

the business travel magazine

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# MICetalk

Meetings • Incentives • Conferences • Events

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**ALL WORK  
& NO PLAY?  
OPTIONS  
GALORE**



**DYNAMIC  
DUBAI**

**FOR  
BRANDS &  
SOUVENIRS**

UAE's zestful cities like Dubai are swiftly becoming a global hub for MICE events and business



**INCENTIVES  
FOR INDIAN MICE**





# A team that plays **TOGETHER**

Doing tasks together, even if it's play, helps individual members evolve as a team. Della Adventure and Resorts in Lonavala offers a multitude of options apart from a choice of venues for an offsite or a conference

**Hazel Jain**

A unique set up located between two commercial hubs of Maharashtra – Mumbai and Pune – Della Adventure and Resorts in Lonavala offers a proposition that appeals to the corporates. Right from the onset of developing this property, it was clear to the promoters that it will cater to a large number of corporate groups.

Every training activity, banquet, every set up, has been planned to ensure the comfort of corporate groups. It can accommodate multiple groups at the same time without disturbing other guests or groups. Since all services are taken care of by an in-house team, Della can customise everything from the menu to activities and the site to accommodate the need



of the corporate event. Its adventure park is also a unique proposition for corporates, unlike other standard venues available in the nearby areas.

Behind its plan is Jimmy Mistry, Principal Designer and Managing Director, Della Technica and promoter of Della Adventure and Resorts. He says, "My 25-plus years of experience with the corporates has empowered me to understand their exact requirements.

So whether it is our adventure park, the villas or the resort, every facility ensures that corporate events are fun and create the right environment for team building activities."

### TEAM BUILDING ACTIVITIES

Della Adventure and Resorts is a combination of a luxurious five-star resort with an impressive adventure park. It has over 70 activities within its property, which makes it an ideal destination for corporates off-sites and team-building activities.

Major corporates such as Google India, Infosys, Vodafone and Mercedes Benz have hosted their

“ One aspect that makes Della popular is that it offers customised packages and itineraries ”

events such as annual conferences, team building outings and more here.

One aspect that makes Della so popular with corporate clients is that it offers customised packages and itineraries to suit their requirements. A range of over 29 team-building activities are available at the adventure park for corporate.

Some of the prominent activities offered to them include:

- High Rope Challenge
- Della Knockout: A fun activity played with a team of four or more, which helps improve co-ordination and team building
- Archery and Paint Ball for focused concentration and mental agility
- In addition to adventure, Della also conducts other activities such as cooking classes, and cocktail and cigar tasting workshops.



**Jimmy Mistry**  
Principal Designer and  
Managing Director  
Della Technica

# Jungleonomics for corporate honchos

**Jimmy Mistry**, Principal Designer and MD, Della Technica, talks about how corporates should focus on survival training as part of team building activities

## How many companies visit Della for team building/MICE per year?

Close to 90-100 companies visit us every month. The busiest months of the year are November-December. Usually the crowd escalates around Diwali and the high number continues to pour in through the end of the year until the New Year. Of course we get large groups through the year, but the highest number is in these months. Maharashtra generates the highest traffic from cities like Mumbai and Pune. We also see a large number from Delhi and Bengaluru.

anti-terrorism training for corporate honchos, survival training and jungleonomics. We are hoping to see an upward swing of 20-25 percent with our new sales offices in Gurgaon, Ahmedabad, Surat and Baroda. We are now looking at setting up a sales office in Hyderabad.

## Do you encourage green events?

Our entire infrastructure which is set up across 46 acres is a 'green' facility. We have been conscious about our carbon footprint in every aspect of hospitality. Right from the selection of the materials to the methodology of our operations, and even our disposal system, we have been extremely ecologically conscious. We have also introduced solar power in the facility and ensure that the gases used are non-polluting gases. We have been extremely careful to use non-toxic paints as well. While we do not make a hue and cry about it, we are an extremely ecologically sensitive organisation. We never step back from an opportunity to promote or support any green event.

