



Client Hired ENTCO to Negotiate

Client Overview:

- **End User:** 501c3 Non-Profit
- **Client Contact:**
 - Professional Meeting Manager
 - Has managed meetings & events for over 15 years
- **Event Location:** Dallas
- **Event Program:** 2 days of meetings and activities
- **90 Attendees:** Small business owners from lower income communities

Comparison of Client's Expectations to what ENTCO Negotiated

End User Room Commitment: 225 room nights

Hotel Contract Concessions

Item	Client Expectations	Negotiated By ENTCO	Value to client/attendees**
Nightly room cost	\$169.00	\$139	\$7,627.50
Hotel Meeting Space Rental	\$3,309.25*	Waived with minimum F&B	\$3,309.25
Mandatory use of in-house A/V	\$6,603.25*	Client may use any A/V company of choice	\$6,603.25
In-house A/V pricing	Full Price	20% discount	
F&B commitment	\$30,000.00	\$20,000.00	\$13,206.50
F&B Menus	Full Price	10% Discount	
Comp drinks @ opening reception	\$6.50 ea	\$0.00 2 drink tickets pp	\$1,545.16
Comp Queen Parlor Suite for Ex Director	\$299.00	\$0.00 4 nights	\$ 1,351.48
Comp Room for meeting planner	\$139.00	\$0.00 5 nights	\$ 785.35
5 Standard Suite Upgrades @ group rate	\$225.00	\$139.00 10 nights	\$ 971.80
3 staff rooms	\$169.00	\$99.00 9 nights estimate	\$ 711.19
Comp Internet in Guest rooms	\$12.95 per room per day	\$0.00	\$2,913.75

2015 value of ENTCO negotiations to Non-Profit & attendees = \$39,025.23

* Totals include Service Charges & Taxes Client paid

**Totals include Service Charges & Taxes Client saved