



## Client Hired ENTCO to Negotiate

### Client Overview:

- **End User:** Publicly traded Corporate Construction Business
- **Client Contact:**
  - Professional Meeting Planner\*\*\*
  - Has managed End Users meetings for over 25 years
- **Event Location:** Chicago
- **Event Program:** 2 days of company meetings and activities followed by a 3 day industry trade show
- **420 Attendees:** Corporate Clients, Employees & support staff
  - **Projected Growth:** 20% per year through 2020

### Comparison of Client's Previous Contract to what ENTCO Negotiated

**2015 Room Commitment: 2062 room nights & escalating 20% per year through 2022**

#### Hotel Contract Concessions

Item	Client Expectations	Negotiated By ENTCO	Annual value added to client/attendees**
Nightly room cost	\$285.00	\$275.00	<b>\$24,001.68</b>
Hotel Meeting Space Rental	\$19,555.20*	\$0.00	<b>\$19,555.20</b>
Outside Event Venue Rental	\$6,525.00*	\$0.00 Not needed after 2015	<b>\$6,525.00</b>
Mandatory use of In-house A/V	\$47,663.00*	Client may use any A/V company of choice	<b>\$47,663.00</b>
F&B commitment	\$70,000.00	\$55,000.00	<b>\$20,427.00</b>
Comp Presidential Suite	\$525.00	\$0.00 7 nights	<b>\$ 4,277.70</b>
Comp Junior Suite	\$375.00	\$0.00 14 nights	<b>\$ 6,111.00</b>
6 Standard Suite Upgrades @ group rate	\$425.00	\$275.00 24 nights	<b>\$4,190.40</b>
3 two night site inspection visits	\$285.00	\$193.00 6 nights	<b>\$ 642.53</b>
3 staff rooms @ 30% off group rate	\$285.00	\$193.00 10 nights estimate	<b>\$ 1,084.00</b>
Comp Internet in Guest rooms	\$9.95	\$0.00	<b>\$20,516.90</b>

**2015 value of ENTCO negotiations to client & attendees = \$154,994.41**

**Total Value if all options are picked up through 2022 = \$1,239,955.20**

\* Totals include Service Charges & Taxes Client paid  
 \*\*Totals include Service Charges & Taxes Client saved  
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