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# Canary Islands Destination Management Company



Ground programmes for travel agencies, tour operators,  
companies and group organisers. FIT · Groups · Special interest  
· Meetings & incentives.

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# We believe a destination management company should be judged on what it confirms – not on what it promises

Every proposal we send separates what is booked from what is still open, so you can sell before a single file is closed. That distinction is not a formality. It is the entire discipline this company is built on.

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Confirmed. Optional. Always visible,  
never assumed.

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# Built by people who operate, not resell

Travel Campus is a Canary Islands destination management company based in Las Palmas de Gran Canaria. We build and run the ground side of a stay: where guests sleep, how they move, what they do, and whether the plan still holds on the day it matters. We work only with the trade — you keep the customer, the commercial relationship and the brand.

## 2006

First international groups moved abroad

## 2008

Dedicated group-travel operation founded in Las Palmas

## 2021

Receiving international groups in the islands at volume



**You own the customer. We own the ground operation.**

Traveller-facing communication, co-branding and the local contact details are agreed for each booking. Where the programme calls for it we operate discreetly under your name, keeping only the information travellers must receive.

# Six reasons a trade partner works with us more than once

## We operate under our own licence, bond and liability insurance.

Your traveller's risk is genuinely covered, not merely claimed.



Licence I-AV-0004942.1 • Market surety bond • Hiscox public liability.

## Our processes are externally audited, not self-declared.

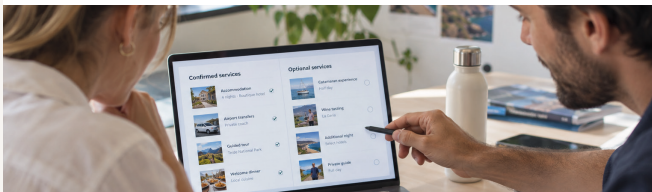
Corporate and educational buyers can tick the compliance boxes their procurement requires without a separate questionnaire.



ISO 9001 quality • ISO 14001 environmental • ISO 27001 information security.

## Every proposal separates confirmed from optional services.

You can sell before the file is fully closed, without misrepresenting availability.



Standard proposal format across every service level.

## Our discipline was proven on the hardest group type first.

If we can move international student groups reliably, a leisure or corporate group is operationally simpler for us to run.



Dedicated group-travel operation since 2008.

## One named coordinator, from brief to closing report.

No hand-offs and no lost context halfway through a programme.



A five-stage process applied identically across every segment.

## One operating base with standard coverage of four islands.

A single accountable operator for single-island or multi-island programmes.



Office in Las Palmas • Gran Canaria, Tenerife, Lanzarote, Fuerteventura.



# We work for the trade, and we do not compete with it

Every DMC says it respects the partner relationship. In practice that means a set of specific commitments about pricing, contact and visibility — so here they are, stated rather than implied.

## B2B ONLY

### We quote net, to you.

Rates are net so you set your own margin. We do not publish consumer prices for the programmes we build for a partner.



## YOUR CLIENT

### We never approach your customer commercially.

On-site contact is operational: meeting points, changes, assistance. No selling, no upselling behind you, no follow-up marketing.



## VISIBILITY

### Your brand, or ours, or neither.

Documentation, signage and guide introductions can run under your name, co-branded, or unbranded. Agreed per booking, in writing.



## CONFIDENTIALITY

### Your brief and your client list stay yours.

Participant data is used only to operate the programme and handled under written data-protection procedures. We do not reuse your itinerary as our own product.



**Your client never becomes our client.**

That is the whole basis of working with the trade, and it is why partners send us the next brief: the relationship they built stays theirs, and the ground operation stops being their problem.

# Eight islands. Four operating standards

The Canary Islands are not one climate repeated eight times. Volcanic interiors, laurisilva forest, Atlantic coastline and colonial-era heritage cities sit within an hour of each other on some islands, and a short flight apart on others. That range is what lets a programme move from a vineyard grown in volcanic hollows to a UNESCO-listed old town to an afternoon with nothing on the schedule — inside one week, without the itinerary feeling assembled.



One base. Eight islands. Every programme type the brief actually needs — not a fixed circuit.

