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Strategic Sourcing: Uniting Meeting Managers and Suppliers

Moderated by:

Neal Mintz

Senior Manager of Partnerships
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Strategic Sourcing Fast Facts

Fact #1:

Meeting & event spend typically equals 0.1 – 1.5 % of corporate revenues, and can reach as high as 4 percent in industries such as pharmaceuticals, IT, banking and Finance.*

Source: CWT Travel Management Institute

Strategic Sourcing Fast Facts

Fact #2:

Corporations can achieve an average of 10 to 25 % savings when they implement best practices in sourcing....*

Source: CWT Travel Management Institute

Strategic Sourcing Fast Facts

Fact #3:

Strategic sourcing... accounts for 60 to 70 % of overall strategic meetings management (SMM) savings.*

Source: White Paper, Best Practices in SMM Strategic Sourcing, BTN Group 2011

Strategic Sourcing

Today's panel discussion will explore:

- **Best practices for strategic sourcing**
- **Preferred supplier programs**
- **RFP distribution – challenges and solutions**
- **RFP content – opportunities and new paradigms**
- **Moving forward – what's next with sourcing?**
 - **Conversational and informal**
 - **Diverse viewpoints**
 - **Q & A encouraged**

Today's Panelists

Panelists:

Brian Carraher

Associate Regional Vice President, HelmsBriscoe

Neal Jones

Vice President, Global Sales, Marriott International

Rebecca Jones

Manager, Event Purchasing, BCD Meetings & Incentives

Jeff Welger

Vice President, Event Management & Exhibition Services, Parexel

Moderator:

Neal Mintz

Senior Manager of Partnerships, Cvent

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Panel Discussion

Next Steps: Starting a Strategic Sourcing Program

Best practices discussed today include:

- **Benefits of strategic sourcing**
- **Preferred supplier programs**
- **Maximizing the value of eRFP systems**
- **Relationships in today's RFP environment**
- **How many is too many?**
- **What suppliers and meeting managers need to consider when sending out/responding to RFPs**
- **Continued focus on increased efficiencies, while maintaining the value of relationships**

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Thank you