Experience the Difference

GLOBAL. EXPERIENCED. SMART.

"We earn your trust and business one meeting at a time."

GLOBALCYNERGIES™

The *SMART Choice*

Hotel & Venue Sourcing Solution

The Market

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OVER

- 400 hotel brands
- 500,000 hotels
- 17.5M guest rooms
- 5 different rating systems
- 7,500 properties, 1.5 million rooms in the pipeline as of March 2014

How do YOU make an informed choice?



The Opportunity

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Value proposition

- Save time and money
  - Paid on performance
    - Worldwide opportunity

Knowledge vs Information

- Use technology to facilitate
  - Experiential
    - 24 hour global cloud platforms
      - Cvent (white label) RFP distribution
        - Consistent methodologies

Relationships

- Consultative
  - Global

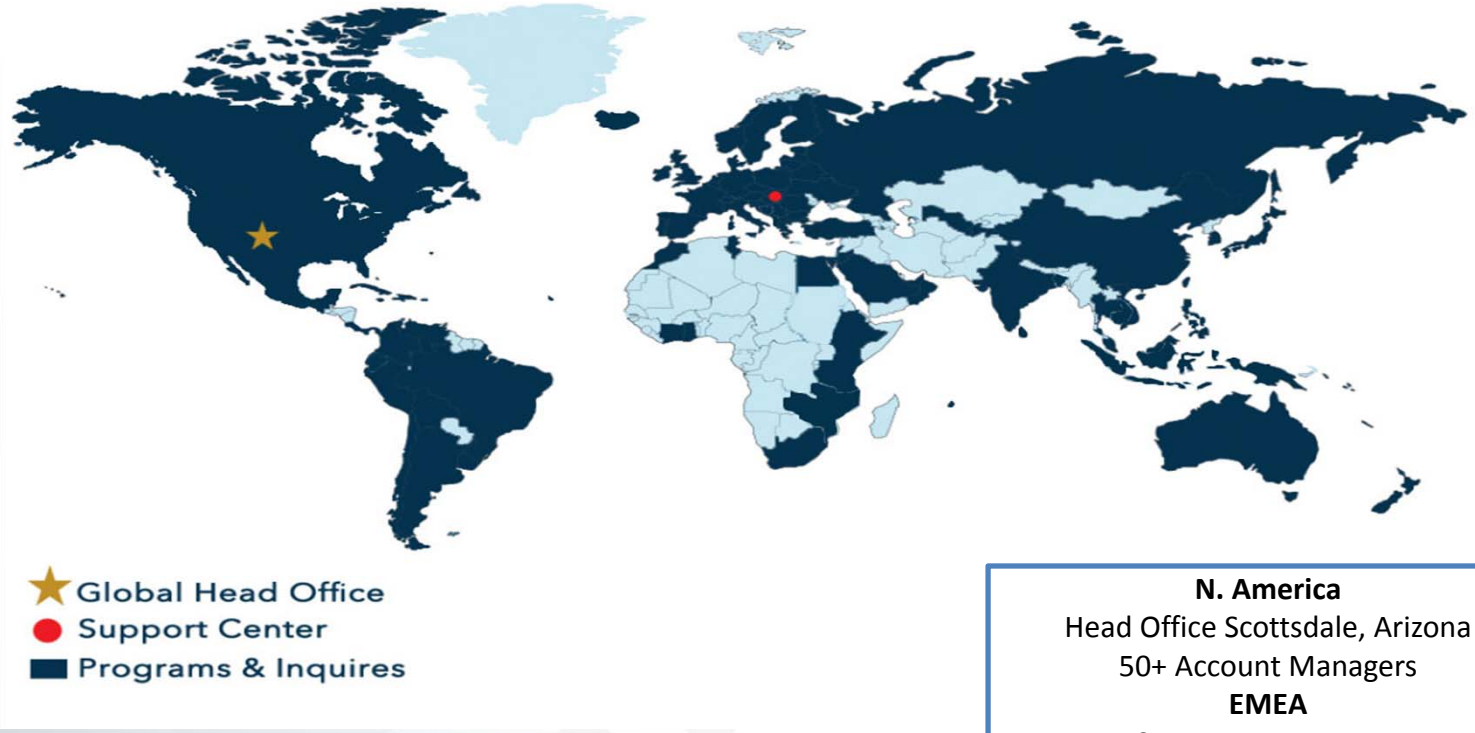
GC Fast Facts

- Hotel & Venue *sourcing*
- Head office Arizona, USA
- Over 100 Account Managers
- WBENC – Woman Owned
- Sourced over 240 Brands
- 50% outside N. America