Standard coverage: Gran Canaria · Tenerife · Lanzarote · Fuerteventura. Assessed per brief: La Palma · La Gomera · El Hierro · La Graciosa.



# Most programmes are won or lost before the first hotel is chosen

Bring us a client profile rather than a finished itinerary and we will tell you which island fits it, where to base the group, how many nights the plan actually needs and what to leave out. That conversation costs nothing and saves the rework later.

## WHAT WE ADVISE ON

Which island suits the client, not the season  
City base, resort base or a split stay  
How many nights the programme really needs  
When a second island adds value and when it costs a day  
Which visits deserve a full day and which do not  
Where free time works better than another excursion

## Three questions we will ask first.

How does the client want to spend the evenings?  
What is fixed, and what can we still shape?  
What would make this trip a disappointment?

## WHAT YOU GET BACK

A recommended island and base with the reasoning behind it, a realistic duration, the elements worth including for that profile, and an honest note on what the destination does not do well for the brief in front of us.



# Local knowledge. International standards. Real people on the ground.

A single point of contact only means something if there is a person behind it who knows the destination directly. Our coordinators are based where they operate, speak the languages our source markets need, and are reachable while your group is on the ground — not only during office hours.



## Destination Manager

Owns the proposal from brief to confirmation.

## Group Operations

Rooming, supplier reconfirmation and logistics before arrival.

## On-Site Coordination

Present during the stay, with a direct line while the group travels.

## A multilingual team.

Spanish, English, Italian, French and Arabic in house. Tell us the language your group needs for guiding and individual services and we arrange it — from our own team or from a qualified guide or teacher we contract for the programme.



# From a brief to a delivered programme – one accountable operation

A ground programme is not a list of bookings; it is a sequence that has to hold together under pressure. We move a brief through programme design, contracting, logistics and on-site delivery as one continuous operation, not a set of suppliers we merely introduce.

|      |                  |             |           |                  |                |
|------|------------------|-------------|-----------|------------------|----------------|
| Idea | Programme design | Contracting | Logistics | On-site delivery | Closing report |
|------|------------------|-------------|-----------|------------------|----------------|

WHAT WE SOURCE AND RUN

- Accommodation sourcing and contracting
- Transport, transfers and fleet planning
- Guiding, teaching staff and interpretation
- Dining and experience booking
- Venues, technical production and event staffing
- On-site coordination and incident management

Documented procedures, not improvisation.

Supplier selection, reconfirmation, incident handling and complaint resolution follow written procedures that are externally audited every year — the same procedures whether the file is one transfer or a full programme.

SUPPLIER NETWORK

Hotels, transport operators, guides, restaurants, venues and technical suppliers contracted directly by us, reviewed against our quality criteria and reconfirmed before every operation.



# Brief. Design. Refine. Coordinate. Deliver.

The process does not change with the size of the request. One transfer and a six-night multi-island incentive both move through the same stages, so nothing depends on memory or improvisation.

- 
- 01

**Brief**

YOU SEND

Dates, group size, interests, budget, constraints, and the language required for guiding.
- 
- 02

**Design**

AFTER THE BRIEF

Island, base, sequence of visits and suppliers. The proposal states what is included, what is optional and what is still awaiting confirmation.
- 
- 03

**Refine**

BEFORE BOOKING

Confirmed services, prices and conditions agreed in writing before any supplier is committed.
- 
- 04

**Coordinate**

ON SITE

One named coordinator on site, a direct line while the group is on the ground, every supplier reconfirmed before the first service runs.
- 
- 05

**Deliver**

AFTER DEPARTURE

Operational report, incidents logged with their resolution, and a final invoice reconciled against the confirmed services.
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Nothing is confirmed with a supplier until it is confirmed with you, in writing, at a stated price.



# From quotation to closing report, in writing at every step

## 01 • QUOTATION

Net rates, per person or per service, with the currency, the validity date and the exact inclusions. Optional items priced separately, so nothing is bundled into a figure you cannot break down for your own client.



## 02 • CONFIRMATION

Nothing is committed with a supplier until you confirm in writing. The confirmation lists the services booked, the services still open and the cancellation terms attached to each one.



## 03 • CHANGES

Name changes, room adjustments and numbers are handled up to the rooming deadline agreed for the file. Anything that moves a price is requested before it is booked, never after.



