



Features & Benefits of using a Destination Management Company (DMC)

Site Selection/Off-site Venues

1. Local knowledge, including newest and in-demand locations
2. Familiarity with the venues and their capabilities/suitability for client program
3. Reduced F&B minimums / room rentals - based on volume of business
4. Preferred treatment based on long term established relationships
5. Concise site inspection itineraries and execution - based on familiarity
6. Timely and creative proposals complete with appropriate options for consideration

Registration Services

1. Manages attrition and total room block
2. Secure and User-friendly for attendees
3. Cost Effective for Planner - streamlines collection of data
4. Time Saving and Convenient for Planner and Pertinent Personnel- access to real time reports
5. Customer Service-Oriented - attendees have access to dedicated registration staff
6. Collects Historical Data for future programs - summary report

Entertainment

1. Access to a wide range of Celebrity as well as local talent
2. Experienced contract and rider negotiation skills
3. Buying Power - due to established relationships
4. Knowledge and Creativity - to propose appropriate talent based on group demographic

Transportation

1. Logistics - knowledge of local airport and city routes
2. Established Relationships - with local hotels and venues for preferred staging areas
3. Safety - stringent qualifications regarding insurance, driver credentials and fleet maintenance
4. Quality - courteous drivers, late-model vehicles
5. Cost-Effective - ability to consolidate manifests and provide appropriate staffing and vehicles without compromising level of service
6. Service - experienced dispatchers and transportation staff to ensure timely and efficient transfers

Decor

1. Expansive inventory
2. Creative Themes and Concepts in keeping with Current Trends
3. Customized Proposals with Multiple Options
4. Buying Power for Cost-Effective Solutions
5. On Site Event Management and Liaison with Venue Contacts
6. Procurement of required Permits, Licenses. Power and Rigging Requirements

Staffing

1. Local staff with in-depth knowledge of the city
2. Multitude of Specialties - concierge, registration, transportation, etc.
3. Cost Effective - Local staff do not require airfare, hotel rooms, meals, etc.
4. Time Saving - Frees client to focus on the meeting



Features & Benefits of using a Destination Management Company (DMC)

Tours/Activities and Team Building

1. Customized and Private for each group
2. Creative, Inspirational, Educational and Philanthropic Options
3. Appropriate to client demographic, time restraints and seasonal weather conditions
4. Knowledgeable and Personable Facilitators/Guides
5. Effective and measurable results tailored to client's objective/goals.

Event Planning

Total event and meeting management resource

1. All-encompassing core of services
2. Monitor and Manage some or all of the event
3. Flexibility in Execution
4. Time Saving - frees client and streamlines process Cost Effective - Buying Power equals Maximum Savings