



## **INTERNATIONAL HOTEL TECHNOLOGY FORUM 2024**

Barcelona, Spain
16 -18th of April 2024

## 2024 Speakers Include:

- Roger Tabbal, VP Global Guest Technology & Innovation Tech for Hotels, Accor
- Diego Bivero-Volpe, Vice President, Global Strategic Partnerships, Four Seasons Hotels and Resorts
- Mathias Althin, VP technology, Strawberry
- Arnoud Heijnis, Senior Director, IT Hotel Openings EMEA, Marriott
- Florian Hepp, Director of Employer Branding, Marriott
- Dario Artiola, Senior Director Commercial Performance, Radisson Hotel Group
- Riko Van Santen, CIO, Kempinski Hotels S.A.
- Chris Bowling, Head of Digital Marketing & Ecommerce, Best Western Hotels
- Ester Abad, Head of Digital Change Management & Digital Transformation, Meliá Hotels International
- Christoph Peppers, Director E-Commerce, H-Hotels.com
- Lucia Martinez, CIO, AR Hotels and Resorts
- Roberto Gobo, Director of Digital Strategy and Technology, Valamar Riviera
- Sanchit Juneja, Director of Product Big Data & Machine Learning, Booking.com
- Oliver Benalal, Chief Commercial Officer, ILUNION
- Michael Schumacher, Brand Partnerships Lead Travel & Mobility, TikTok
- Yessica González, Director of Revenue & Yield Management, Club La Santa
- Bojan Pavicic, Director Technology & Digital, citizenM Hotels
- Patrick Apostolo, Corporate Operations & Transformation Director, Radisson Hotel Group

International Hotel Technology Forum			
Day One – Tuesday 16 <sup>th</sup> April 2024			
10:00 -	0		
10.50 10.50 –	Chairs opening remarks		
11.00	Ted Horner, Owner, E Horner & Associates		
11:00 - 11:15	Stream A Technology & Operations Chaired by Ted Horner, Owner, E Horner & Associates Chairs opening remarks Ted Horner, Owner, E Horner & Associates	Stream B Distribution & Marketing Chaired by Ryan Haynes, Director, Haynes MarComs  Chairs opening remarks Ryan Haynes, Director, Haynes MarComs	
11:15 – 11:45	Keynote Address: Surfing into the future: Unleashing Accor's guest Wi-Fi journey  Implementing strong and secure Wi-Fi solutions to accommodate the demands of future technology and guests' expectations  Accelerating experiences through seamless roaming, speed and welcome-back  Unlocking the power of Wi-Fi to enhance brand loyalty  Roger Tabbal, VP Global Guest Technology & Innovation – Tech for Hotels, Accor	Keynote Address: Branding in the digital age: Harnessing the power of multi-channel marketing  • Leveraging multi-channel advertising and targeting generational needs through radio, Spotify, and on-demand TV channels  • Implementing personalisation in the marketing strategy to enhance guest satisfaction  • Utilising automation as a web tool to stay ahead in the competitive landscape  Chris Bowling, Head of Digital Marketing & Ecommerce, Best Western Hotels	
11:45	Reserved for Adyen	Reserved for Epteca	
-12.15 12:15-	Network	ing Lunch	
13:15	Network	ing Luncii	
13:15– 13:45	Panel Discussion: Embracing the tech boom: Future-proofing hotel business models  • Strategically preparing hotel business models to seamlessly integrate cutting-edge technologies  • Adapting technological investments, maintaining alignment, and bringing together technology partners  • Delving into steps to ensure successful application in complex legacy systems	Panel Discussion: From data to delight: Cultivating guest centricity through a data driven culture  • Elevating the guest experience through data driven decision making  • Unveiling the direct correlation between data culture and enhanced profitability  • Exploring robust frameworks to collect, analyse and leverage guest data effectively  • Encouraging teams to foster a data driven mindset  Moderator: Ryan Haynes, Director, Haynes	

