



Client Challenged ENTCO

Client Overview:

- **Organization Type:** Medical Research Association
- **Client Contact:**
 - Chairman of the local Host Committee
 - On the Association International Board of Directors
 - Helped plan several other meetings for the association
- **Event Location:** Seattle
- **Event Program:** 2.5 days of meetings and activities
- **1300 Attendees:** International Doctors, Medical Staff, Students & Municipal Health Authorities

Comparison of Client's Contract to what ENTCO Negotiated

Association Convention & Trade Center meeting space

Item	Negotiated by Client	Re-negotiated By ENTCO	Client Savings
Exhibit Space	\$19,200.00	\$14,400.00	\$4,800.00
Meeting Space	\$6,870.00	\$3,805.00	\$3,065.00
Ballroom Space	\$15,150.00	\$10,100.00	\$5,050.00
Set-up	\$500.00	\$500.00	
Total	\$41,720.00	\$28,805.00	\$12,915.00

Association Room Block Commitment = 3250 room nights

Hotel Contract Concessions

Item	Negotiated by Client	Re-negotiated By ENTCO	Net value added to client or attendee
Attendee nightly room cost	\$207.50	\$189.50	\$36,025.50
Comp room per paid rooms	1 per 50	1 per 40	\$ 6052.59
Comp Presidential Suite	0	6 nights	\$ 5895.60
2 comp standard suites	0	6 nights	\$ 4087.20
Comp Hospitality Suite	0	5 days	\$ 3,328.00
10 staff rooms @ 50% discount	0	8 nights	\$ 8,982.00
Room block attrition	15%	25%	\$77,957.75
F&B commitment to waive meeting room rental	\$243,750.00	\$121,875.00	\$121,875.00

Total value of ENTCO negotiations to client & attendees = \$277,118.64