



ENITED Business Events Solutions.

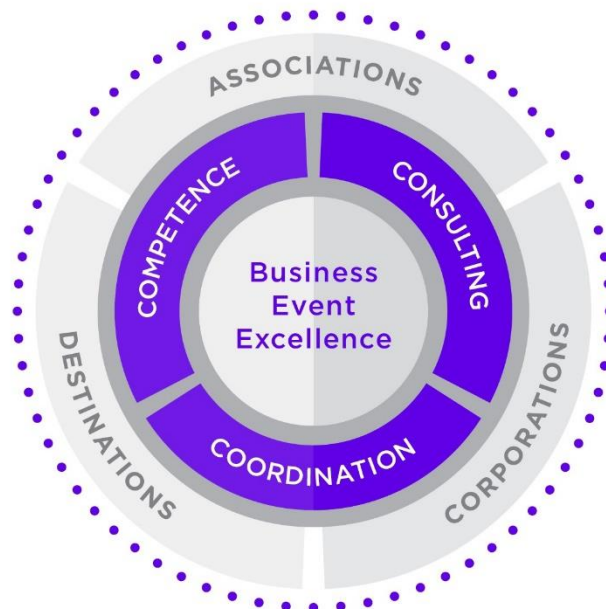
We're strategists, mentors, and stage managers. Sometimes all at once.

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 Coordination Solution[®]

GOOD PARTNERS | Transparency guaranteed.

Following our business principles, we have created a unique open-book and truly transparent remuneration system.



Our **Open book model** is based upon one benchmark only – our working time.

It is the only method to define and evaluate our services (our expertise, our knowledge and our experience) and our project involvement in a professional and fair way.

Many classical agencies still apply the common commission scheme and generate their revenues through the volume of a business (e.g. number of attendees, budget size, volume of third party services, etc.), leading sometimes to great discrepancies between price and value of their provided services.

In contrast, our **Open book model** always provides good and transparent value for money and creates additional key benefits for you, the event organiser.

- ✓ Clear division between any third party (supplier) costs and our agency fee
- ✓ Any third party costs will be charged to you, at net costs (no premiums/ commissions/ surcharges)
- ✓ Open and transparent budgeting
- ✓ More flexible financial management
- ✓ No volume or turnover based attitude
- ✓ Independent of any third party (supplier)
- ✓ Full decision-making and controlling authority for the organiser
- ✓ Truly participant-oriented performance (no unnecessary booking or cancellation charges, fair payment & cancellation policies, etc.)
- ✓ Additional potential revenues for the organiser's budget, from negotiated commissions, premiums or discounts from any third party supplier (e.g. hotels, event venue, social programme, etc.).

GOOD PLACES | In more than 40 Destinations.

We're at home in Vienna and Austria, but we can support you all over the world. With years of international experience behind us, we can also offer you our regional dedication and expertise.



Wherever you want to hold your next event, we will be there – happy to go the extra mile to help you get the most out of your chosen destination.

Some of our past & future project's destinations.

Amsterdam | Athens | Baku | Barcelona | Belo Horizonte | Berlin | Birmingham | Brussels | Budapest | Copenhagen | Costa del Sol | Dubai | Dublin | Düsseldorf | Florence | French Riviera | Gdansk | Glasgow | Gothenburg | Graz | Hamburg | Innsbruck | Istanbul | Lisbon | London | Lucerne | Lund | Lyon | Milan | Munich | Nuremberg | Paris | Prague | Porto | Riga | Salzburg | Skelleftea | Stockholm | Tallinn | Tbilisi | Torino | Vienna | Zurich.

GOOD CHOICE | Two Solutions.

Through our trend-setting **Open book model** we offer you two solutions with corresponding cost & 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”

Any generated revenue from third party services will, first and foremost, cover our quoted agency 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 all contracted ENITED services.
- ✓ No additional expenses and no budgetary strain for any agency related costs (e.g. management fee, participant's registration/handling fee, etc.).
- ✓ By outsourcing certain tasks & processes, no necessary involvement and no extra expenditure of time and manpower 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”

100% of any generated revenue from third party services will be passed on to 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 commissions, premiums or discounts from any third party supplier.



GOOD REFERENCES | 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 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](#)

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.](#)

