

Accelerate and Innovate

Redefining the **digital activation** of tourism destinations in the Kingdom of Saudi Arabia



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01. Introduction

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Technology is a key enabler in developing tailored and unique experiences for visitors in the Kingdom, enhancing its timeless appeal



Tourism destinations in Saudi Arabia are undergoing a significant transformation, adopting unique themes, such as health and wellbeing, ultra-luxury, adventure sports, culture and heritage, golfing, marine conservation and sustainability, regenerative, yachting tourism, and more. These themes cater to diverse visitor personas, offering immersive and personalised experiences.

To enhance these experiences, the Kingdom is leveraging digital technology, creating systems around visitor preferences. This approach involves the strategic use of visitor-facing technologies, supported by a range of operational digital tools and robust digital infrastructure. By prioritising connected technology platforms and integrating tech capabilities across stakeholders, Saudi Arabia aims to deliver engaging products and services that ensure seamless destination operations.

The Kingdom of Saudi Arabia (KSA) stands at the forefront of technological integration in its burgeoning tourism sector, ushering in a new era of innovation and efficiency. As it continues to position itself as a leading global tourism destination, the strategic infusion of cutting-edge technology becomes paramount that focuses on seven key drivers: hyper-personalisation, destination experiences, enhanced operational performance, data-driven decisions, sustainability, regulatory environment and digital talent & workforce.

In this paper, we explore the business and technology needs of the tourism stakeholders in KSA and present a point of view for an activation framework for technology and digitalisation (T&D) adoption in tourism destinations. This paper aims to inspire investors, development companies (DevCos), destination management companies (DMCs), and other stakeholders to reimagine the potential of digital technologies for enhancing operational effectiveness and achieving long-term sustainability and scalability in the tourism destination. However, it is not a step-by-step guide but rather a strategic overview intended to spark innovation and adaptation.

02. Fostering a tourism-driven economy

Fostering a tourism-driven economy

Tourism is swiftly becoming a cornerstone of Saudi Arabia's economy, poised to offer substantial employment opportunities and contribute up to 10% of the Kingdom's GDP by 2030. To achieve this, the Kingdom intends to invest US\$1.25 trillion in improving its tourism infrastructure and services, with a goal to attract more than 150 million tourists annually.

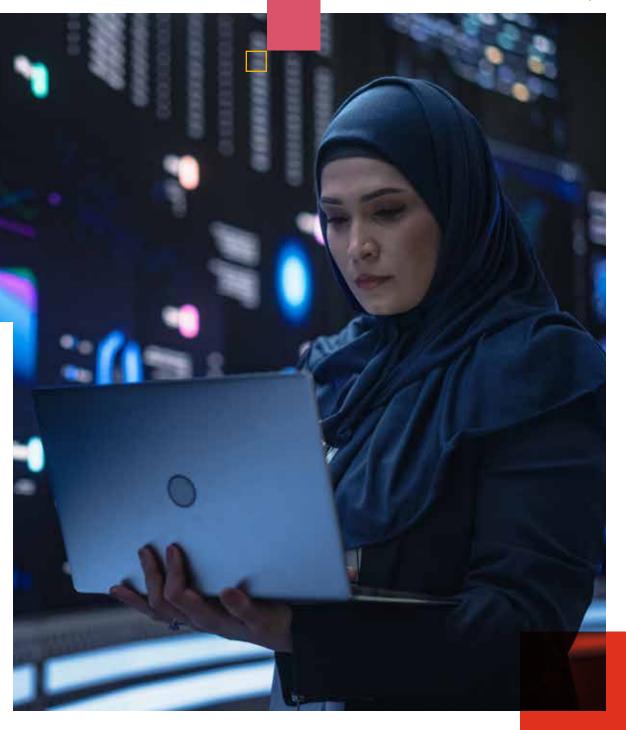
In April 2016, HRH Prince Mohammed bin Salman bin Abdulaziz, Crown Prince, Prime Minister, and Chairman of the Council of Economic and Development Affairs of the Kingdom of Saudi Arabia, launched Vision 2030, which outlines Saudi Arabia's goals for growth and diversification, positioning tourism as a central pillar. Through its National Tourism Strategy, the Kingdom aims to boost visitor numbers, increase the industry's economic impact, and generate widespread employment, aligning with Vision 2030's broader ambitions for societal, economic, and cultural progress.