	Achieving sustained growth and unmatched competitiveness through effective tech, Wi — Fi and automation implementation  Moderator: Ted Horner, Owner, E Horner & Associates  Roger Tabbal, VP Global Guest Technology & Innovation — Tech for Hotels, Accor  Mustafa Gokcen, Head of Information Technology, Cheval Collection  Evan Brown, CEO, Eng Infotech	Sanchit Juneja, Director of Product – Big Data & Machine Learning, Booking.com  Oliver Benalal, Chief Commercial Officer, ILUNION Hotels  Michael McCartan, Area Vice President EMEA, IDeaS Revenue Solutions  Sal Capizzi, VP of Marketing, Book4Time  Reserved for Sabre Hospitality
	Reserved for Ruckus	
	Reserved for Flexipass	
13:45 – 14:15	<ul> <li>Purpose-driven technology for HSP</li> <li>In a highly fragmented scenario of powerful but disjointed technologies, the risk for the hotel market is to end up adapting business to technology and not the other way around</li> <li>Modern technological developments in AI, Private Networks, building automation, cloud/edge architectures and cybersecurity offer undisputed advantages when introduced with the goal of improving the efficiency and effectiveness of hotel management while preventing complexity from becoming a distraction to the real core business</li> <li>Let's find out together what modern design criteria and technology choices maximize the convergence of network infrastructures and applications for the HSP market</li> </ul> Steven Bronken, Head of Global Hospitality, RUCKUS Networks	
14.15 – 14.45	Reserved for ThreatSpike	Reserved for sponsorship
14:45 – 15:15	<ul> <li>Enhancing efficiency and experiences: Harnessing in room smart technologies         <ul> <li>Unleashing latest in room innovations shaping the guest experience</li> <li>Investigating techniques to engage and empower staff members to use and maintain in-room smart technologies</li> </ul> </li> <li>João Pronto, Professor, ESHTE         <ul> <li>Albert Creixell, Head of Alexa Enterprise Spain &amp; UK, Amazon</li> </ul> </li> </ul>	Case Study: Attracting top talent: Technology, employer branding and creative campaigns  Showcasing company culture, values and opportunities through effective marketing Presenting storytelling techniques to communicate employee experience and career growth prospects Utilising technology-driven methods to spread digital content  Florian Hepp, Director of Employer Branding, Marriott

15:15 – 15:45	ONDA: Empowering hospitality with blockchain: Unlocking new frontiers and possibilities  • Showcasing membership management with blockchain technology	Reserved or Sponsorship
	<ul> <li>Looking at golf management and the various add-ons</li> <li>Achieving intuitive, easy, and fast property management</li> </ul>	
	Reserved for Onda	
15:45 – 15:55		break
15:55– 16:25	Business meeting 1	
16:30 – 17:00	Business meeting 2	
17:05- 17:35	Business meeting 3	
17:35- 18:05	Reserved for Apaleo	Reserved for sponsorship
18:05 - 18:35	Fireside chat: Navigating Transformation: Building a change- ready culture  Putting in place effective leadership strategies in times of change and turbulence  Ensuring lasting positive impacts across the hotel model  Reacting to new digital advancements and emerging tech trends  Moderator: Ted Horner, Owner, E Horner & Associates  Ester Abad, Head of Digital Change Management & Digital Transformation, Meliá Hotels International	<ul> <li>Unlocking growth strategies: Maximising hotel food and beverage revenue</li> <li>Demonstrating tactics for expanding hotel F&amp;B revenue through dynamic pricing and capacity strategies</li> <li>Enhancing revenue from menu development and room service orders</li> <li>Navigating effective waste-reduction strategies</li> <li>How can technology revolutionise hotel F&amp;B processes?</li> </ul> Dario Artiola, Senior Director Commercial Performance, Radisson Hotel Group
18:40		orking drinks sponsored by: onnect
19:40	Networki	ng dinner

