



BUSINESS BOOST WITH DCS PLUS TECHNOLOGY | KENES INTERNATIONAL HAS CHOSEN DCS PLUS AS THEIR TECHNOLOGY PARTNER

ABOUT KENES INTERNATIONAL

● Fifty years of knowledge, experience and market expertise have led Kenes Group to the forefront of global conference management and to becoming one of the world's leading Professional Conference Organizers. Founded in Tel Aviv in 1965 and headquartered in Geneva and Tel Aviv, Kenes has hosted over 3,000 conferences in more than 100 cities around the globe, with over 115,000 participants per year.

● For the past five decades, Kenes has established and maintained its winning reputation as a global meeting and association management provider. Recognized as the world leader in meeting planning, Kenes is the only global PCO dedicated to medical and scientific events. Kenes boasts a long-standing client base of some of the world's foremost organizations and associations, with more than 100 returning and long term clients.



● With a team of over 300 professional, multi-cultural, multi-disciplinary employees in 16 Kenes offices on four continents, Kenes delivers truly global expertise with a personal, local touch. They have earned their reputation as the 'provider of choice' for global conference management.

CHALLENGE

- Kenes Group was looking for a booking engine that could consolidate multiple external hotel providers together with own contracted hotels
- The booking engine needed to output the services on B2C for congress participants that had to connect there by SSO (redirected from main congresses page), search the hotels, make the booking, pay and get the invoice
- Each congress had its own set of features: a customisable start page and access to specific content where the venue / congress is the pivot and all hotels need to be nearby. As each congress had start and end dates, searches needed to be allowed only in a predefined interval
- A new travel mid-office solution had to be put in place in order to properly manage the increasing sales, with market dependent VAT rules and multiple means of payment
- A more comprehensive solution was needed for the inventory management of own contracted hotels

SOLUTION

- It became very clear during the preliminary discussions, that dcs plus enterprise platforms TINA, TBS, AIDA and TRIP were the right solution for Kenes Group.
- Being modular platforms, they could be easily tailored to meet all the technological needs of the world's leading PCO
- A special module was created for Kenes, in which all the details of a congress could be managed with ease



CUSTOMER TESTIMONIAL

“ Back in 2014, we were looking for a professional partner; able to provide us a world-class experience through robust and reliable technology. That was the moment we started the collaboration with dcs plus. Choosing dcs plus platform proved to be the right tech investment decision - we discovered innovative capabilities in a complex platform able to deal with so many scenarios and situations found in the daily operation of a global PCO.

But the software wasn't the only thing that optimized our company's performance – it was also the support and services provided by dcs plus team that made their offering complete. The team's expertise and professionalism, the quick and responsive support saved us valuable time and translated also into great advice and consultancy for Kenes.

dcs plus has managed to deliver us excellence by bringing together superior products and services and offering us all the necessary support to use them to their full potential.”

Uzi Drori, Director of Information Systems at Kenes

BENEFITS

- Over 25 congresses are simultaneously managed
- Content both from own inventory and external suppliers is seamlessly integrated in the system
- Multiple payment accounts are managed in one system
- Full end-to-end automatic processes that have enabled 'no touch bookings'
- Seamless integration with the existing infrastructure and BI solution
- Low TCO compared to previous solution.

INSIDE VIEW

“ Kenes project is one of the most beautiful projects for dcs plus because of its complexity. The fact that the special technology needs that a PCO has were successfully covered had proven once again that the end-to-end solutions developed by dcs plus can go far beyond the needs of a Travel Agency or a Tour operator.”

Andrei Savin – Director B2C Online Solutions at dcs plus

INTERESTED TO FIND OUT MORE?



+40 (0) 21 320 01 02



Write us



Request a demo

CONTACT

Address: 215 Mihai Bravu Road, 5th floor, District 2, 021323, Bucharest, Romania

Monday to Friday, 9:00-18:00 GMT+2 English, Romanian

Telephone number: +40 (0) 21 302 31 32

E-mail: office@dcsplus.net

dcs TM
travel technologies