



**UK's No 1 producer of *DATABASES***

***TELEMARKETING* &**

***DIRECT MAIL SERVICES***

*generating business for  
venues, destinations & event services*

***TARGETING BUYERS***

*corporate and association, conference, meeting & event planners,  
plus, event management agencies and business travel buyers*

Unique  
source of DATA  
*and*  
direct marketing services  
*that*  
GENERATE  
LEADS  
*from*  
Corporate Meeting,  
Event &  
Travel Buyers  
*in*  
top UK  
Corporations,  
Associations &  
Event Agencies

RGA produce a range of GDPR compliant proprietary databases identifying contact details of key individuals responsible for organising meeting and events, corporate hospitality, incentive travel programmes and business travel, on behalf of their company. These individuals are involved with selecting the venues, organising travel arrangements and overseeing arrangements for the company. RGA's contact databases are categorised by job title, industry sector or geographically to assist your precise marketing plan. RGA also produce the most comprehensive database of Event Management Agencies available in the UK.

RGA partner with leading B2B lists providers which enables us to create a "Super List" for your mailshot despatch. RGA's Mail Centre will manage and despatch all your mailshot needs both nationally and or internationally (using either our data and/or data supplied by you): newsletters, brochures, fliers, including personalised letters, if required.

E-marketing - RGA's email broadcast service delivers your e-message to the "in-box" of '000's of meeting buyers in the UK and internationally, so key buyers receive your message instantly!

RGA Telemarketing Centre - specialists in communicating with business meeting, conference, event, tourism and travel buyers.

RGA UK Ltd – Meeting, Event & Business Travel Buyers Databases, Direct Mail Management, Database Management, Telemarketing Centre, Direct Marketing Consultancy, providing a unique "one-stop-service" generating leads and delivering your message directly into the hands of potential new clients from the corporate events, tourism & hospitality sector.

RGA, data driven  
focused marketing

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*MICE Data, Telemarketing, Direct Marketing by RGA UK LTD*

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# Databases by RGA



GDPR compliant databases identifying buyers of meetings, events & business travel, ready to use all direct marketing channels produced by RGA's, in-house research department

## **RGA Event Buyers Universe 9,500 • £1040**

### **RGA's COMPLETE Database of Corporates, Agents & Associations Buyers:**

Top UK Companies, Insurance Industry, Banks & Financial Services, UK Event Agents, Associations & Trade Unions, Pharmaceutical, Health & Cosmetic Companies, Embassies & International & UK Trade Offices, IT, Net & Telecommunications Companies, International Companies in UK, Motor & Transport Industry, Training Officers in leading UK Companies, FMCG & Retail, Miscellaneous, Media, Film & PR  
*(approximately: 6700 corporates + 1300 associations + 1500 event agencies)*

## **RGA Event Buyers "lite" 8000 • £880**

as above, EXCLUDING event agencies or venue finders

## **RGA Email Network 8250 • £990**

email & telemarketing data of leading corporate, association and agency event buyers

## **Email Network "lite" 7000 • £850**

contact data of corporate and association event buyers with emails **(excludes agents)**

## **London Buyers Email Network 2750 • £570**

contact data of corporations, associations and event agencies in London

## **MICE ELITE BUYERS 2023, 1st Edition 5000 • £699**

5000 Elite buyers of meeting & event from top UK corporations & associations

## **Business Travel Buyers:**

### **Business Travel Buyers in Leading UK Companies 2500 • £570**

key BT buyers - booking hotel accommodation, flights etc. in top UK corporations

### **London Business Travel Buyers 1000 • £205**

key BT buyers - booking hotel accommodation, flights etc in leading London based corporations



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## Data by Industry Sectors:

### **Top 650 UK Companies • £130**

key event buyers in the UK's most profitable industrial & manufacturing companies

### **Associations & Trade Unions 1300 • £265**

key individuals within the UK's professional and trade associations, regulatory boards, trade unions and major charities.

