

## pcma is ...

### Brief description

---

- pcma is a congress agency and DMC (Destination Management Company) based in Berlin.
- pcma is active in the fields of **congress organisation**, **congress consulting** and **congress training** all over Europe.
- pcma develops new concepts for events, shows and trade fairs.
- As a DMC, pcma organises **incentives** and supports non-local partners with the implementation of local events.

### Philosophy & guiding principles

---

- We are paid only by one respective party and waive commissions, bonuses and refunds. All payments received are passed on directly to the client.
- As an independent consultant we negotiate the best possible value for money.
- Our offers are transparent – no concealed items or costs. We state our expenditure of time in a detailed report of our activities.
- We provide financial planning reliability. Calculate based on our planning flat rates and benefit from our on-time time recording: if we took less time than estimated, you pay less.
- We stay in the background, ensuring that our client is remembered as the host of a perfect event.
- We think primarily about safety. All our staff are responsible for creating a safe, accident-free environment for all guests and colleagues.
- We employ resources, material and money with great care.
- We build long-term partnerships with our clients.

### Performance profile

---

- Congress organisation
- Congress consulting
- Congress training
- Agency for organisations
- Preparation of event and trade fair concepts
- Planning and implementation of incentives
- DMC activities
- Innovations: "Congress at play"