



ENITED Business Events Solutions.

We're strategists, mentors, and stage managers. Sometimes all at once.

ENITED is our response to the challenges and trends of the market and the times. Increasing complexity is creating a need for clarity, simplicity and empathy. A fundamental requirement is in-depth knowledge of our customers' needs, markets and industries.

We work with ambitious corporations, active associations, and up-and-coming destinations. Whether you want to share knowledge, exchange ideas, or develop an international location for conventions and meetings, we can help you attract the right people. Tell us what moves you, and we'll show you how to move others in the same direction.

We created our own ENITED Excellent.C Model® | Competence, Consulting and Coordination. Benefit from our 360° approach and take advantage of our specialized knowledge, our extensive experience and expertise in the business events industry.

ENITED Excellent.C Model®



ENITED Accommodation Management Solution®

Two solutions. Your choice.

Following our business principles, we have created a unique open-book and truly client-oriented remuneration system for all the ENITED Coordination solutions, including our Accommodation Management services.



With this trend-setting **Open book model** we offer you two solutions with corresponding calculation models.

It is yours to choose. You select the one model which fits better both your overall event strategy and financial/budget plans.

Model I | **OUTSOURCING solution** | “No risks, no costs”

ENITED will manage the accommodation of your event delegates. Any generated revenue in the form of hotel commission will, first and foremost, cover our quoted agency management fee. Any surplus of revenue (above and beyond our quoted agency fee) will be passed on to you.

Your benefit.

- ✓ No management or financial risks for the provided ENITED services.
- ✓ No additional expenses and no budgetary strain for any agency related costs.
- ✓ By outsourcing certain tasks & processes, no necessary involvement and no extra expenditure of time and work force for the event organiser's team.
- ✓ A potential additional revenue for the organiser's budget from a generated surplus, as stated above.

Model II | **INSOURCING solution** | “The bigger picture”

ENITED will manage the accommodation of your event delegates. 100% of the generated revenue in the form of hotel commission will be passed on to you, the event organiser. Our quoted agency fee will be invoiced and paid separately by the event organiser.

Your benefit.

- ✓ Bringing expert knowledge and competence in-house as part of the overall event organisation.
- ✓ A more holistic approach in the overall event strategy, with the full integration of all contracted ENITED services.
- ✓ A more efficient alignment and coordination of all necessary tasks & processes, maximizing the final results and success of the event.
- ✓ Realizing potential cost savings in comparison to the OUTSOURCING model.
- ✓ A guaranteed additional revenue for the organiser's budget from all generated hotel commissions, premiums or discounts.

A record to prove it.

For ENITED, quality always comes first.

It is not about the number of business events projects, but about the quality of our engagement and solutions for each & every one of it. That's how we measure our success.



Hereunder, a selection of our meeting industry projects for which we have provided accommodation services and of our clients, proving our competence and stability.

ASNEMGE Meeting | 150 participants | [2008 - Prague](#)

Austrian Chamber of Commerce (Bundesgremium der Handelsagenten) Conference | 250 participants | [2003 - Vienna](#)

CIE (Commission Internationale de l'Eclairage) Conference | 500 participants | [2010 - Vienna](#)

DISTRIPRESS Congress | 1.000 participants

[2007 - Vienna](#), [2010 - Hamburg](#), [2011 - Barcelona](#), [2012 - Glasgow](#), [2014 - Cannes](#), [2015 - Brussels](#), [2016 - Dubai](#)

ERAM-SERIN Meeting | 350 participants | [2010 - Brussels](#)

EANM Congress | 6.700 participants

[2002 - Vienna](#), [2005 - Istanbul](#), [2006 - Athens](#), [2007 - Copenhagen](#), [2008 - Munich](#), [2009 - Barcelona](#), [2010 - Vienna](#), [2011 - Birmingham](#), [2012 - Milan](#), [2013 - Lyon](#), [2014 - Gothenburg](#), [2015 - Hamburg](#), [2016 - Barcelona](#); [2017 - Vienna](#), [2018 - Düsseldorf](#), [2019 - Barcelona](#), [2020 Vienna](#)

ECCO Congress | 3.500 participants

[2008 - Lyon](#), [2009 - Hamburg](#), [2010 - Prague](#), [2011 - Dublin](#), [2012 - Barcelona](#), [2013 - Vienna](#), [2014 - Copenhagen](#)