### **Financial, Law, Accounting & Insurance Firms 1250 • £250**

key contact in the country's leading law, accounting, insurance and management consulting firms

### **Pharmaceutical, Health & Cosmetic Companies 600 • £120**

contacts in international pharmaceutical, and cosmetic companies located in the UK

### **Banks & 600 • £120**

key names in major UK domestic and international banks, building societies & regulatory boards

### **Media, Film & PR Companies 550 • £110**

contact names in media, film, publishing, PR agencies/advertising & communications companies

### **IT, Net & Telecommunications Companies 550 • £110**

contacts in leading computer hardware & software companies and telecommunications

### **Motor & Transport Industry 350 • £70**

contacts in worldwide motor & transport industry located in the UK

### **FMCG & Retail 700 • £140**

department stores, supermarket chains, fmcg and fashion

### **Property, Construction & Utilities 600 • £120**

event buyers from estate & property agents, building, construction, energy and utility companies

### **Embassies and International & UK Trade Offices 200 • £50**

London's high powered diplomatic community, UK government departments & regional offices

### **International Companies in UK 400 • £80**

North American, Japanese & European companies with offices in UK

### **Miscellaneous Sectors 900 • £180**

sectors in UK not included above

## **Job Title:** *(sourced from industry sector data above)*

### **RGA TOP UK Corporate Event Officers 1600 • £330**

the UK's TOP business meeting and event officers

### **P.A.'s, Executive Secretaries and Office Managers 1600 • £330**

leading administrators in leading UK corporations

### **HR, Personnel & Training Officers 500 • £100**

human resources and personnel managers / directors / officers in UK corporations

### **Sales & Marketing Officers 1600 • £330**

sales & marketing decision makers in leading UK organisations



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## Regional Compilation Lists *(sourced from data above)*

- Leading 3000 London Corporations • £570
- Leading 3500 London & M25 Circle Corporations • £675
- Leading 1500 Home Counties Corporations • £305
  - Leading 1000 M4 Corridor Corps • £205
  - Leading 1000 M1 Corridor Corps • £205
  - Leading 650 M5/M6 Corridor Corps • £130
- Leading 1350 Midlands & Welsh Corporations • £275
- Leading 1350 Northern Corporations • £275
- Leading 450 Southern Corporations • £100
- Leading 300 Scottish Corporations • £60

## Event Agencies:

**UK Event Agents 1200 • £265**  
contacts in conference/event management agencies & incentive travel houses

**London Event Agents 700 • £140**  
conference management and incentive travel agents based in Central & Greater London

**RGA Top 200 Event Agents • £50**  
the UK's TOP Event Management Agencies

## PRICE for multi-use of RGA data for ONE YEAR single site/brand *Call us for details of multi-site / brand use*

After twelve months there is an option to re-purchase a refreshed version of the same list at a 25% reduction off listed price.

During cleaning the data count may fluctuate, we allow 5% record fluctuation before pro-rata costs apply.

# Direct Mail Shop

## Email Broadcast using our targeted data

**Email 8500 top UK MiCE Buyers • £550 +vat**  
(corporations & agents)

**7300 Corporate & Association Organisers • £450 vat**

**1200 UK Event Agents • £250 +vat**

### DESPATCH INCLUDES:

1. email data merge
2. set-up & despatch
3. read receipt report
4. \*one-time rental of email database