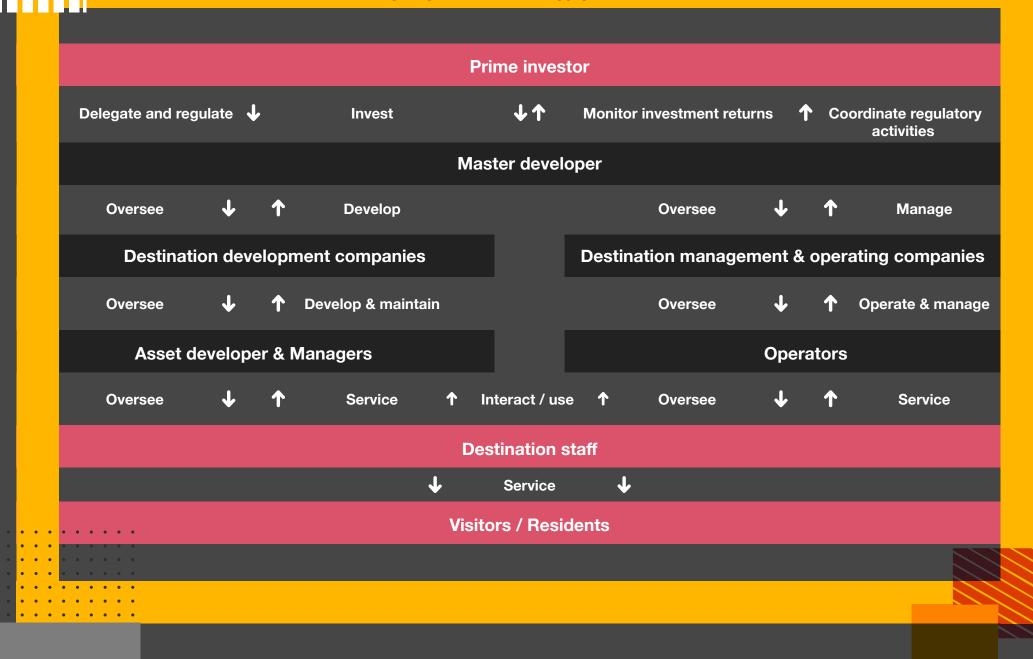
Source: The Saudi Giga Projects Report by KnightFrank (* - Direct and Indirect jobs)

03. Unfolding tourism destination ecosystem

The tourism destination ecosystem is a cohesive network of stakeholders, technologies, and resources designed to enhance the overall experience for residents, visitors, and businesses. It integrates sustainable practices, digital innovations, and public-private collaboration to boost infrastructure, promote economic growth, and preserve cultural and natural heritage. A successful tourism destination relies on a robust interaction model centred around digital technology products and services throughout its development and operational life cycle.



Overarching digital technology products & services





Understanding stakeholder roles is essential for fostering sustainable development, effective collaboration, and longterm success. Stakeholders, including government entities, local communities, businesses, and tourists, each contribute unique resources, perspectives, and interests. This approach helps develop inclusive and equitable tourism strategies, balancing economic growth with social equity and environmental considerations. Moreover, active participation from all parties promotes transparency, accountability, reinforcing the overall reputation of KSA on the global stage.

Key stakeholders & Primary role (non-exhaustive)

Prime investor/ investment partners

- Investment management.
- **Define** the destination brand and its objectives.
- **Conceptualise** destination projects considering experiences to be delivered.
- **Develop** partnerships and alliances.
- Collaborate with government and regulatory authorities.
- **Strategic** guidance to master developer on destination development.
- **Overall** governance.

Master developer

- Detail out destination projects and hallmarks with experiences.
- **Develop** a master plan in alignment with other key stakeholders of the destination.
- Collaborate with authorities for various permits and licences.
- Collaborate with civic authorities for destination services.
- Align with tech and digital products and service organisations to plan the technology that will enable destination experiences.
- **Resource** planning.
- **Define** data requirements for reporting & monitoring as well as compliance adherence.
- Work with destination development companies for planning the construction activities.

Government and regulatory authorities

- **Sets** the regulatory and legal requirements.
- Ensures compliance with sustainable practices.
- Socio-economic development.
- Community engagement and development.
- Guidance on civic services, customs and immigration services, etc.