A Global Brand

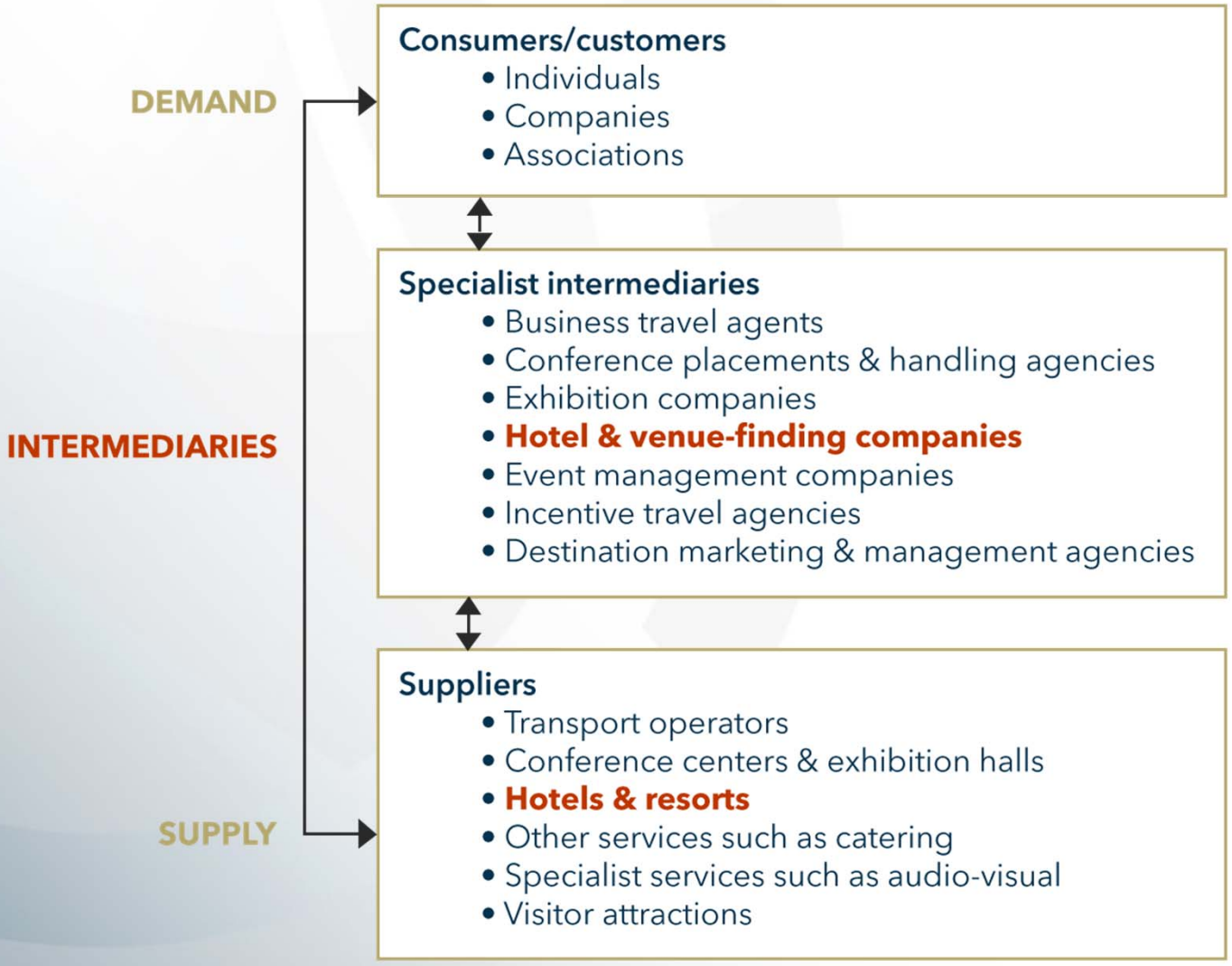
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N. America
Head Office Scottsdale, Arizona
50+ Account Managers
EMEA
40+ Account Managers
Other
10+ Account Managers
India, China, Singapore, Brazil, Chile

