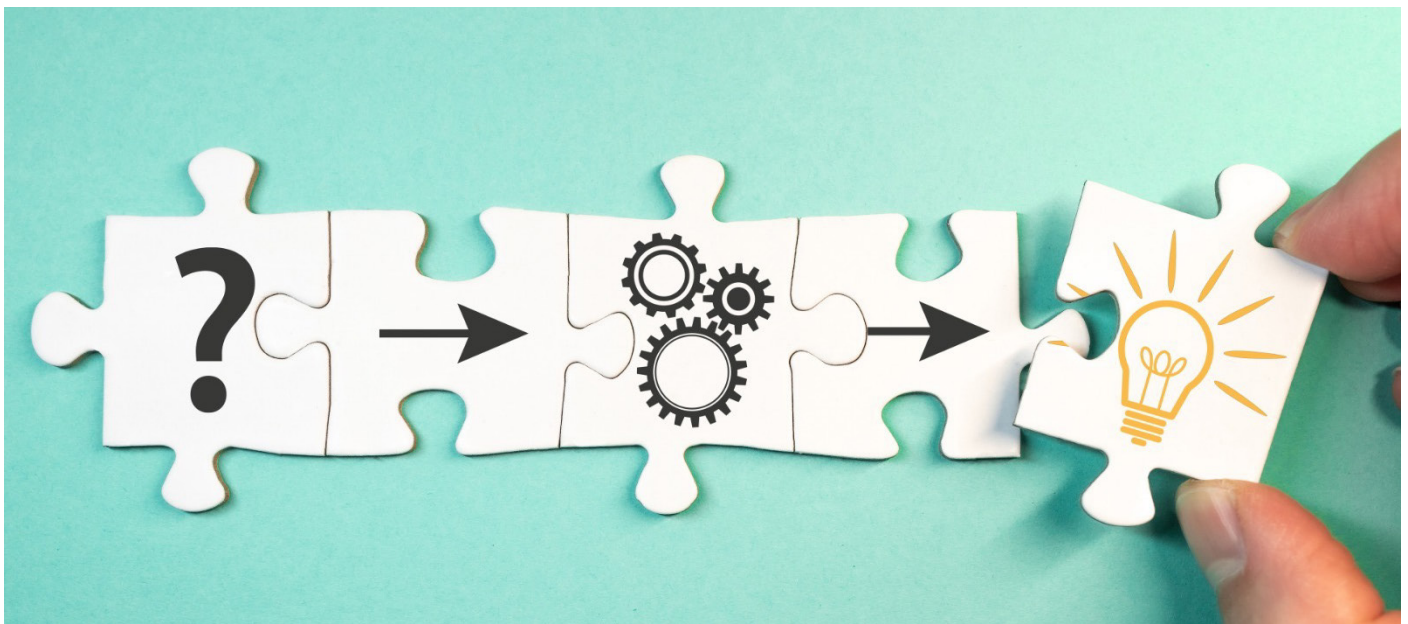


Xenia

Innovation and Flexibility: Values to Look for in 2022



Specialised in the travel industry since 1992, Xenia SpA SB is accustomed to the needs of the railway sector as well as airlines, shipping lines and cargo operators.

Xenia has consolidated experience in the hotel and service accommodation field and provides services such as worldwide hotel scouting, negotiation and drafting of contracts, operational

management and 24/7 customer support.

The key points of the services are:

- worldwide accommodation selection and inspections
- bespoke directories, with hotel chains and individual properties
- personalised rates and pricing models
- benchmark data and expense management dashboard and solutions
- innovative reporting tools
- a technology system which

can interface any third-party platform

- provide effective responses to any request – from urgent enquiries to long-term contracts – worldwide
- a great capacity to block large banks of rooms for scheduled crews and individual bookings for crew members, business travel, distressed crews and delayed passengers handling

These services can benefit rail companies, airlines, airports, operating companies and carriers



in terms of economies of scale, purchasing expertise, market insight, data collection and market intelligence – on top of which a customer-oriented team ensures clients always receive the maximum value.

Beyond the benefits, a common element that the travel industry would require in this climate of uncertainty due to Covid restrictions is flexibility and innovation.

Since the start of Covid-19, the transport segment has been significantly affected and the constant ups and downs of the pandemic require a new approach that challenges the pre-pandemic models.

Even in a context of limitations caused by the Covid pandemic, our company was able to provide flexible solutions to the requests of the transport industry.

Research shows that there is willingness to start travelling again. Consequently, it is necessary to adapt to these new circumstances and provide our clients with effective and efficient solutions. At the same time we

are pursuing sustainability as a company value which we make sure to apply to all services and models.

In this regard, studies have shown a growing sensibility of passengers towards the environment.

We can't deny the global pandemic probably has and still will affect models of supply and demand.

For this reason, Xenia SpA SB aims to provide the required services while providing flexible and up to date solutions to its clients. With its 30-year presence in

the travel industry, Xenia has preserved and strengthened its dynamic identity by attentively observing the changes and the needs of businesses and also by becoming promoters of new paradigms.

The adaptability that has always distinguished our company from others allowed us to keep up with the needs of our clients.

The expertise and the know-how in the hotel industry, as well as

the service system based on CRM, also allow Xenia to support businesses at maximum levels of personalisation.

Our company is made of people, for people.

It knows the meaning of hospitality and wishes to reserve customers the attention they show to their guests. Listening to their requests, understanding their requirements and knowing how to establish a fruitful dialogue is the first step in order to be able to truly propose solutions.

Contact Us!

t: +39 02 89030

e: info@xeniah.com

w: en.xeniah.com

Follow us on [LinkedIn](#) and [Facebook](#)



24 HOURS A DAY **7** DAYS A WEEK

365 DAYS A YEAR