




2

Winning the bid



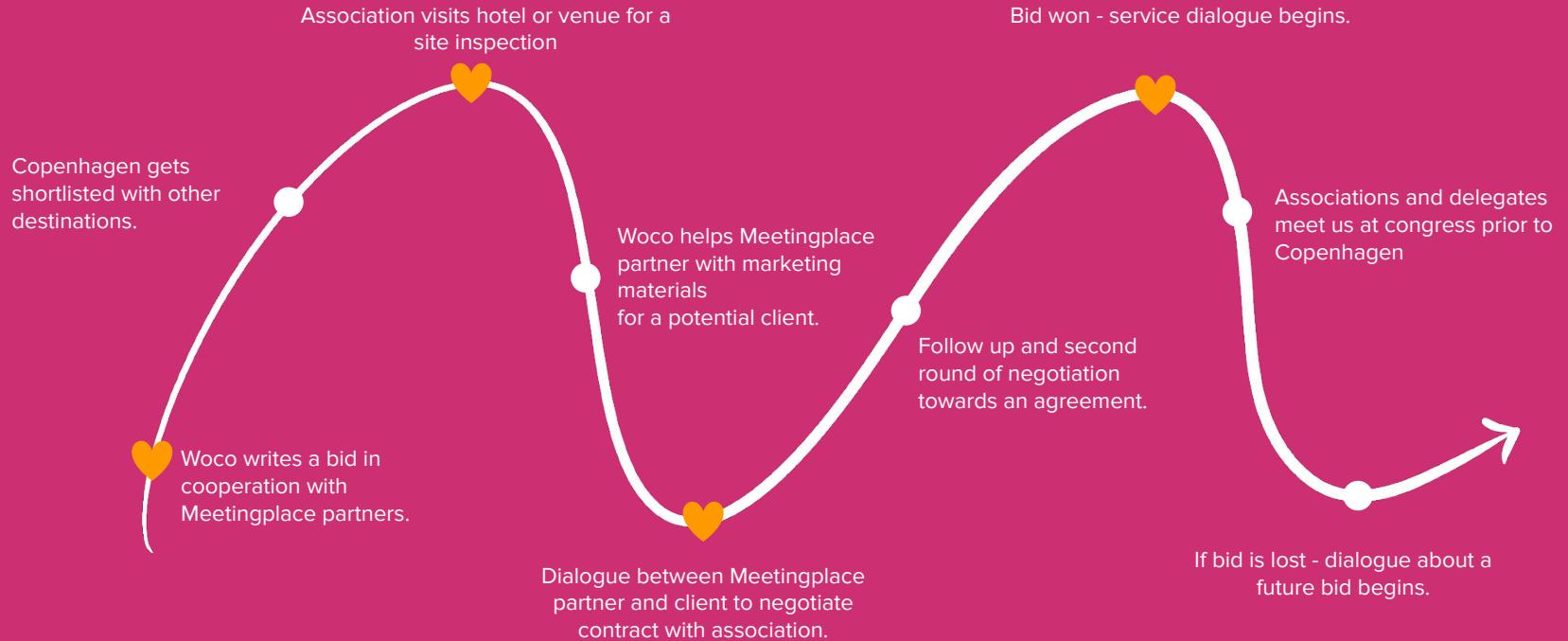
A Collaborative Journey in Congress Excellence


Wonderful Copenhagen collaborates with Meetingplace partners to develop a proposal or presentation that highlights Copenhagen as a competent destination for conferences while focusing on values such as sustainability and legacy.

We welcome Meetingplace partners to bring their own clients into the collaboration and work together with Wonderful Copenhagen to create proposals and marketing materials.

The goal is to showcase Copenhagen as a collaborative destination and as a frontrunner in sustainability and legacy in the context of conferences.

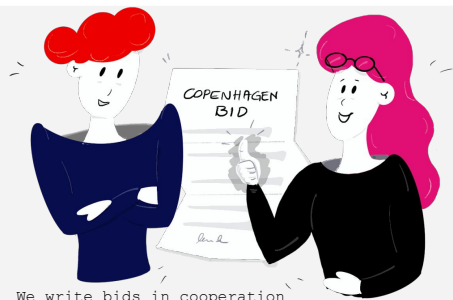
The customer journey



 = Where you might play a role

2.

From bidding to getting the event



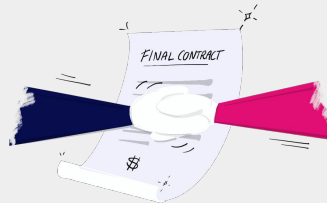
We write bids in cooperation with Meetingplace partners.



We assist Meetingplace partners with marketing materials for their own clients.



Copenhagen has been shortlisted and we will hopefully win.

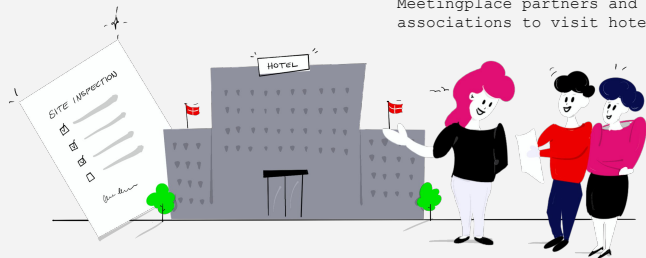


Meetingplace partners negotiate contract with international association.



Associations and delegates meet us at congress prior to Copenhagen.

We plan site inspections together with Meetingplace partners and invite international associations to visit hotels and venues.



If we win

If we lose

See what you can do and how we at Wonderful Copenhagen are helping.



WHAT CAN
YOU DO!

Here's what you can do

- ♥ Help create a successful site inspection by using the site inspection template available on our website. available here, [Hospitality with Excellence](#).
- ♥ Inform us at Wonderful Copenhagen about potential clients to receive help with marketing materials (e.g. film or pictures from our media center).
- ♥ Help us to ensure a timely bid by sending your contribution to the bid well ahead of bid deadline.
- ♥ Showcase your venue and highlight what makes your venue special.



Here's how we are helping

- We inform Meetingplace partners about potential business opportunities and upcoming bids.
- We will keep you informed about an ongoing bid process.
- We send out follow-ups to Meetingplace partners to inform about shortlisting and presentation of the bid.
- We will keep you in the loop and inform about bids won or lost – and new bid year.

Summary:

In this phase Wonderful Copenhagen and Meetingplace partners unite to present Copenhagen as an outstanding conference destination, emphasizing sustainability and legacy.

Meetingplace partners are encouraged to involve your clients and assist in site inspections, marketing support, and timely bid submissions. You are also invited to showcase your unique venues and hotels.

Wonderful Copenhagen reciprocates by providing business opportunity updates, bid progress and outcomes, fostering a mutually beneficial partnership. This collaborative journey aims to help Copenhagen excel in the congress industry.