## 04 • HANDOVER AND CLOSE

Before arrival: final programme, meeting points, supplier contacts and the operational number. After departure: incidents logged with their resolution and an invoice reconciled against the confirmed services.



**One file, one coordinator, one invoice.**

However many suppliers a programme involves, you receive a single set of documents and a single invoice, reconciled line by line against what was confirmed.

# Private travel and group departures, priced and operated the same way: clearly

One couple wants a city hotel, a private guide and restaurants within walking distance. A group organiser needs the transfer plan, the room mix and the pace settled before the itinerary is sold. Both run through the same service-level structure, so nothing is promised that has not been priced.

| SERVICE LEVEL               | ESSENTIAL    | ISLAND DAYS | COMPLETE STAY |
|-----------------------------|--------------|-------------|---------------|
| Accommodation sourcing      | Included     | Included    | Included      |
| Airport transfers           | Included     | Included    | Included      |
| Private transport and guide | Optional     | Included    | Included      |
| Experiences and dining      | Selected     | Included    | Included      |
| On-site coordination        | Office hours | Per day     | Dedicated     |



EVERY DEPARTURE QUOTED ON ITS OWN TERMS

Vehicle, hotel allocation and free-place terms are quoted per departure rather than applied as a standard, because a 14-passenger private group and a 60-passenger association trip are not the same operation.



# Corporate programmes with the destination engineered in

A meeting needs a well-located venue, a workable room set-up and transfers that hold. An incentive needs a shared experience and time together outside the hotel. We coordinate accommodation, venues, transport, dining, activities and on-site delivery as one contract, with technical production and event staffing through our supplier network.



## 01 • YOU SEND

Dates, participant numbers and the meeting format: theatre, classroom or banquet.

## 02 • WE SEND BACK

A shortlist of venues with real capacities, rooms available, distance to the airport and indicative cost.

## 03 • WE CONFIRM

The hold, the contract, the production and the staffing — one file, one invoice.

## FILM AND PHOTO PRODUCTION

Volcanic, coastal and forest locations within an hour of each other, and a year-round shooting season. We handle the ground side of a shoot: crew accommodation, transport and drivers, catering on set, local support staff and the day-to-day coordination with suppliers — under the same single point of contact as any other programme.



# Give the islands a subject, not just a schedule

Each theme is a genuine specialism with its own suppliers and access — not a single excursion added to a standard itinerary.



## Food and wine

La Geria's volcanic vineyards, island produce and producer-led tastings with time at the table.



## Architecture and design

César Manrique's Lanzarote, or urban heritage in La Laguna, Vegueta and Triana, with real interpretation.



## Landscape and outdoor

Teide and Lanzarote's volcanic terrain anchor interpretation and photography programmes, graded to ability and season.



## Wellness and a slower pace

Fuerteventura's coast supports open afternoons and selected movement or wellness sessions.

Tell us whether the group is curious, experienced or professionally specialised — that distinction decides the guiding, the content and the access worth requesting.





## Gran Canaria. City, coast and mountain in one stay

A miniature continent, close enough to combine coast, capital and interior inside four nights: Las Canteras and the old streets of Vegueta and Triana, resort time in Maspalomas and Mogán, ravines and mountain villages an hour inland.

**Programme elements** • Vegueta and Triana • Las Canteras • Maspalomas • Tejeda and the interior • Puerto de Mogán

**Best for** • mixed-interest groups, city-and-coast breaks, private travel, food and culture, leisure extensions to a corporate stay

## Tenerife. Resort comfort, with a volcano and a heritage city behind it

Costa Adeje carries the accommodation and the settings for leisure and corporate groups; Teide changes the scale of the trip and deserves interpretation rather than a drive-through; La Laguna brings a UNESCO old town with an active local life, and Anaga adds forest and walking graded to ability.

**Programme elements** • Teide • La Laguna • Anaga • Costa Adeje • Los Gigantes

**Best for** • resort-based leisure, incentives and meetings, private stays, culture and nature



Programme structures, adapted to each brief — not fixed packages.





## Lanzarote. Where the landscape leads into wine and design

Volcanic terrain sets the scene, but the island becomes interesting where people have worked with it: vines in hollows behind low stone walls, and César Manrique's work linking art, architecture and natural form. It suits clients who care about food, design and photography and who want time to look closely.