*send us your copy / html flier ...we'll do the rest!*

*\* copy of data NOT supplied*

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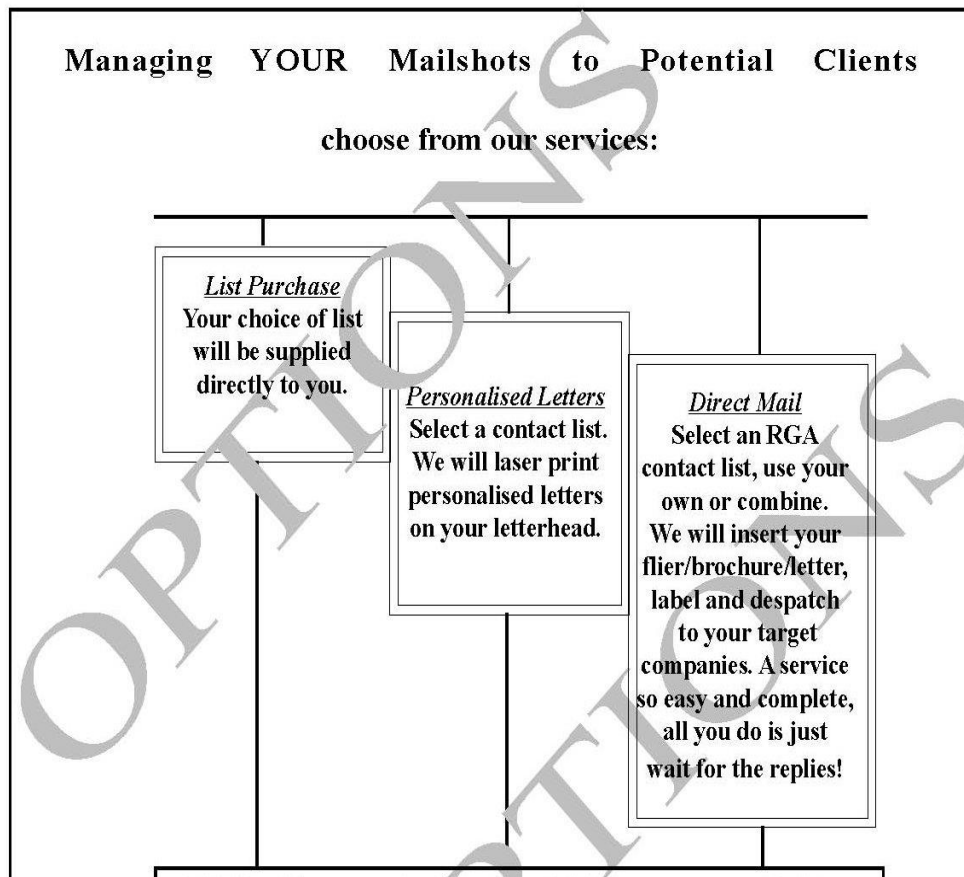
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# Mailshot Management

Is your team's time best spent filling envelopes!

RGA's team will take the strain and manage the whole mailshots despatch process leaving your team less stressed and with enough time (and energy!) to,

follow-up the leads...



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# Direct Mail Despatch

RGA, a reliable team who have despatched mailshots for over 25 years!

Our team manage campaigns on your behalf

Laser printed personalised letters <i>includes: set-up, laser printing and electronic signature</i>	from 8p each
Mailshot fulfilment	from 7p each
Data merge and laser printing address labels	£30 per 1000
Postage – normal postage rates apply <i>greatly reduced rates apply to bulk mailing</i>	Postage is an additional cost
Create an immediate impact with our display envelopes, add your LOGO / IMAGE and strap line. <i>available at very competitive prices</i>	



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# Telemarketing Centre

Our role is to have meaningful conversations with the people you want to do business with. It's about building trust and relationships with your potential clients.



## What's makes you special?

Your business won't be the only one knocking on the door of your prospects. Start by defining what makes you different from your competitors. Developing a strategic approach when engaging prospects is key.



## Up-to-date contacts?

Having correctly targeted and most up-to-date data available for the prospect list is integral to the success of any campaign. Valuable time is saved when working with the right data. And, remember! Data is worthless unless it is correctly validated.



## Engaging marketing tools?

Marketing and sales material should be current and relevant to the campaign. Following-up calls with appropriate collateral will increase chances of success.