Procurement

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Services

- Hotel and venue sourcing
- Contract negotiation assistance
- Client site inspections
- Experiential knowledge share
- Problem solving
- Penalty and mitigation support

Global Cynergies' Contact



Charlotte van Nistelrooy
Account Manager
The Netherland

Sourcing Example

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CAN YOU PICTURE THIS ALL TOO FAMILIAR SITUATION?

What options do you have?

1. ***The usual option****: Use your time and resources.*

2. ***The Global Cynergies' Solution****: Use our time, resources, & methodologies!*

Save Time. Save Money. Remain in Control.
No Cost to YOU!

Sample Report

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COMPARATIVE REPORT SUMMARY

ABC CORP
ABC 2015
New Orleans
15-19 April 2015
USD
21-Feb-14

	Hotel Monteleone	Hyatt French Quarter	Omni Royal Orleans, New Orleans	Royal Sonesta Hotel New Orleans
Venue image				
Website link	View Website	View Website	View Website	View Website
Dates available	15-19 April 2015	15-19 April 2015	15-19 April 2015	15-19 April 2015
Option status	14-Mar-2014	21-May-2014	19-Mar-2014	4-Apr-2014
Single (1 Bed)	**269.00**	**239.00**	**249.00**	**249.00**
Double (2 Beds):	269.00	239.00	269.00	249.00
Staff Rooms	135.00	139.00	199.00	185.00
Total guest room cost	**59,787.00**	**53,571.00**	**58,431.00**	**56,637.00**
Total meeting room cost	**0.00**	**0.00**	**0.00**	**0.00**
Total F&B cost	24,044.93	25,585.85	29,745.63	21,047.06
TOTAL PROGRAM COST	**92,850.74**	**86,583.08**	**96,757.66**	**85,508.87**
Total F&B cost excl tax and service	18,390.00	19,420.00	22,750.00	15,975.00
Total F&B minimum excl tax and service	25,000.00	18,000.00	18,700.00	22,000.00
Difference net F&B cost/F&B minimum	-6,610.00	1,420.00	4,050.00	-6,025.00
Pre-negotiated concessions	Hotel can offer the following concessions: 1 Complimentary room for every 50, 2 Junior Suite upgrades at group rate, Complimentary internet in guestrooms.	To Be Negotiated	1 per 40 comp policy, 3 suite upgrades at the group rate, Comp guestroom internet, 5 staff rates at 20% off the group rate	Concessions: 1 per 45 comp, comp basic internet in guest rooms and meeting rooms and comp fitness center
Comments	Not Applicable	Not Applicable	Not Applicable	Not Applicable

See Venue Details tab for additional information

Prepared By: GLOBALCYNERGIES

Including Details!

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COST DETAIL - COMPARATIVE REPORT

ABC CORP
ANNUAL MEETING
New Orleans
15-19 April 2015
USD
Prepared 17 Febraury 2014