International Hotel Technology Forum		
Day Two Wednesday 17 <sup>th</sup> April 2024		
08.00 – 08.45		
08.45 – 08.55	Chairs opening remarks Ted Horner, Owner, E Horner & Associates	
	Stream A Technology & Operations Chaired by Ted Horner, Owner, E Horner & Associates	Stream B  Distribution & Marketing  Chaired by Ryan Haynes, Director, Haynes MarComs
08:55 – 09:00	Chairs opening remarks Ted Horner, Owner, E Horner & Associates	Chairs opening remarks Ryan Haynes, Director, Haynes MarComs
09:00 - 09:30	<ul> <li>Panel Discussion:         Advancing hotel technology in a cost-efficient era         <ul> <li>Ensuring the smooth migration of hotel systems and software to cloud-based platforms</li> <li>Digitalising hardware services to streamline processes and reduce maintenance cost</li> <li>Defining solutions that meet a range of demands, from luxury to budget hotels</li> <li>Sharing success stories from hotels that have implemented creative cost-cutting measures</li> </ul> </li> <li>Moderator: Ted Horner, Owner, E Horner &amp; Associates</li> <li>Riko Van Santen, CIO, Kempinski Hotels S.A.</li> <li>Bojan Pavicic, Director Technology &amp; Digital, citizenM Hotels</li> <li>Daniel Lister, CEO, Danmagi</li> <li>Piotr Lipiec, Senior Hotel TV BDM Europe, Samsung</li> <li>Frank Wagner, Director -International Sales, Advanced Computer Technology</li> </ul>	TikTok short-form-video and the evolving travel marketing landscape  • Implementing effective campaigns for hotel content and influencer marketing  • Unleashing the power of TikTok and short videos to showcase culture and destinations  • Utilising digital marketing including TikTok for talent acquisition  Michael Schumacher, Brand Partnerships Lead - Travel & Mobility, TikTok
09:30 – 10:00	The power of personalization: Harnessing data to meet rising guest expectations	Panel Discussion: Guest behaviour in 2024 and beyond: Adapting strategies for changing behaviours

	<ul> <li>Emphasising the significance of data in achieving guest personalization and recommendations</li> <li>Navigating the tools needed as a foundation for personalisation approaches</li> <li>Mastering integrations and cost reductions, shortening "time to market" for digital services</li> <li>Usage of machine learning models to ensure service standards and tailored experiences</li> <li>Using technology to go beyond traditional hospitality paradigms and deliver personalised visitor experiences</li> <li>Roberto Gobo, Director of Digital Strategy and Technology, Valamar Riviera</li> </ul>	<ul> <li>Reflecting on shifts in guest behaviour since the re-emerge of travel</li> <li>Examining the impacts of evolving guest preferences, last minute bookings and the role of inflation in shaping booking habits</li> <li>How can we adapt distribution strategies to changing guest behaviours?</li> <li>Focusing on mobile apps, website enhancements, contactless checks- ins and voice automation for effortless bookings</li> <li>Moderator: Ryan Haynes, Director, Haynes MarComs</li> <li>Raimund Notz, Director, Hotel Revenue Optimization - Central &amp; Eastern Europe, Preferred Hotels &amp; Resorts</li> <li>Yessica González, Director of Revenue &amp; Yield Management, Club La Santa</li> <li>Markus Mueller, Managing Director, GauVendi</li> <li>Matthew Prosser, Senior Sales Director, Agilysys</li> <li>Cinta Massó, CCO, Hotelverse</li> </ul>
10:00 – 10:30	<ul> <li>Unravelling the chaos: The impact of traditional payment solutions on hotels</li> <li>On average less than 5% of hotel eCommerce is managed by traditional payment gateway solutions</li> <li>Discover why hotels get stuck with manual payment processing and how to fix it</li> <li>Unveil the inherent flaws in the architecture of traditional payment systems crippling hotels</li> <li>Jeff Karlson, Chief Commercial Officer, iOL Pay</li> </ul>	<ul> <li>Modernising the MICE &amp; group buyer experience</li> <li>Why did the MICE &amp; Group booking process not evolve like most other buying processes in this day and age?</li> <li>70% of MICE &amp; Group sales is done offline but direct, what are the pains and gains?</li> <li>Why hotels should prevent 3rd parties from getting in control of their data and distribution mix (like OTA's did to room sales)</li> </ul> Joost Doevendans, Head of Sales, Proposales
10:30 – 11:00	<ul> <li>From conception to completion: The IT journey in hotel openings</li> <li>Understanding the hotel project lifecycle</li> <li>Highlighting strategies for optimization and success in hotel IT projects</li> </ul>	<ul> <li>Attracting the new wave of guests</li> <li>Connecting with consumers through effective marketing strategies</li> <li>Appealing to the new generation of guests with wellbeing showcasing</li> <li>Highlighting hotel innovation and technology in the marketing story</li> </ul>