FEBS Congress | 2.500 participants | [2007 - Vienna](#)

FRA (Fundamental Rights Agency of the EU) Meetings | 50 - 3.500 participants

[2007 - 2010 - Vienna](#)

Heineken CEE Meetings | 20 - 150 participants | [2008 - 2012 - Central Europe](#)

International Forfeiting Association Conference | 200 participants

[2000 - Tyrol](#), [2001 - Budapest](#)

MIRO Congress | 200 participants | [2012 - Vienna](#)

Plus Endoprothetik Congress | 1.200 participants | [2004 - Vienna](#)

UEGW (United European Gastroenterology Week) | 13.000 - 15.000 participants

[2008 - Vienna](#), [2009 - London](#)

Doing the maths. One example for the potential hotel commission revenue.

Based on the expected number of participants for a medium size congress with 2.500 delegates, event dates and the assumed average hotel rates, we can calculate the following realistic scenario.

Anticipated realized Hotel bookings
 40% of expected number of participants (2.500): 1.000 units (rooms)
 Average duration of stay: 3 nights
 Anticipated room nights: 3.000

Realistic split of Hotel bookings (per category)
 40% in Hotel category 3* 400 rooms
 50% in Hotel category 4* 500 rooms
 10% in Hotel category 4*, Superior 4* & 5* 100 rooms

Realistic estimated averages room rates (per category)
 Room rate 3* and 3* Superior | per room/night: € 150,00
 Room rate 4* and 4* Superior | per room/night: € 220,00
 Room rate 5* | per room/night: € 280,00

Anticipated Hotel commissions (per Congress)					
Hotel category	Rooms	Nights	Rate	Commission	TOTAL
3* Hotel	400	3	€ 150,00	8,00 %	€ 14.400,00
4* Hotel	500	3	€ 220,00	8,00 %	€ 26.400,00
5* Hotel	100	3	€ 280,00	8,00 %	€ 6.720,00
Anticipated Total amount per Congress					€ 47.520,00

The estimated room rates are net (exclusive local VAT) and a minimum of 8% commission is anticipated.

Furthermore, the chosen destination and its general hotel infrastructure, of course, does also have an influence on the final amount. Hence, the amounts can and will vary from destination to destination.

This presented calculation is based on previous realistic experiences.
 However, we would like to point out that ENITED does not guarantee any mentioned numbers or totals and no legal claim can be made.

Additional ENITED Solutions[®]

Our answers for tomorrow. Today.

ENITED stands for engaging with people of all segments in our business, sharing our ideas and solutions with our clients, and creating learning opportunities and new knowledge.

Our ENITED solutions are based on that engagement, based on the continuous process of listening and learning about the needs amongst associations, destinations, venues and other involved stakeholders.

Here is a number of other solutions we have been designing and implementing over the last two years.

- Hands-on lectures, workshops and training sessions providing essential insights on major trends and recent developments in our business, along with tips on smart, efficient organization
- Innovative Survey & research tools as well as benchmark studies (e.g. Mystery shopping) for destinations, convention bureaus & venues
- Market-relevant functionality studies for the validation and planning of convention centres
- Agile strategies to improve stakeholder involvement and cooperation in a destination
- Useful guidance on structure and organisation for CVB's
- In-depth product development for business networks & alliances
- Reliable support of venues in their marketing & business planning
- Creation & customization of a unique information & communication platform for associations & destinations
- ENITED Matchmaker[®] solution for associations, corporations & destinations to successfully navigate the complex supply & demand side of the international business event market
- Development of our ENITED Association Academy[®]
- Foundation of our own ENITED Network of excellence[®]

ENITED Facts & Figures

Keeping a high profile. And leaving a lasting impression.

The advantages of collaborating with ENITED.

- More than 40 years of experience
- International orientation: more than 40 international destinations
- Headquarters in Vienna: access to important local business contacts
- Knowledge of many industries and segments
- 360° approach
- Flexible and individualized services
- Access to in-depth knowledge & expertise beyond our industry
- Some 1,000 business event projects planned and held since 1990
- Multilingual team of employees
- Top-quality worldwide partner network
- Member of EMBA | ICCA | PCMA
- ISO/IEC 17024 “Event Marketing Expert” certificate

Anything’s possible. If you take the first step.

Planning a business event requires hundreds of decisions.
Make the first one today: contact us.

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Sharing the idea of excellence.