## Telemarketing Costs



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<p><b>*Basic Telephone Validation</b> Data which include telephone numbers</p>	<p>from <b>£1.30 per record</b></p>
<p>Additional Data Validation &amp; Interview booking location - number of events organized - average delegate numbers - selection tools</p>	<p>from <b>15p per question</b></p>
<p>Input Data to spreadsheet: <i>from hard copy</i></p>	<p>from <b>50p per entry</b></p>
<p>Research missing phone number &amp; addresses</p>	<p>from <b>50p per record</b></p>
<p><b>Script Set-up £50</b></p>	



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# Data Driven Marketing

**From discussing your project to the interpretation of results, RGA's experienced team advise meeting venues, and services on the strategy to **achieve best performance** in an aggressive marketplace, using RGA's data and targeted direct marketing tools to:**

- Building a strong brand identity
- Process, data management and analytics
- Turning market knowledge into strategic action
  - Key client identification & conversion
  - Understanding your target audience

Create value out of data through effective management and leveraging the right analytics to build your next campaign.



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# Database: Order Form

<b>Off-the-Shelf Range of Event Organisers Data</b>	<i>Records</i>	<i>Price</i>	<i>Tick to Order</i>
RGA Event Universe (all records)	9,500	£1040	
Event Buyers Universe "lite" (all corps & assocs only)	8000	£880	
RGA Email Network (corps, assocs & agents with emails)	8250	£990	
Email Network "lite" (all corps & assocs with emails)	7000	£850	
London Buyers Email Network (corps, assocs & agents with emails)	2750	£570	
MiCE ELITE BUYERS, 2023 Edition (top corps & assocs buyers)	5000	£699	
Business Travel Buyers in Top UK Corporations	2500	£570	
Business Travel Buyers in London Corporations	1000	£205	
<b>Event Organiser by Industry Sector</b>	<i>Records</i>	<i>Price</i>	<i>Tick to Order</i>
RGA Top 650 UK Companies	650	£130	
Associations & Trade Unions	1300	£265	
Corporate Law, Accounting, Insurance, Banks & Financial Services	1250	£250	
Pharmaceutical, Health & Cosmetic Companies	600	£120	
Media, Film & PR Companies	550	£110	
IT, Net & Telecom Companies	550	£110	
Motor & Transport Industry	350	£70	
FMCG & Retail	700	£140	
Property, Construction & Utilities	500	£100	
Embassies and International / UK Trade Offices	200	£50	
International Companies in UK	400	£80	
Miscellaneous Sectors	900	£180	
<b>by Job Title (sourced from industry sector above)</b>	<i>Records</i>	<i>Price</i>	<i>Tick to Order</i>
RGA Top UK Corporate Event Officers	1600	£330	
P.A's, Executive Secretaries and Office Managers	1600	£330	
HR, Personnel Officers & Training	500	£100	
Sales & Marketing Officers	1600	£330	



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<b>by Region Compilation Lists (sourced from data above)</b>	<i>Records</i>	<i>Price</i>	<i>Tick to Order</i>
Leading London Corporations	3000	£570	
Leading London & M25 Corridor Corporations	3500	£675	
Leading Home Counties Corporations	1500	£305	
Leading M4 Corridor Corporations	1000	£205	
Leading M1 Corridor Corporations	1000	£205	
Leading M5/M6 Corridor Corporations	650	£130	
Leading Midlands & Welsh Corporations	1350	£275	
Leading Northern Corporations	1350	£275	
Leading Southern Corporations	450	£100	
Leading Scottish Corporations	300	£60	

<b>Event Management Agencies</b>	<i>Records</i>	<i>Price</i>	<i>Tick to Order</i>
UK Event Agents	1500	£300	
London Event Agents	700	£140	
RGA Top 200 Event Agents	200	£50	

**DELIVERY INCLUDED: DATA SUPPLIED BY EMAIL IN SPREADSHEET FORMAT**

Price quoted above for 12 months, multi-channel use – single site / brand.  
Call for details about multi-site brand use