TOTAL COSTS:	Hotel Monteleone	Hyatt French Quarter	Omni Royal Orleans, New Orleans	Royal Sonesta Hotel New Orleans
GUEST ROOMS				
Single Room Rate	**269.00**	**239.00**	**249.00**	**249.00**
x Total Room Nights	135	135	135	135
Double Room Rate	**269.00**	**239.00**	**269.00**	**249.00**
x Total Room Nights	75	75	75	75
Staff Room Rate	**135.00**	**139.00**	**199.00**	**185.00**
x Total Room Nights	21	21	21	21
SUBTOTAL GUEST ROOMS	59,325.00	53,109.00	57,969.00	56,175.00
Total Applicable Taxes	13%	13%	13%	13%
GRAND TOTAL GUEST	**67,037.25**	**60,013.17**	**65,504.97**	**63,477.75**
MEETING SPACE				
TOTAL FUNCTION SPACE	**0.00**	**0.00**	**0.00**	**0.00**
FOOD AND BEVERAGE				
F&B Minimum *if applicable*	**25,000.00**	**18,000.00**	**18,700.00**	**22,000.00**
Breakfast - Buffet	**33.00**	**29.00**	**43.00**	**29.50**
x Total Items	150	150	150	150
Break - AM	**13.00**	**18.00**	**20.00**	**10.00**
x Total Items	200	200	200	200
Break - PM	**16.00**	**18.00**	**20.00**	**10.00**
x Total Items	215	215	215	215
Lunch - Buffet	**37.00**	**38.00**	**40.00**	**37.00**
x Total Items	200	200	200	200
SUBTOTAL FOOD AND BEVERAGE	18,390.00	19,420.00	22,750.00	15,975.00
Tax Rate if applicable	9.75%	9.75%	9.75%	9.75%
Service Charge if applicable	21.00%	22.00%	21.00%	22.00%
TOTAL FOOD AND BEVERAGE	**24,044.93**	**25,585.85**	**29,745.63**	**21,047.06**
OTHER COST ITEMS				
Internet - Guest Room	**0.00**	**9.95**	**0.00**	**0.00**
Internet - Meeting Room	**150.00**	**0.00**	**0.00**	**0.00**
x Total Count	4	4	4	4
Parking Fee - Self	**0.00**	**0.00**	**0.00**	**39.00**
Parking Fee - Valet	**35.00**	**42.00**	**36.00**	**39.00**
SUBTOTAL OTHER ITEMS	600.00	0.00	0.00	0.00
Tax Rate if applicable	9.75%	9.75%	9.75%	9.75%
Service Charge if applicable	21.00%	22.00%	21.00%	22.00%
TOTAL OTHER ITEMS	784.50	0.00	0.00	0.00
GRAND TOTAL PROGRAM COST	**91,866.68**	**85,599.02**	**95,250.60**	**84,524.81**

Cost Savings Report

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COST SAVINGS REPORT

PROGRAMME DETAILS

Program name:	Jones Associates Strategy Meeting
Prepared by:	Janice Jones
Program currency:	GBP
Program destination:	London
Program dates:	9-11 March 2014
Venue:	Grange Fitzrovia Hotel

PROPOSAL / CONTRACT NEGOTIATED SAVINGS

Item	Usual Selling Rates	Contracted Group Rate	Quantity	Original Quoted Program Cost	Contracted Program Cost	TOTAL ITEM SAVINGS
GUEST ROOM SAVINGS						
Room Rate - Single BB	229.00	166.80	28	6,412.00	4,670.40	1,741.60
TOTAL PROJECTED GUEST ROOM SAVINGS ON NEGOTIATED ITEMS				6,412.00	4,670.40	*1,741.60*
PROJECTED SAVINGS PERCENTAGE ON NEGOTIATED ITEMS						*27%*
MEETING RELATED SAVINGS						
Meeting room	800.00	480.00	2	1,600.00	960.00	640.00
TOTAL PROJECTED MEETING RELATED SAVINGS ON NEGOTIATED ITEMS				1,600.00	960.00	*640.00*
PROJECTED SAVINGS PERCENTAGE ON NEGOTIATED ITEMS						*40%*
OTHER ITEM SAVINGS						
24hr wifi	10.00	0.00	28	280.00	0.00	280.00
TOTAL PROJECTED OTHER SAVINGS ON NEGOTIATED ITEMS				280.00	0.00	*280.00*
PROJECTED SAVINGS PERCENTAGE ON NEGOTIATED ITEMS						*100%*
TOTAL PROJECTED SAVINGS ON NEGOTIATED ITEMS				**8,292.00**	**5,630.40**	**2,661.60**
PROJECTED SAVINGS PERCENTAGE ON NEGOTIATED ITEMS						**32%**

