



Visas to logistics

Managing incentive trip for
Legrand in enchanting Japan



Highlights



No. of attendees
370



Visa cancellations
None



Trip duration
6 days

Overview

Incentive travel is more than just a trip; it's a strategy that lifts productivity and morale, making employees feel valued and motivated. Businesses are increasingly recognising this and are discovering new ways to engage their teams. According to the 2024 Incentive Travel Index, 45% of companies plan to boost their incentive travel budgets by 2026, while 43% of senior managers see it as crucial for driving returns on investment.

The client

Legrand, a leader in electrical and digital infrastructure in India, tapped into the power of incentive travel to recognise its top talent. The French multi-national company, which started operations in India in 1996, have been partnering with FCM Meetings & Events team in India since 2017 for various events and meetings.

For incentive travel, they turned to FCM Meetings & Events India again for an extraordinary experience for their top performers. Here's how we made it happen:

International destination, smooth logistics

This year, Legrand was looking for unforgettable journey for its 370 top performers. The goal? A destination that's unique, with proximity to India, without any stress of visa cancellations and logistical hiccups.

Where vision meets action

Though many captivating countries are within easy reach of India, Japan was still an undiscovered gem for incentive travel. Our team was ready to plan something exceptional for Legrand. Here's how we outlined our plan:

- An itinerary rich in experiences and sightseeing
- A spectacular gala night
- Smooth airport transfers across regions
- Zero visa cancellations

Unveiling Land of the Rising Sun

Spanning six days, the Japanese adventure kicked off in Osaka. Our team flew all 370 participants to Japan without any visa cancellations. They handled airport transfers, accommodations, travel across cities, dining, and captivating sightseeing in Osaka, Kyoto, Nara, and Tokyo, where the grand gala unfolded.

Here's a glimpse of their journey:

- The first two days involved exploring Osaka with visits to Osaka Castle, the sky-high Umeda Sky Building, and some retail therapy at Shinsaibashi-Suji Shopping Street.
- On Day 3, the top performers thronged Nara and Kyoto, Japanese cities renowned for classical Buddhist temples, gardens, palaces, and traditional wooden houses. They visited Arashiyama and Sagano, Bamboo Groves and the iconic Kinkakuji and Todaiji temples.
- Day four saw attendees taking the bullet train to see the mighty Mt. Fuji, followed by a visit to Hakone town and a dreamy cruise on Lake Ashi. Hakone offers scenic views of Mt Fuji and is also famous for its hot springs.
- Day 5 was dedicated for Japan's capital city, Tokyo. During the day, the attendees saw a perfect blend of modernity and tradition. The city offered various attractions, including Asakusa Kanon temple and one of the tallest tower in the world- Tokyo Skytree. Meanwhile, the evening was reserved for the gala night.

Navigating roadblocks

Moving a group of 370 people to a country can bring some surprises. Here, since the approvals took time, visas and passports were dispatched very close to the travel date.

“As a Japan specialist, we bring strong know-how and traction through frequent study trips. We received great support from JNTO and Chiba Convention Bureau for visas and souvenirs. Their teams were proactive and helped us at every step of the process. Japan has remained as one of the attractive destinations. People are hospitable, there are a plenty of sight-seeing opportunities, and has larger-than-life centres for events. We were well-supported by Nibedita Roy from JNTO India, who helped us in making this incentive travel a success,” said Subodh Arun Korde, Senior Manager, Contracting – FCM Meetings & Events India

Another challenge that sprung up during inter-city travel was limited luggage allowance in trains. To navigate this, our team sent the luggage one night prior to avoid chaos.



Magic to memories

- Our team had fleshed out a itinerary that combined sight-seeing, team building, and shopping that was an absolute hit.
 - The visits to Mt Fuji, cruise, temples, etc., were well-planned without any logistical roadblock, which was greatly appreciated by the attendees.
 - Collaboration with local vendors was spot on, resulting in strong partnerships and smooth flow.
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Satpal, Director Sales, Legrand, said,

"I want to express our sincere gratitude for the exceptional planning and execution of our recent trip to Japan. It was an unforgettable experience for all our partners. Your team went an extra mile to ensure all the travellers were satisfied. The tour leaders were fantastic—knowledgeable and attentive. No rejections was a cherry on the cake. The choice of hotels was excellent, and the travellers were impressed by both the comfort and the quality of service."