Destination development companies and asset developers

- Finalise the experience for each asset within the destination.
- Brand promotion.
- Detailed construction planning.
- Identify personalisation requirements for visitors, residents and staff.
- Understand risks and plan the mitigation strategies.
- Adopt sustainable construction practices.
- Solicit necessary approvals and permits from authorities required for construction activities.
- Data driven reporting, monitoring and adherence to compliance.
- Amendments in master plan in coordination with master developer.

Destination management and operator companies

- Manage the core business functions and visitor experiences.
- Target marketing.
- **Collaborate** with operators (hotel/ residences, F&B, retail, events, entertainment) for experiential offerings.
- Personalisation of services for visitors/ residents.
- Brining synergies in the destination operations for seamless destination experience.
- Coordinate with government and regulatory authorities.
- Data driven reporting & monitoring and compliance adherence.
- **Ensuring** safety and security.
- **Resource** planning and management.

Destination staff

- **Upholding** brand guidelines in servicing guests.
- **Support** operations and visitor experiences.
- Data-driven servicing and reporting.
- Support maintenance and management of assets.

Visitor/ residents

- **Defines** the personalisation requirements.
- Supports destinations in identifying experiences and service offerings.
- Supports DMCs in identifying operational effectiveness requirements.
- Support DMCs in identifying safety and security requirements.
- **Shape** the reputation and image of a destination through their experiences and feedback.
- Directly contribute to the economic, social, cultural, and environmental dynamics of a tourism destination.

Tourism destinations continually adapt to cater to evolving visitor needs and expectations, emphasising the provision of distinctive experiences, personalised services, sustainability, community engagement, and responsible tourism practices. This evolution necessitates stakeholders embracing a collaborative approach, redefining their roles and commitments. Concurrently, stakeholders must remain focused on the following key imperatives of modern tourism, including:

Hyperpersonalisation

This involves developing tailored and unique experiences for visitors, taking into account their personas, preferences, behaviours, and previous interactions. By leveraging data, each phase of the visitor's journey - from planning the trip to experiences on-site and follow-up engagement - is customised. The objective is to offer extremely pertinent and intriguing experiences that boost guest satisfaction, promote loyalty, and improve the destination's appeal.

This concept aims to provide a complete, immersive journey by enhancing interactions and memories to exceed visitor expectations.

Enhanced operational performance

Destination experiences

A critical factor for success, this requires the use of advanced technologies and strategic management to improve the efficiency of operations, resource utilisation and visitor experiences. Sustainability and environmental responsibility are also key, contributing to the destination's competitiveness and long-term success.

Data-driven decisionmaking By harnessing data analytics, tourism destinations can gain insights into visitor behaviour and preferences. This intelligence informs decisions on marketing, pricing, infrastructure development and resource allocation, enhancing the destination's adaptability and strategic planning.

Sustainability

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Sustainability is a critical aspect of the tourism industry in KSA that aims to strike a balance between economic growth, natural resource conservation, cultural preservation, and social responsibility. Sustainable and regenerative tourism practices are integral to this approach, offering visitors authentic and engaging experiences with the local environment and community.

Regulatory compliance

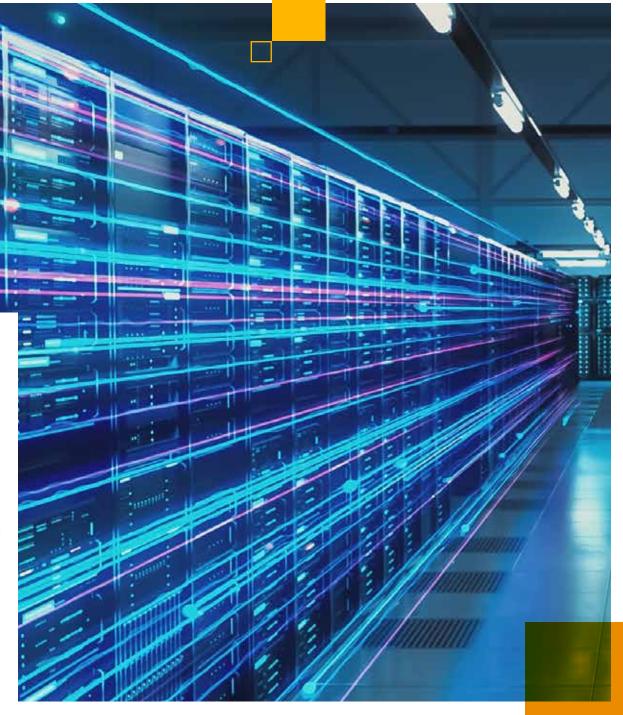
Ensuring compliance with legal and ethical standards is essential for safeguarding visitor safety and satisfaction. This includes adhering to health and safety standards, building codes, environmental laws, taxation, business licensing, which builds trust and credibility among visitors and local communities.