Benefits to YOU

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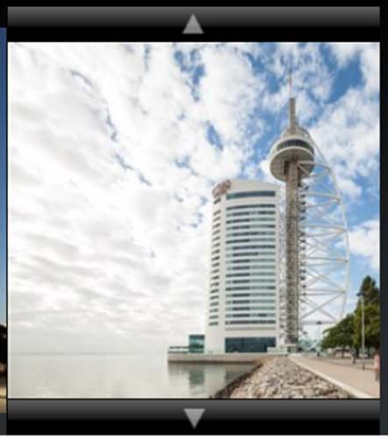
- **Additional expertise**
- Special offers
- Purchasing power
- Response time
- **Savings of time and money**
- **Contract negotiation assistance**
- Objective; Knowledge share
- Consistent approach
- We earn your business one meeting at a time
- **Opportunity to focus on other tasks**
- ***Peace of mind***

NO COST TO YOU!

Client Feedback

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Venue Type	Hotel
Brand	SANA Hotels
Rating ⓘ	★★★★★
Distance From Airport	4.6 Kilometers
Year Built	2012
Number of Sleeping Rooms	186
Number of Meeting Rooms	13
Meeting Room Space	2,000 Sq. Mtr.

Add to RFP ⊕

Overview | General Info | Meeting Space (13) | Local Attractions (10) | Image Gallery (5) | **Additional Info (9)**

Venue Notes

Venue Notes	
Venue Note:	As you problably know, I placed a Roche meeting there last September (2013) and they were AMAZING! The service was 6 stars with extreme attention to detail and making me happy and our client Roche. I even had 2 calls from the Hotel's GM (1 before, 1 after the event took place). I never dealt with Seth Reimer, not only because he just started working there but because my main contact was Mr. Paulo Monge. Mr. Paulo Monge was a former colleague of mine from Uni and he's SANA Hotels Head of Sales - Monica Fontoura October 2013

Sample Clients

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AGENCY/NON PROFIT/TECHNOLOGY

European Social Network

California Resource & Recovery

Sodexo France

U.S. Green Building Council

EDUCATION

Duke Corporate Education

INSEAD – Paris, N. America, Asia

Stanford Graduate School of Business

The John F. Kennedy Center for the Performing Arts

Thunderbird School of Global Management

FINANCIAL/HEALTHCARE

AXA Prevoyance & Patrimoine

Boston Scientific Paris

Cook Medical

NANDA International

PricewaterhouseCoopers

MANUFACTURING/DISTRIBUTION

Airbus France

General Mills – Western Region USA

Parrot SA

Petsmart

Taser International

Wartsila – N. America, Europe, Asia

Testimonials

Global Cynergies has great relationships *with some well-known hotels brands and conference services which helps tremendously…….**I would highly recommend Global Cynergies** and am sure you will be pleased working with them.'*

Olivia Crose, Client Director, Thunderbird School of Global Management

"…by outsourcing our venue selection and event planning we are able to use that time for more strategic projects, bringing added value to our internal customers.

Johanna Kuusisto, Learning and Development Manager, Wartsila

"The service provided by Global Cynergies was excellent and I would recommend it without reservation to any of my partners or colleagues."

Paulo Fontoura MD PHD, VP Neuroscience Translational Medicine

FAQ

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- What does this service cost?
- Will our rates be marked up if we use GC?
- Do you accept being part of a bid process?
- With which hotels and venues do you work?
- Who signs the contract with the hotel?
- Your questions?
- How do I try this service for my next program?

Let's Get Started

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YOU DECIDE WE PROVIDE

YOU REMAIN IN CONTROL

Pre Meeting	Thru Contracting	Post Meeting
• **Provide meeting specs to GC** • Find suitable options • Request quotes from venues and follow-up • Prepare comparative report of options • **YOU** • **GC**	• **Short list venues** • Negotiate rates and concessions • Co-ordinate site inspections • **Select Venue** • Negotiate terms • Liaise through contract • **Contract signed** • Transfer to conference managemet	• **Operate Event** • Request event feedback • Troubleshoot if necessary • Cost savings report

Contact Us

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