**Programme elements** · Timanfaya · La Geria · Jameos del Agua · Teguise · Famara

**Best for** · food and wine, architecture and design, cultural private travel, photography groups, smaller incentives

## Fuerteventura. Plan it around space, not around stops

The island works when the itinerary respects its scale. Corralejo is a base for coastal leisure and ocean activities, El Cotillo a quieter alternative, Jandía a stay built on long beaches. Inland, Betancuria brings history and a change of mood, and local cheese gives that excursion a purpose.

**Programme elements** · Corralejo · El Cotillo · Jandía · Betancuria · island flavours

**Best for** · private coastal stays, ocean and active travel, wellness-oriented breaks, incentives with a lighter schedule



Programme structures, adapted to each brief — not fixed packages.

# What a ground programme looks like when we operate it

| DAY | MORNING                                                                              | AFTERNOON AND EVENING                                                                          | WE OPERATE                                     |
|-----|--------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|------------------------------------------------|
| 01  | Arrivals by flight wave. Private transfer to the Las Palmas base and hotel check-in. | Orientation walk along Las Canteras. Welcome dinner within walking distance of the hotel.      | Transfers · hotel · guide · restaurant booking |
| 02  | Guided heritage visit through Vegueta and Triana, with a stop at the market.         | Free afternoon in the city. Evening at leisure, with three restaurants pre-selected by budget. | Guide · entrances · tasting · restaurant list  |
| 03  | Full-day interior excursion: mountain route, viewpoints and Tejeda.                  | Village lunch booked for the group. Return to the base by late afternoon.                      | Coach · driver · guide · group lunch           |
| 04  | Southern coast day: Maspalomas dunes and a stop at Puerto de Mogán.                  | Optional boat trip or beach time. Dinner back at the base or on the coast.                     | Coach · optional activity · assistance         |
| 05  | Open morning, or a second guided option for part of the group.                       | Farewell dinner in a venue chosen for the group size and service pace.                         | Split services · venue · menu agreed           |
| 06  | Check-out, luggage handling and departure transfers by flight wave.                  | Operational report and final reconciliation sent to the partner after departure.               | Transfers · assistance · closing report        |

This is a structure, not a fixed product. The order changes with the flights, the hotel base and the supplier arrangements, and any day can be swapped for another island, a special-interest theme or a corporate schedule.



# What we can prove before you send the first brief

Licence, bond, insurance and certifications are stated in full below — not as a trust claim, but as the specific facts underneath one.

## ISO 9001

Quality management. Documented procedures for supplier selection, reconfirmation, incident handling and complaint resolution, audited externally.

## ISO 14001

Environmental management. Relevant to programmes operating in national parks, biosphere reserves and protected coastline.

## ISO 27001

Information security. Traveller and participant data handled under a certified system — the answer corporate and educational procurement asks for.

### LICENCE, BOND AND INSURANCE

Travel agency licence **I-AV-0004942.1**, issued by the Government of the Canary Islands.  
Surety bond **Markel 025S00425CAV**.  
Public liability **Hiscox TAEDS003006**.  
Certificate numbers for all three ISO standards available on request.



Travel Campus is the commercial brand; the licensed operating entity is LC Idiomas GC, S.L.

### SOURCE MARKETS HANDLED

Italy · France · Germany · Poland · Slovakia · Czech Republic · Ukraine · Nordic countries · United States · Canada, and other European markets.



We brief our teams on each market's expectations around meal times, pacing, group handling and the contact travellers expect from a local team.





# Send us the brief. We will shape the ground programme.

Share the dates, traveller profile, expected numbers and budget, with the experiences or services you have in mind. For an existing itinerary, send the programme and mark where you need local delivery. For a new concept, an outline is enough to start.

**REQUEST A TAILOR-MADE PROPOSAL**

**travel@lcampus.co**

B2B telephone / WhatsApp +34 630 47 91 79 · lcampus.co

## WHAT SPEEDS UP A QUOTE

Dates and numbers, traveller profile, accommodation category, and which parts of the trip are already fixed and which we can shape.



# Canary Islands, operated properly



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