**Special Sortation:** select a set of data targeted to the specific needs of your marketing campaign, we can provide you with a special sortation from our event buyer's database, either by region or industry. This service is available at 25p per record, minimum order 200 records @ £50 +vat

*Exact record numbers may vary slightly due to our updating process and prices will be adjusted accordingly. A small percentage of records do not contain contact name/email address as it would breach that company's policy to release a named individual/personal data. However, we include the company and department contact details, as we believe them to be appropriate to Meetings Industry product/services.*

Name	
Position	
Email	
Company	
Address	
Tel	
Authorisation / Purchase Order Ref	
Tel	Date

Prices are subject to VAT @ 20%  
Prices subject to change without prior notification

**RG A** MICE Data, Telemarketing, Direct Marketing by RGA UK LTD

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# FAQ's

## answers to some of the questions we're frequently asked:

**Q: Can we use an RGA database after GDPR, May 2018?**

A: **YES, as described on Recital 47 EU GDPR (Regulation (EU) 2016/679):**  
"The processing of personal data for direct marketing purposes may be regarded as carried out for a legitimate interest."

RGA's inhouse research team based in Oxfordshire contact each company / individual / colleague to obtain consent / legitimate Interest validation for processing personal data, and, advising that it will only be used for direct marketing purposes from MiCE Venues/Business Travel Services using DATA by RGA.

**Q: How often is your data updated?**

A: Our research department is constantly updating the data; they clean records daily on a rolling basis. Contact with companies is by telephone or digital. Our databases are updated circa six months.

**Q: How do you source the companies?**

A: We research the leading companies in the UK and those who are relevant to the meetings & hospitality industries / business travel. Originally, we sourced the information from the industry association or regulatory board. Our research centre has a selection procedure to identify the UK's leading industry buyers.

**Q: How do you identify a corporate buyer?**

A: Our research department telephones the company to determine the individual responsible for organising conferences, meetings, events, hospitality and business travel.

**Q: Exactly what data does RGA's databases provide?**

A: DATA by RGA provide: name of the contact, job title, company, address, telephone, email address (approx. 95%) and type of contact preference. We also include (as we understand they organise events) a small number of companies who will not release names of individuals, as it's against their company policy. Email addresses are those that have been given to us by the company.

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**Q: How long can we use your datalist?**

A: RGA UK Ltd are the owners of the data (© RGA UK Ltd, 2000-2023), trading as DATA by RGA. The data is supplied to, the User, on the agreement that the data is available with unlimited single site/brand use for one year and, that it must only be used for direct marketing from MiCE/Business Travel venues & service providers. Multi-site/brand options are available at a very reasonable price. After one year, the User must either: stop using the data and remove from all company systems or refresh the user license. All RGA databases are seeded so we can monitor when, how and by whom the data is being used.

**Q: Will you select data to my specific criteria?**

A: Yes, we can select data using postcode, county and email address search filters. These will cost a little more than our "off-the-shelf" lists.

**Q: Can we use your telemarketing centre to update our CRM lists and databases?**

A: Yes, our research department and tele-marketing teams are available to help update and review data for GDPR compliance, enhance the information, prospect for new business, generate leads and research the market using your existing data. We are here to help you to achieve a higher level of "ROI" from the data you already have available.



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# Terms & Conditions

Available on our [website](#):

## GENERAL

Individuals have a right under the Data Protection Act 1998 to obtain information from us, including a description of the data that we hold on you. Should you have any queries concerning the data we hold or wish to change your preferences, please contact:

RGA UK Ltd, RGA Studio, The Wine Warehouse, Witney Road,  
Standlake, Oxfordshire. OX29 7PR

or email [admin@rgaukld.co.uk](mailto:admin@rgaukld.co.uk)

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Should you wish to make a complaint, please contact The Information Commissioners Office:  
[www.ico.org.uk](http://www.ico.org.uk)



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# Contact



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