Digital talent and workforce

The success of a tourism destination in today's digital age depends largely on skilled professionals who can efficiently manage, explore and leverage digital tools. This is instrumental in driving innovation, enhancing visitor experiences, and optimising operational efficiency within tourism destinations. Additionally, digital talent is crucial in keeping the destination agile and attuned to market and consumer trends.

04. Technology: A key enabler and differentiator for tourism destinations

Technology stands as a vital pillar in the life cycle of destination development, fundamentally enhancing operational efficiency and creating personalised guest experiences. Its pervasive influence spans every aspect of destination development and management – from streamlining development processes to marketing, engaging with potential visitors, empowering staff, and automating operations.



Imperatives

Technology enablement

Technology use cases

Hyperpersonalisation Cutting-edge technologies, such as Al can handle and analyse vast amounts of data to predict future behaviours and proactively meet visitors' needs. This capability facilitates the dynamic development of personalised recommendations and offers tailored to individual behaviours and personas.

Customised Itineraries Personalised Recommendation



Destination experience

rience

Technology enhances the destination experience for tourists by offering immersive virtual and augmented reality tours that bring attractions to life. Additionally, it leverage IoT to facilitate real-time, personalised interactions, making the navigation and enjoyment of the destination more intuitive and engaging. Interactive Guides and Maps

Themed Virtual Worlds



Enhanced operational performance

Creation of an integrated platform, along with the integration of technologies, such as IoT, integrated command and control systems, security systems, building management systems and operators systems, serves as a cornerstone in enhancing operational performance at tourism destinations. Integrated Platforms



Seamless Check-in / Check-out



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Data-driven decisions

Sustainability

Regulatory environment

Digital talent & Workforce Tourism destinations generate substantial amounts of data, from which insights related to various key performance indicators (KPIs) essential for decision-making are extracted. AI-powered data analytics systems, such as GenAI, enhance these destinations by streamlining reporting processes.

Among various technology interventions, tourism destinations are favouring technology solutions, such as smart infrastructure, IoT applications, green mobility initiatives, blockchain-based supply chains for sustainable products, and more.

Incorporating technology into regulatory compliance and governance can assist destinations navigate audits; safeguard data privacy; monitor permits and licences; ensure transparency; establish robust safety and security protocols; and conduct environmental impact assessments, among other key interventions.

Technology enhances the digital talent and workforce in tourism destinations by offering platforms for remote training and skill development in hospitality and management. Additionally, the deployment of AI and automation tools boost staff efficiency and enables more personalised service. Emerging Tech Enabled Training

Proactive

Maintenance

Engagement

Platform for

Community

Compliance

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Platform

Sustainability



Energy Efficiency Platform

Staff

Allocation



Personalised Recommendation



Simulation based Training



Destinations that harness

technology can launch more swiftly, stay competitive, sustainable, and attuned to guests' evolving needs, signifying a shift towards intelligent, guest-centric tourism models. Indeed, technology underpins the realisation of key destination imperatives.

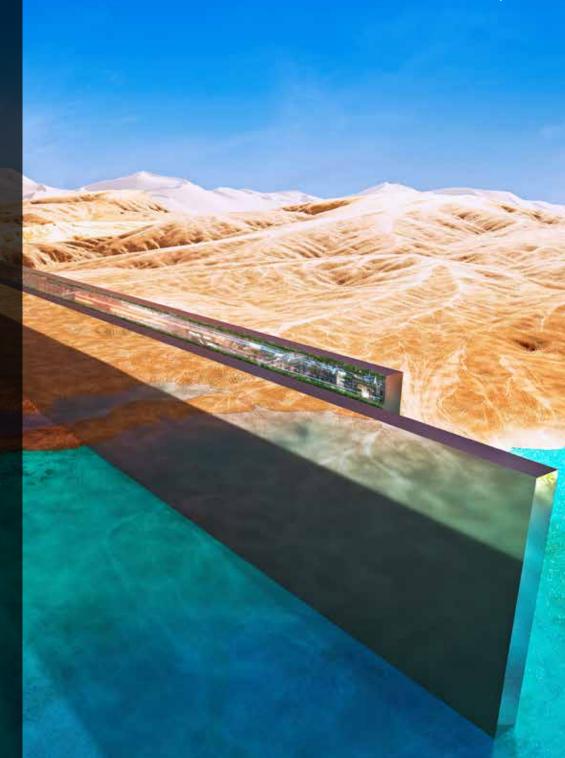
For new tourism projects, often referred to as "greenfield" initiatives, technology offers vital tools to manage complexities and drive innovation. Integrating it seamlessly into core operations opens up opportunities for excellence in efficiency, innovation, and customer satisfaction, leading to: **Maximised returns on technology investments:** Leveraging technology investments to exceed business objectives and contribute to both immediate gains and long-term strategic growth.

