



## 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 business events destination, 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.

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### ENITED Excellent.C Model®



## ENITED Coordination Solution®

### GOOD Choice | 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) as well as our project involvement in a professional and fair way.

Many agencies still apply the common commission scheme to 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, creating 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 the whole of 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 projects' 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 Service | Quality driven.

With ENITED you are in safe hands every step of the way.

Our expert knowledge, proven concepts and procedures before, during and after the event.



### Development | Preparation

- ✓ General management & consulting support to the event organizer.
- ✓ Coordination of all involved service providers.
- ✓ Venue management.
- ✓ Hotel allotment management.
- ✓ Online registration/booking management system (software).
- ✓ Online Abstract management system (software).
- ✓ Design & production of relevant material (e.g. promotion, scientific, etc.).
- ✓ Communication with all event participants & stakeholders.
- ✓ Exhibition management.
- ✓ Sponsor management.
- ✓ Social events & programme management.
- ✓ Social media strategy & implementation.
- ✓ Additional ENITED services for possible Industry/Sponsor partner.

### Realization

- ✓ Design, creation & setup of event platform, space and format (Live/Hybrid/Virtual).
- ✓ Operational management.
- ✓ Manpower management.

### Financial matters

- ✓ Financial and legal risk management.
- ✓ Finance and budget management.
- ✓ Contract negotiations with all involved service providers.
- ✓ Management of project bank account.
- ✓ Transparent documentation of all financial matters (e.g. invoices, reports, etc.)

## **GOOD Partners | 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 coordination projects and our clients, proving our competence and reliability.

**3M Worldwide Meeting** | 150 participants | [2005](#) | [Prague](#)  
**Abbot Laboratories Worldwide** | 150 participants | [2005](#) | [Prague](#)  
**ASNEMGE Meeting** | 150 participants | [2008](#) | [Prague](#)  
**Austrian Chamber of Commerce Conference** | 250 participants | [2003](#) | [Vienna](#)  
**Captive Resources Incentive** | 300 participants | [2012 - 2019](#) | [Austria](#)  
**Coca-Cola Austria Event Projects** | 50 - 3.000 participants | [2000 - 2019](#) | [Austria](#)  
**Coca-Cola USA Event Projects (FIFA World Cup, Olympic Winter Games, UEFA Euro, Special Olympics Winter Games)** | [2000 - 2019](#) | [Europe](#)  
**Colt International Meeting** | 30 participants | [2018](#) | [Austria](#)  
**Curium Social events** | 30 participants | [2017](#) | [Vienna](#), [2018](#) | [Düsseldorf](#)  
**DISTRIPRESS Congress** | 1.000 participants | [2007 - 2016](#)  
[Vienna, Hamburg, Barcelona, Glasgow, Cannes, Brussels, Dubai](#)  
**EBU (European Broadcasting Union) Media Meeting** | 300 participants | [2014](#) | [Vienna](#)  
**ERAM-SERIN Meeting** | 350 participants | [2010](#) | [Brussels](#)  
**EANM Congress** | 5.500 participants | [2002 - 2020](#)  
[Vienna, Istanbul, Athens, Copenhagen, Munich, Barcelona, Birmingham, Milan, Lyon, Gothenburg, Hamburg, Düsseldorf](#)  
**ECCO Congress** | 3.500 participants | [2008 - 2014](#)  
[Lyon, Hamburg, Prague, Dublin, Barcelona, Vienna, Copenhagen](#)  
**EFTTA Trade Exhibition** | 3.500 participants | [2013](#) | [Vienna](#)  
**EURETINA Sport event** | 200 participants | [2018](#) | [Vienna](#), [2019](#) | [Paris](#)  
**FEBS Congress** | 2.500 participants | [2007](#) | [Vienna](#)  
**FRA (Fundamental Rights Agency of the EU) Meetings** | 50 - 3.500 participants  
[2007 - 2010](#) | [Vienna](#)  
**GE Incentive** | 150 participants | [2013 - 2015](#) | [Europe](#)  
**Grayling Event Projects** | 100 - 2.000 participants | [2001 - 2008](#) | [Austria](#)  
**Heineken CEE Meetings** | 20 - 150 participants | [2008 - 2012](#) | [Central Europe](#)  
**International Forfaiting Association Conference** | 200 participants | [2000 - 2001](#) | [Tyrol, Budapest](#)  
**KAO Group** | 3.000 participants | [2019](#) | [Vienna](#)  
**MIRO Congress** | 200 participants | [2012](#) | [Vienna](#)  
**Plus Endoprothetik Congress** | 1.200 participants | [2004](#) | [Vienna](#)  
**Shenandoah Life Insurance Incentives** | 300 participants | [2004 - 2010](#) | [Europe](#)  
**Styrian Chamber of Medical doctors** | 30 participants | [2000 - 2019](#) | [Vienna](#)  
**UEGW (United European Gastroenterology Week)** | 13.000 - 15.000 participants | [2008 - 2009](#) | [Vienna, London](#)  
**Van Cleef & Arpel Presentation** | 200 participants | [2018](#) | [Vienna](#)

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## Additional ENITED Solutions<sup>®</sup>

### 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, corporations, destinations and other involved stakeholders.

Here is our current list of solutions we have been designing and implementing over the last 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<sup>®</sup> 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<sup>®</sup>
- Foundation of our own ENITED Network of excellence<sup>®</sup>

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## 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 27NAMES | EMBA | ICCA
- ISO/IEC 17024 “Event Marketing Expert” certificate

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## 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.