	<ul> <li>Mastering negotiation, procurement and installation</li> <li>Ensuring string collaboration with internal and external stakeholders</li> <li>Arnoud Heijnis, Senior Director, IT Hotel Openings EMEA, Marriott</li> </ul>	Sofía Muntaner Ordinas, Senior Brand Marketing Manager, Meliá Hotels International
11:00- 11:10	C	Coffee Break
11:10 – 11:40	Reserved for, likeMagic/SV Group	Boost direct bookings and transform your website into a profit machine  Implement data-driven strategies and a full value-chain integrated approach to unlock the potential of your hotel  Learn how impactful it can be having a large database fed by multiple sources such as Metasearch, OTA, Google, Market Data, PMS, in order to turn unrefined data into strategies.  Case studies and best practices from our most performing partners  Piergiorgio Schirru, EVP, Head of Revenue Management and Research & Development, Blastness
11:50– 12:20	Business meeting 4	
12:25 – 12:55	Business meeting 5	
13:00– 13:30	Business meeting 6	
13:35– 14:35	Net <sup>*</sup>	working Lunch
14:35– 15:05	<ul> <li>Optimising technical product development for hotel strategy transformation</li> <li>Developing agile processes that allow quick adaptation to evolving customer preferences, market dynamics and tech advancements</li> <li>Enhancing operational and service efficiency through fostering crossfunctional collaborations</li> <li>Creating a culture of ownership and engagement within the team</li> </ul>	<ul> <li>Affiliate E-commerce: Unearthing the hidden gems</li> <li>Exploring affiliate networks in the hotel industry</li> <li>Analysing the impact of building brand partnerships with travel related brands</li> <li>Understanding the potential of awareness and performance-driven channels</li> <li>Identifying key strategies for successful collaboration and mutual growth</li> <li>Christoph Peppers, Director E-Commerce, H-Hotels.com</li> </ul>

15:05 – 15:35	<ul> <li>Making data driven decisions to contribute to the success of the hotel transformation strategy</li> <li>Mathias Althin, VP technology, Strawberry</li> <li>How to compete with the big players in the digitalisation of the hotel industry</li> <li>Create a network with the best partners: what works for some does not necessarily work for all. How to find the best partners for your property?</li> <li>Use technology at your guest service: digitalisation does not need to be a headache. A seamless digital guest journey is at your fingertips: from booking to security</li> <li>Make it through the jungle: get expert advice from and guidance to create your digitalisation strategy based on your needs and goals</li> </ul>	Reserved for Epteca
	Carsten Wernet, CEO at SIHOT Group	
15:35– 15:45	Aftern	oon Coffee Break
15:50– 16:20	Business meeting 7	
16:25– 16:55	Business meeting 8	
17:00– 17:30	Business meeting 9	
17:35– 18:05	<ul> <li>Charting new territories: A fresh look at future hotel innovation and advancements</li> <li>Future of in-room tech and cloud architectures</li> <li>Smart use of digital development, scripting, and automation in checking the room technology</li> <li>Usage of AI and ML to gain competitive advantage in networks, finance, and other areas</li> <li>Headless Systems Strategies and importance of integrations in modern hospitality</li> </ul>	<ul> <li>Technology, tactics and profit optimisation: Boosting revenue management strategies</li> <li>Aligning revenue management with business goals and pinpointing key areas for investment returns</li> <li>Exploring integrated revenue approaches and concepts</li> <li>Utilising automation to transform revenue management processes</li> <li>Identifying crucial data points for accurate forecasting</li> </ul>

	Bojan Pavicic, Director Technology & Digital, citizenM Hotels	Highlighting the role of human judgement in revenue management decisions  Diogo Vaz Ferreira, Head of Commercial, Clink Hostels
18:05	Conference Day Tv	vo Close & Networking Drinks
19:10	Netwo	orking Dinner