Personalised experiences with efficient operations: Achieving a flawless blend of personalised guest experiences with efficient destination operations, thereby boosting both guest satisfaction and operational effectiveness.

Enhanced collaboration among destinations: Learning from the best practices and sharing insights with other destinations to foster innovation and strategic development.

Accelerated launch of new destinations: Utilising digital tools to fast-track the launch of new destinations, reducing time-to-market, and quickly meeting sponsor and traveller expectations. **Embracing these opportunities** allows destinations to lead in technological innovation and customer-centricity, carving out new avenues for growth and success in the ever-changing digital tourism landscape.

A destination's digital ecosystem plays a crucial role in its success as an innovative and sustainable leader. By leveraging technology and digital platforms, a destination can establish a strong connection with its heritage, community, and natural beauty. The ultimate goal is not only to attract visitors but to create a comprehensive ecosystem that enables operational efficiency, enhances visitor experience, and promotes sustainability. This requires the integration of datadriven insights, digital engagement platforms, and smart infrastructure to create a seamless, connected, and enriching experience for travellers.



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Phases	Development				Operations					
Users	Investors	Master developer	Destination DevCo	Destination management	Staff	Operators	Visitors	Residents		
Services	Destination twin	Construction monitoring	Supply chai managemen			urism & Mobility ospitality		Retail & Dining	Third parties	àovernance
	Command & Control centre	Building management	Financial managemen	Operatic nt manage		lth & cation	Events & Conferences	Culture & Entertainment	Ecosystem & Third parties	Security & Governance
Destination operating	Platform services									
	Common data services									
system	Common integration services									
Core infrastructure	Cloud Infra f		cilities Core r		network IoT devices		Γ devices			

Users

The top layer of the digital construct encompasses various user categories, including categories of guests or visitors, residents, partners (such as operators), and staff or management, each with distinct needs and interactions within the destination's digital ecosystem.

Services

The layer of services is divided into key solutions, encompassing tourism and hospitality, mobility, retail & dining, events & conferences, culture & entertainment, enterprise management & operations management, each serving specific functions to enhance and streamline the destination management.

Destination operating system

The third layer introduces the destination operating system, characterized by a robust architecture consisting of a common integration layer, common data layer, and a suite of core and specialized platform services, providing a unified and efficient foundation for diverse digital functionalities.

Core infrastructure

In the digital infrastructure layer, crucial components such as fiber connectivity, 5G networks, cloud infra, ethernet connections, satellite connectivity, edge data centers, IoT devices, PABX systems & microwave links form the backbone, supporting seamless connectivity & data transmission throughout the destination.

Ecosystem & Third parties

This layer focuses on the interconnected ecosystem and third-party systems, fostering collaboration and integration with external entities to enhance the destination's digital capabilities, enriching user experiences, and expanding the scope of services and functionalities.

Security & Governance

The security layer ensures the integrity, confidentiality, and availability of the digital ecosystem, employing robust measures such as encryption, access controls, and threat detection. governance layer establishes policies, standards, and protocols to guide the ethical and efficient use of resources.

Defining and articulating the components of a digital construct is pivotal for developing a Tech & Digital Activation Framework for tourism destinations. This framework guides the cognitive transformation, paving the way for the realisation of a strategic roadmap for destination development.

05. Tech-driven success:

Global case studies in tourism destinations

Singapore

Visitor-facing technologies

SuperApp: This app was developed by the Singapore Tourism Board, in collaboration with a private player. The comprehensive SuperApp offers services from navigation to booking.

Companion apps: The "Visit Singapore Travel Guide" app serves as the quintessential travel companion for exploring Singapore, offering users a seamless itinerary planning experience, recommendations, and immersive augmented reality (AR) tours. **Destination operational technologies**

Digital twin technology: A sophisticated planning tool that models the entire city to assist with urban planning, sustainability initiatives, and crowd management in popular areas.

