

Getting a Fair Deal

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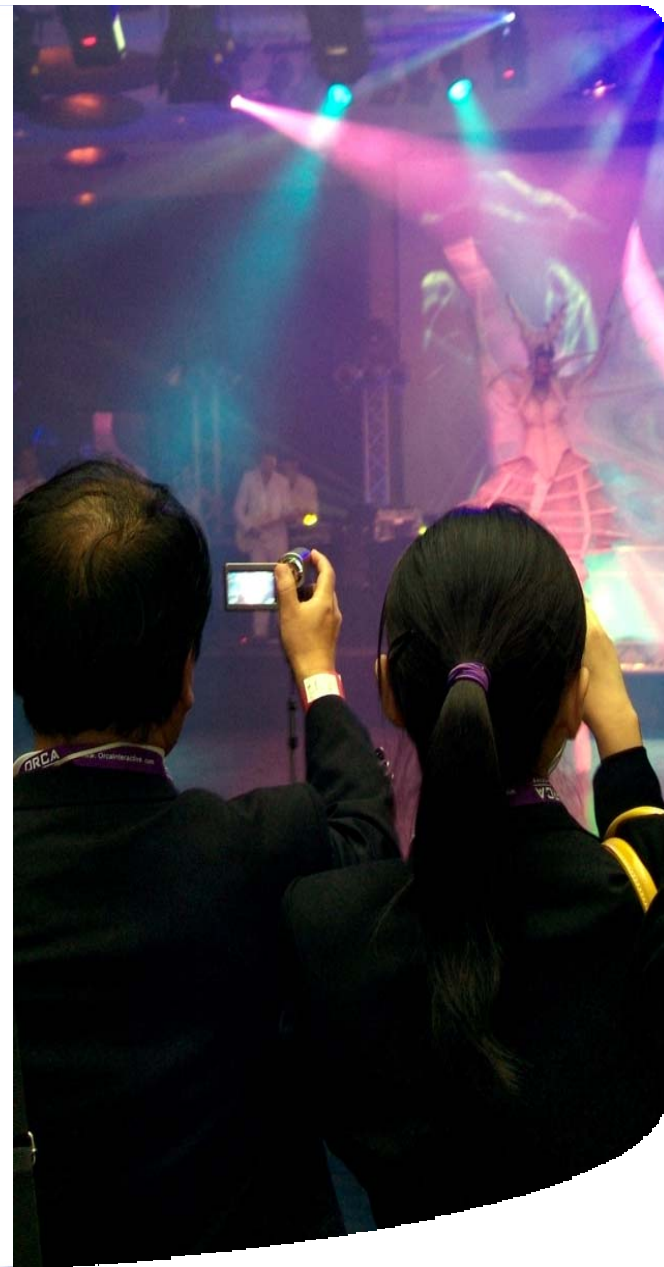
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*Let's
meet*

What's a fair deal?

When the congress organisers get the best possible prices and the highest levels of service and quality for the hotels, local services, venue hire and other services needed to run a successful congress; and

Where the local suppliers get a fair price for the services they offer, and the option of earning repeat business.



The BIG issues

- Suitability of the city
- Quality of goods and services
- Contractual terms – hotels and venue
- Onsite delivery issues including VAT and customs regulations



A fair deal?

- Buying Power
- Volumes of Scale
- Quality Control
- Fair Prices
- Better Negotiation Powers
- Win-Win situations



Case study

Some important things that went wrong!

- Hotel room issues
- Venue issues
- Catering issues



The PCO Solution

- Experience in evaluating cities for a particular conference
- Offers volumes of scale and repeat business to qualifying suppliers
- Ensures that prices are in line with local levels and not inflated
- Often local presence, even if through partnerships