г

	International Hotel Technology Forum	
Day Three Thursday 18th April 2024		
8:00 –	0 – Registration	
8:45	Chunama A	Chucana D
	Stream A Technology & Operations	<u>Stream B</u> Distribution & Marketing
	Chaired by Ted Horner, Owner, E Horner &	Chaired by Ryan Haynes, Director, Haynes MarComs
	Associates	enamed by Hyan Haynes, Director, Haynes Marcoms
8:50 -	Chairs opening remarks	Chairs opening remarks
9:00	Ted Horner, Owner, E Horner & Associates	Ryan Haynes, Director, Haynes MarComs
09:00 -	Keynote Address:	Panel Discussion:
09:30	The power of collaboration: Forging strategic	Revolutionising guest communication: Chatbots and
	partnerships	beyond
	<ul> <li>Evaluating criteria for selecting the right partner</li> </ul>	<ul> <li>Evaluating the role of chatbot communication in the hotel industry</li> </ul>
	Creating a barrier of mutual	Harnessing automation to create personalised offers based on visitor trends
	understanding and outlining financial expectations	Offering innovative guest service approaches
	Ensuring initial contact is clear and	including interactive greetings
	concise while validating technical specs	melading interactive greetings
	and criteria	Moderator: Ryan Haynes, Director, Haynes MarComs
	<ul> <li>Investigating various IT and technological</li> </ul>	
	solution areas	Lucia Martinez, CIO, AR Hotels and Resorts
		Christoph Peppers, Director E-Commerce, H-Hotels.com
	Diego Bivero-Volpe, Vice President, Global	
	Strategic Partnerships, Four Seasons Hotels and	
	Resorts	
09:30 -	Case study: Commitment to the community:	Session reserved for sponsorship
10:00	Inspiring the next generation of hoteliers	
	Implementing placements and innovative  programmes to benefit the legal.	
	programmes to benefit the local community and recruit talent	
	Community and recruit talent	

Ī		
10:00 – 10:15	<ul> <li>Making a difference by collaborating with schools, local governments, and the community</li> <li>Understanding how the hotel industry can make a genuine contribution to a larger societal purpose, that in turn significantly aids senior level recruitment into the hotel</li> <li>Veryan Palmer, Director, The Headland Hotel</li> <li>Future horizons: Emerging ESG tech and solutions</li> <li>Utilising data analytics to measure ESG performance and set benchmarks</li> <li>Exploring AI, blockchain and other innovative tech for sustainable hospitality</li> <li>Looking at accessibility focused technology for all guests</li> <li>Using innovation to foster local engagement and support to nearby communities</li> <li>Nicholas Wyatt, Head of R&amp;A, Travel &amp; Tourism,</li> </ul>	Localisation vs globalisation: Blending global branding and cultural identity  • Establishing a worldwide presence while connecting with local audiences  • Crafting memorable consumer experiences and showcasing a unique service  • Customising brand messages and experiences and maintaining brand relevance in a changing landscape  Henrique Tiago de Castro, General Manager, EVOLUTION Cascais-Estoril Hotel
	GlobalData	
10:15 - 10:30 10:30 - 11:00	The ages of AI: How will generative AI affect the hotel industry?  • Elevating the guest experience; how will generative AI affect guest interactions?  • Overcoming real-world obstacles and constraints in AI adoption  • Exploring the potential of AI in the years ahead from predictive services to sustainable practices  Charlotte Newton, Senior Analyst, Thematic Intelligence, GlobalData  Designing the future of hospitality  • Designing the physical guest experience along the process of the process	ongside the digital journey
11.00	Digital development as a catalyst for brand	
11:00 -	Co	ffee Break
11:10	D	
11:10 – 11:40	Business meeting 10	

11:45 – 12:15	Business meeting 11	
12:20 – 12:50	Business meeting 12	
12:55 – 13:25 13:25 – 13:55	Diving into sustainability: Putting ideas into action  Digging deeper into the concept of sustainability; what does this really mean to the industry? Embedding sustainability into business models and taking smaller steps to lay the groundwork Creating a valuable foundation to ensure long-term success  Patrick Apostolo, Corporate Operations & Business Transformation Director, Radisson Hotel Group  Panel Discussion: Fostering ESG responsibility across the hotel ecosystem: aligning responsibility with people and the planet Responding to consumer pressure, tightening regulations and laying out net zero strategies Highlighting the social aspect of ESG and nurturing community engagement through technology Evaluating the environmental footprint of digitalisation in hotels and identifying areas of improvement Repairing and ensuring remediation of any damage hotel activity may have caused How can technology providers and hotels collectively promote sustainable practices?  Moderator: Paloma Zapata, Chief Executive Officer, Sustainable Travel International Elin Penttilä, Sustainability Manager - Climate & Building, Strawberry	
	Reserved for BeCause	
13:55	Networking Lunch	
14:55	Close of Conference	