Fast and seamless travel (FAST):

All passenger touch-points – from check-in and bag drop to immigration and boarding at Changi Airport – are automated and managed through the FAST platform.

Back-end technologies

Tourism information and services hub: A comprehensive suite offering a centralised system for businesses to access and contribute content, such as events, tours, and attractions.

Data analytics capability development toolkit:

Provides the right tools and a governance framework to tourism stakeholders, enabling them to drive growth, gain a deeper understanding of their customers, and enhance the visitor experience.

Barcelona

Visitor-facing technologies

Check Barcelona App: A real-time information guide, this app empowers visitors to manage their journey through the city, integrating traffic insights and cultural experiences with crowd management features.

Virtual reality (VR) experiences

Barcelona's museums, such as the Gaudi Exhibition Centre, utilise VR to bring historical and cultural exhibits to life, offering immersive educational experiences to visitors.

Destination operational technologies

City management platform: Utilising opensource sensor data and a command centre approach, this platform streamlines urban services, contributing to improving the city's services.

Integrated management systems for hotels and attractions: Helps hotels manage reservations, operations, and guest services more efficiently, ensuring a smooth experience for both staff and visitors.

Back-end technologies

Tourism observatory: Serving as a central repository, this platform enables data-driven strategies for sustainable tourism development.

Smart city approach: Barcelona utilises a command centre and data platform, to integrate various technologies, with a focus on promoting sustainable tourism and minimising environmental impact.

Visitor-facing technologies

JUDE

Visit Dubai: This app is designed for tourists and residents to explore Dubai. It features customised itineraries and features for personalised experiences.

Dubai Al: A unified channel answering queries across 15 sectors, facilitating a seamless visitor experience. **Destination operational technologies**

Dubai Expert: An online training initiative available in 12 languages across 40 countries that equips travel agents with the knowledge to provide potential tourists with customised and unique experiences in Dubai.

Integrated digital passport system: Utilises blockchain technology to provide a tamper-proof and convenient way for tourists to navigate through airports and immigration. **Back-end technologies**

Smart Dubai Platform: This platform represents a sophisticated approach to managing and leveraging data for the city₂s benefit. It powers smart tourism applications, optimises city operations and enhances visitor experiences.

Dubai Pulse: The digital operating system provides city services, orchestrates city data and offers cloud and internet of things (IoT) capabilities.



New York

Visitor-facing technologies

Booking and reservations system: Integrated platforms for tickets to attractions, shows, and accommodations.

Al-conversational bot: This Al-powered tool streamlines visitor support on the city's tourism site, offering assistance and answering queries.

Destination operational technologies

Retail systems: Tourist shopping areas are equipped with advanced point of sale (POS) and inventory management systems, enhancing the retail experience.

Building management: Hotels and attractions employ smart building technologies to achieve energy efficiency and enhance operational effectiveness. **Back-end technologies**

Integration platform: NYC is focused on creating a unified technological ecosystem where data and services are interconnected, offering a seamless and personalised experience.

Tokyo

Visitor-facing technologies

Metaverse and VR experience: Offers virtual experiences of attractions, enabling tourists to plan their visit in advance.

Itinerary planning app: A comprehensive app that offers personalised travel guides.

S.M.M.DO

Children of

Destination operational technologies

Hotel systems: Robot-staffed hotels featuring automated check-in and services.

Utilities management: Advanced systems for sustainable resource management in tourist areas.

