travel agents and tour operators all over the world, interested in adding these services to their offering, under a commercial agreement.

#### Full description

This Portuguese DMC, established in Madeira Island since 2016, that provides a diversity of travel solutions and tourism services, including accommodation, leisure travel, transfers and luxury travel services, wishes to find partners abroad. This company has a team with Italian and Madeiran employees, speaking fluent English too, that are specialized in the B2B market. The company's guides, besides speaking fluent Italian, Portuguese and English, are also fluent in other foreign languages. Their team was carefully selected to offer an exclusive service of the highest quality. The company offers the guarantee of high-quality standards and real-time assistance, by phone and via WhatsApp, through the exclusive Help-line and Info-line service. The travellers can discover Madeira Island through the eyes of those who live there, with a personalized travel itinerary in English and in Italian that responds to the need for responsible, sustainable and human-scale tourism, ideal for living experiences outside the masses and in contact with nature.

The Portuguese company offers a wide range of services such as:

- accommodation;
- transfers to and from the airport on arrival and departure days;
- car rental of any category and motorcycle, scooter and bicycle rental;
- business travel and incentive travel;
- luxury services;
- exclusive all-inclusive excursions with multilingual guides (including natives) to places of historical, artistic, cultural and naturalistic interest;
- excursions for cruise passengers;
- tailor-made private boat tours and sailing and catamaran trips with dolphin, cetacean, monk seal sightings;
- helicopter tours;
- safari;
- extreme sports activities, including diving, snorkelling, kayaking with our instructors, canyoning, birdwatching, paragliding, among others;
- trekking with expert mountain guides;
- cycling & walking with our guides.

The company has also obtained the Clean & Safe Company' Certificate from the Portuguese Tourism Board, which is one of Company's strengths.

They are seeking for travel agents and tour operators, interested in adding the provided services to their offering, under a commercial agreement.

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#### Advantages and innovations

This Portuguese company has been operating in the travel sector for almost nine years.

Their staff have a great deal of experience, offering solutions designed in such a way that they can take care of everything (the hotel; the transfers; the meals; the tourist experiences), and making it possible to offer an all-inclusive package without giving up a tailor-made product.

The company has received the Clean & Safe Company's Certification from the Portuguese Tourism Board and also the 2020 Travelers' Choice Award by Tripadvisor.

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#### Technical specification or expertise sought

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#### Stage of development

**Already on the market**

IPR Status

IPR Notes

#### Sustainable Development goals

• **Goal 3: Good Health and Well-being**

## Partner Sought

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### Expected role of the partner

The potential partners should be travel agencies and tour operators all over the world that will act as commercial agents by promoting and selling the company's tourist services.

### Type of partnership

**Commercial agreement**

### Type and size of the partner

- **SME <=10**
- **SME 11-49**

## Dissemination

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### Technology keywords

### Market keywords

- **07005005 - Travel agencies and services**

### Targeted countries

- **World**

### Sector groups involved

- **Tourism**