

LYON 2019





#### DIGITALISE FOR AN EXCELLENT EXPERIENCE

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### WHAT IS ONLY LYON EXPERIENCE?

A CO-INNOVATIVE PROGRAMME



A unique far-reaching city-wide public/private project

A 'visitor database' shared by the whole destination that will enable us to maintain loyalty, and acquire a better understanding of our visitors in order to monitor and apply optimum smart destination strategies.

A practical and concrete response to future tourism challenges that we foresee as becoming a European benchmark.



## WHY ONLYLYON EXPERIENCE IS IMPORTANT



Heightened competition on the business and leisure tourism market



A tourism target shared by the majority of stakeholders



Multiple high-volume customer files to use better



Local, national and international customers



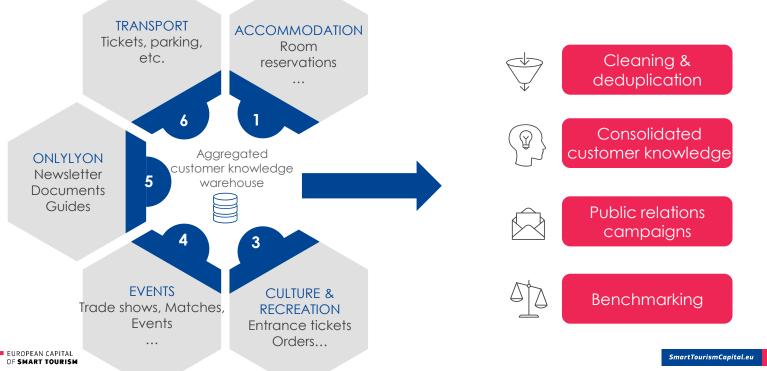
A financial challenge: getting visitors to spend more and make "more" of their stay





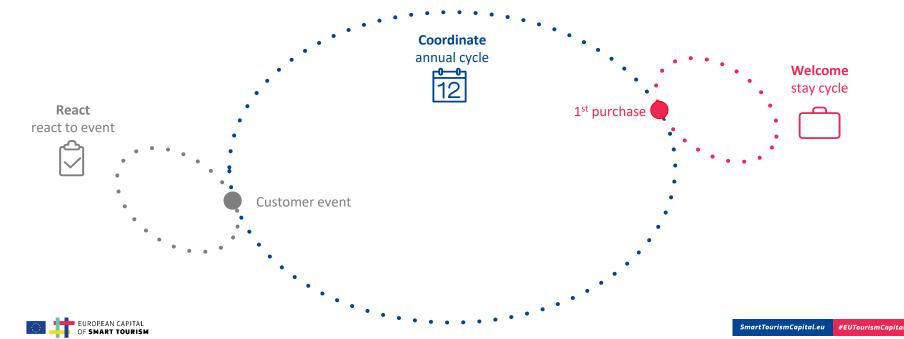


## THE IDEA BEHIND ONLYLYON EXPERIENCE



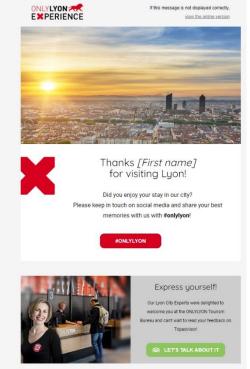
# 3 PUBLIC RELATIONS PLANS

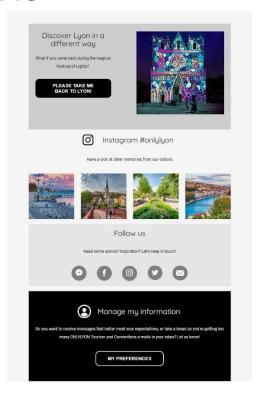
Customer prioritised over brand: interruption of annual cycle Management of marketing pressure





# 3 PUBLIC RELATIONS PLANS







# CAMPAIGN PARTNERS





# THANK YOU!



#EUTourismCapital www.SmartTourismCapital.eu