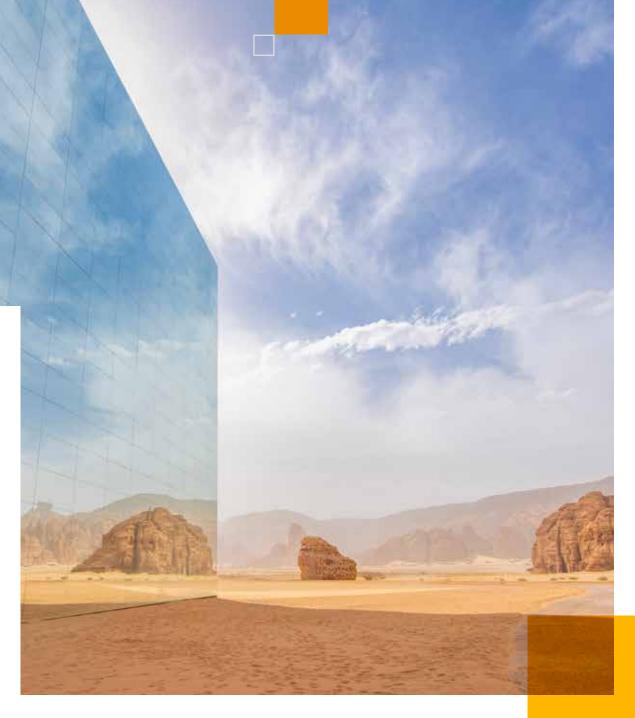
Back-end technologies

Integration platform: Facilitates seamless data flow between various technological systems and platforms, enabling Tokyo to achieve efficiency through advanced IoT and integration technologies. This not only enhances sustainability but also significantly improves the tourist experience.

06. A strategic journey

with the tech & digital activation framework

A tech and digital activation framework serves as the foundation for ensuring that destinations effectively meet the critical success factors for thriving in today's digital landscape. These **critical success factors** define the success of digital activation of a tourism destination:



Strategic alignment of digital initiatives: Leveraging technology as an enabler to drive destination growth and competitiveness. Ensuring that digital efforts are in harmony with the destination's strategic objectives and unique value proposition. This includes creating a digital vision and design principles tailored to the destination's unique proposition.

Visitor-first approach: Addressing needs of multiple stakeholders involved in a destination is important; however, the key is to prioritise the needs, behaviours, and expectations of visitors or guests for delivering world class personalised experiences and seamless digital interactions.

Robust governance structure: Establishing a collaborative ecosystem among stakeholders, which is crucial for fostering partnership and knowledge sharing. Effective governance involves clear roles, responsibilities and reporting mechanisms across a diverse network of stakeholders, departments and vendors.

Focus on the critical path: Identifying the critical path and concentrating on these essential steps for destination opening is very important. Significant planning and design efforts should be directed towards these critical areas, with peripheral technologies addressed subsequently as needed.

Culture of innovation and agility: Encouraging continuous innovation and flexibility to swiftly adapt to changing market trends and emerging technologies, driving competitiveness and staying ahead of the curve. The technology teams should lead the development of platforms providing ready to utilise digital services while the business teams should lead the implementation of business applications as per their differentiators and unique propositions.

Integrated digital infrastructure planning: Incorporating core digital infrastructure planning, such as network connections, in-destination cabling, sensors, IoT devices and network devices placement, into the overall physical infrastructure planning. This is in general done while planning the (Extra Low Voltage systems) ELV and (Mechanical-Electrical & Plumbing) MEP designs by the infra projects team, however it is essential that the Tech & Digital team be engaged from the very beginning to avoid the need for subsequent rework and replanning.

Seamless technology and data integration: Enhancing operational efficiency, insights, and decision-making through interconnected systems. This facilitates a comprehensive view of destination operations and visitor interactions.

Continuously process and service optimisation: Leveraging digital innovation to streamline operations and improve the visitor experience, thereby delivering increased value and efficiency.



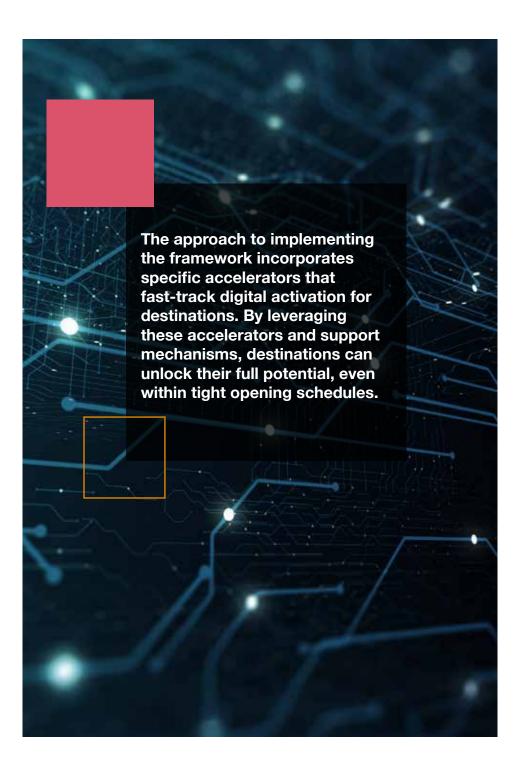
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The tech & digital activation framework guides destinations through a strategic journey – from conceptualisation to implementation and ongoing optimisation. It encompasses cognitive aspirations, solution designing, infrastructure provisioning, platform development, and the application of business technologies, aimed at transforming a destination into a digitally empowered and experientially enriched ecosystem.