## How are you promoting Della's MICE USP?

Della's MICE USP undoubtedly remains the adventure park. The adventure park offers a number of avenues to conduct corporate events, and is certainly a delight for a good corporate trainer. We have about 29 team building activities which are far moved from the routine table-chair-sticks set up. They are hard-core infrastructures like obstacle courses designed on the line of the Swiss Alps, a paintball match setup, zip lines, group cycling and much more.

## Do you offer any offers for big corporate groups?

We have tie-ups most of the big groups in the country, such as Vodafone, Google, IBN, Reliance, KPMG, Procter and Gamble, Aditya Birla Group, Wipro, L&T, Capgemini, to name a few. We offer them customised packages as well give their employees special offers, which ensures that they return with their families. A large part of our customers are returning corporate event attendees, and we give them discounts when they revisit with their families.

## What group sizes can you accommodate?

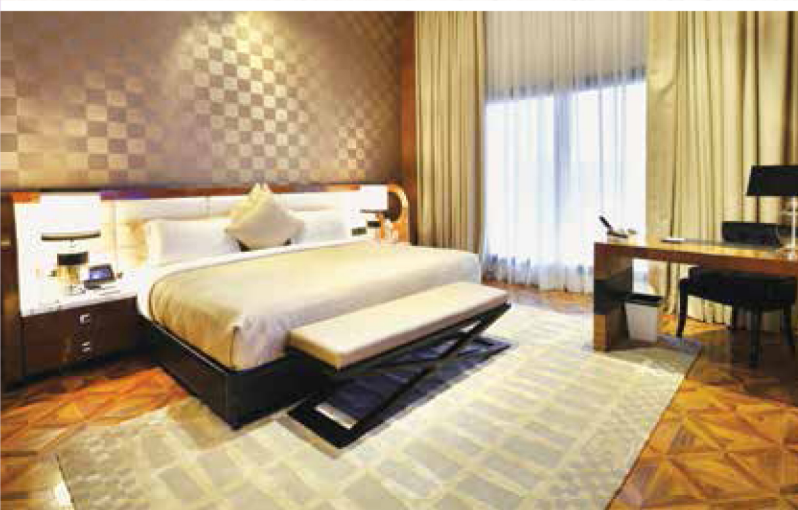
We usually see 20-450 people in a single group. Companies like Omkar group, Rustomjee, ICICI usually come in large number of 1,000-1,500 in a single day.



“Currently, the resort houses six indoor banquet venues, one meeting room and a boardroom”

## Are you looking to expand your site this year?

Currently, the resort houses six indoor banquet venues, one meeting room and a boardroom, along with seven outdoor venues, including poolside lawns and a massive amphitheatre. Two new banquet halls equipped to accommodate a capacity of 250 people each will soon be added to this facility. But the biggest attraction will be our counter-terrorism academy, set up about 45 minutes further from Della Resorts. It's a completely different set up and an exciting outdoor activity venue. We will be focusing on



## FOOD AND ACCOMMODATION

Clients can choose from over 160 room categories from four unique stay experiences to select from. There are 43 luxury resort rooms, 30 Camp Della rooms, 44 adventure resort rooms and over 40 Villa resort rooms, in addition to the presidential suite and four uber-luxurious Della suites. Guests also have a choice of five lavish restaurants and one nightclub to choose from to relax, dine and entertain.

The suites, spread over an area of 1,400 square feet each, feature a private lawn with an open-air seating area, Jacuzzi, a four-poster bed to lounge in, and a distinguished chef's table, where guests can treat themselves to an exclusive dinner specially prepared for you and served by the chef. The suites are enhanced with design elements

“ There are 43 luxury resort rooms, 30 Camp Della rooms, 44 adventure resort rooms, etc ”

and merchandise of the respective brand, which are featured across the dining area and accessories, bathroom, bedroom, décor accents, mini bar et al.

## BANQUETING FACILITIES

Della has six indoor banquet avenues, a meeting room and a board room plus seven outdoor banquet avenues. The resort includes a massive pillar-less ballroom which can seat up to 700 guests theatre style, and can be further partitioned into three smaller avenues. Outdoor avenues include the resort and poolside lawns and a massive amphitheatre for hosting events.