

**ENTREPRENEURIAL LEARNING EXCHANGE INITIATIVE FOR SUSTAINABLE
HOSPITALITY SMEs IN THE BALKAN-MEDITERRANEAN REGION**

Subsidy Contract No. BMP1/1.3/2616/2017

Best-Practice Database

Sustainable Development Solutions for Hospitality SME

Company name: Hotel Partner



Country/region of operation: Vlorë, Albania

Sustainability dimension: Hospitality

Description of the enterprise/initiative: Offering elegant and colourful interiors, free Wi-Fi and free private parking, Hotel Partner is just 200 m from the town centre, Muradie Mosque and the sea. There is a shopping centre right down the street, while the popular sandy beach called Uje Ftohte is 1 km away.

A local bus stop is in front of the Partner, the ferry port is at a distance of 400 metres, while the Main Bus Station is 500 m away. You can visit the Pavaresis Independence Museum, which is just a 3-minute walk from the hotel, or the Kuzum Baba Fortress, 2 km away.

Approach applied: The restaurant serves buffet breakfast and a variety of Mediterranean and international dishes à la carte, and you can also relax at the bar. Front desk can arrange shuttle service upon request.

Offering elegant and colourful interiors, the hotel offers a variety of rooms interior designs for the clients.

Innovation applied: This is the unique place where you can certainly find solutions to all your conference and event inquiries. From state-of-the-art conference halls to simultaneous translation equipment, from flower decoration to video conferences we provide it all. Just place your request and we'll shortly prepare the best offer possible that fits your needs. Plan your business meeting or organize the most important yearly conference at Hotel Partner. A large selection of conference rooms with different size, shape, set-up and style will surely offer what you need.

Social impact and business results achieved: This property has one of the best-rated locations in Vlorë!

Key success factors: Important investments in technology and infrastructure, diversification of services, the quality of service.

Challenges and problems: Competition, distribution of activity throughout the year.

Year when the enterprise was created:2012

References: <http://www.hotelpartner.al/>
<https://www.facebook.com/partner.vlore/>