Following is a high-level framework that ensures alignment with organisational goals, scalability, adaptability, and empowers continuous enhancement. It is an indispensable tool for navigating the digital transformation complexities, maximising the benefits of digital initiatives.

Imagine	Design		Operate		
Digital aspirations	Destination cognitive design	A. Provision digital infra	B.Build destination OS	C.Implement business applications	Destination opening & Operations
Digital vision & objectives	User experiences	Compute & connect	Common integration layer	Business applications	Closed user group activation
Strategic initiatives & design principles	Business requirements	IoT & infra provisioning	Common data layer	Integrated ecosystem	Shared services based operations
Tech & digital office	Architectural design	Business continuity	Platform services (API)	User adoption & training	Automation through GenAI and RPA



- ✓ Digital innovation labs: Create dedicated innovation labs or centres of excellence focused on digital technologies. These labs can serve as incubators for experimentation, rapid prototyping, and validation of innovative digital solutions tailored to destination needs.
- ✓ **Destination operating system (OS):** Develop a comprehensive destinationwide OS with a unified integration layer and common data framework. This system underpins core services required by various business applications, streamlining the deployment of digital infrastructures like command and control centres, digital twins, and AI and machine learning projects, including Gen AI and customer data platforms (CDPs).
- ✓ Partnerships and alliances: Recognise the value of existing ecosystem offerings, which may come from national initiatives like Saudi Tourism, other destinations under the same development company, or external partners. Forming cross-technology usage agreements through multi-tenancy arrangements can offer significant advantages, eliminating the need to start from scratch.
- ✓ Tech products sandboxing and MVP rollouts: Implement sandboxes or testbeds to explore tech products and introduce minimum viable products (MVPs) in real-world settings. This approach facilitates the experimentation with new technologies and business models, allowing for quick iterations and validations to speed up the time-to-market.
- ✓ Fit-for-future talent and skill development: Invest in talent development programmes to cultivate a future-ready workforce with the skills and knowledge required for digital transformation. Initiatives should focus on training, upskilling, and reskilling initiatives in line with emerging technologies and industry trends, ensuring the availability of skilled professionals to lead innovation and change.
- ✓ Adoption of established frameworks and guidelines: Adhere to recognised regulatory frameworks, providing guidelines and standards for digital transformation initiatives. Compliance with regulatory requirements fosters trust, ensures data privacy and security, and mitigates risks, facilitating smoother implementation and adoption of digital solutions.

Integrating these elements into the framework enables destinations to effectively leverage digital capabilities, fostering innovation, sustainability, and delivering exceptional value to all stakeholders.

07. Charting the future: The way forward for tourism destinations

With the aim to diversify its economy and unleash the potential of its tourism sector, Saudi Arabia is utilising the transformative power of technology to elevate its tourism destinations to global prominence. Recognising the needs of these destinations, including their development life cycle and the number of stakeholders involved, is fundamental to the success of the digital activation efforts.

The integration of technology and digital elements into tourism destinations transcends the simple deployment and integration of software and hardware components. It represents a paradigm shift towards creating immersive, experiential offerings - transitioning from traditional travel arrangements to delivering highly personalised experiences. Embracing emerging technologies offer the promise of transforming every aspect of the traveller's journey and unlocking new opportunities for operational efficiency. Furthermore, it involves the adoption of sustainable practices to protect the environment, culture, and heritage, thereby contributing to the socio-economic advancement of the destination and its people. As the ecosystem of tourism stakeholders grows, so do their technological demands. It is imperative to unify the myriad technological aspects into a cohesive destination platform. Moreover, robust governance and regulatory frameworks are vital to mitigate the risks associated with emerging technologies. This includes a steadfast commitment to data protection and privacy, underpinning a data-driven approach to enhance the experiences of visitors, residents, and employees.

The integration of technology with tourism destinations should adhere to a tech and digital activation framework and its guiding principles. By following an activation framework augmented with accelerators, destinations can confidently navigate the complex digital transformation landscape, employing a systematic approach that aligns digital initiatives with strategic objectives, fostering collaboration, and accelerating the realisation of their vision.







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