



Vishni Destination Management

Re-defining Destination Management.



**The Destination Management
Company That Puts The Client First**

About Us & How We Operate

Vishni Destination Management, a subsidiary of **Druveeniya Events Ltd**, was formed with the intention of providing an unparalleled service to travel agents and tour operators all over the world interested in selling holidays to India.

You're asking yourself, "why should my agency use the services of Vishni Destination Management?"

Here's why:

- » We and our partners in India have over fifty years' worth of experience (collectively). I personally have over a decade's worth of experience in Sales and Product Development. Our advice to you will be based on realistic experiences and knowledge. We won't offer you a service or itinerary that is theoretically possible but logistically unrealistic.
- » We carry out regular checks of Indian hotels as well as the infrastructure (such as train routes, roads and the durability of ferries) in India. Our insurance policy makes such checks mandatory. In addition, our partner in India, Untold India, carries out its own checks and keeps us apprised of developments. Ultimately, guests' safety is of paramount importance and that's why, in addition to monitoring health and safety practices at hotels and infrastructure reliability, we keep a close eye on law and order in India. The last thing we want is for guests to be put in harm's way and that's one of the reasons why we don't offer itineraries for certain parts of Kashmir (even if our competitors do).
 - » At the risk of being over-cautious, we would go against the grain and say that parts of India are not safe for women travelling alone, especially parts of northern India, and that agents should make this very clear in their brochures and on their websites.
 - » There you have it, a couple of free tips (you're welcome!) on staying safe in India!





- » We have a passion for India. That's one of the main motivations behind this venture. We've lived there, we speak the languages (I personally speak Hindi and Sindhi) and we appreciate the nuances and complexities...someone who occasionally waltzes in to India on a brief visit and doesn't speak any of the languages in all probability won't be able to grasp and embrace this chaotic yet charming land the way we do. We sincerely hope this passion rubs off on you and, of course, your clients.

We're constantly discovering and re-discovering our country and are always excited about discovering new hotels and conceiving new itineraries.

- » Using us as a conduit to conduct business with hotels and operators in India reduces your administrative burden considerably. You form a contract with us, in the jurisdiction of your choice (if you were to enter in to a contractual relationship with a hotel and/or operator in India your contract would be drawn up according to Indian Contract Law and, in the event of a dispute, you would have to rely on the Indian courts unless your counter-party agrees to a contract drawn up in your jurisdiction and to mediation and, worst-case scenario, litigation in your jurisdiction) and we provide you with, for example, itineraries and advice. And, we're available seven days-a-week.
- » Best of all, our relationships with reputable and highly experienced law firms in Australia, England, Canada and the United States allow us to draft contracts as per the laws of these countries, for the benefit of agents and operators trading in there.

We appreciate that profit margins are at the forefront of agents' and operators' minds at the best of times and we at VDM want our clients to thrive in any economic climate which is why we offer some of the lowest rates for Indian itineraries (Don't believe us? Ask us for a quote), allowing our clients to not only stay afloat during a downturn but to, hopefully, make a profit.



Vishni Destination Management is a subsidiary of Druveeniya Events
(Registration no. 9961143 England & Wales).

Registered Address: 7 Plaza Parade, London NW6 5RP, London, England. **Phone:** +447817836855