

## Venue Management

### Annual Conference in London

*Client: A Global Technology Company*

*Venue: The Landmark, London*

*Size: 180 Delegates from around Europe and the UK*

#### **Objectives:**

- To find a venue that was luxurious to match the calibre of the event
- The venue had to be easily accessible and be able to cope with a potential capacity increase
- To find a suitable venue in a very short lead time with availability being tight
- To manage all venue liaisons, including accommodation lists, from start to finish

#### **Result / solution:**

- We found a 5 star deluxe venue in central London undercutting their budget
- We liaised with all the relevant departments ensuring that everything was ready on time and in the right place
- The event management was carried out and managed by Obis 360 who liaised with all relevant parties to ensure excellence
- We ensured attendees received a highly competitive preferential hotel accommodation rate
- We liaised with the venue to ensure the client was not hassled any event administration
- We arranged all accommodation lists and additional requirements for all attendees

#### **Action:**

Eight hotel options were sent to the client within 12 hours of the enquiry. These included different types of venues along with varying budgets. One of these was chosen by the client. The event management was conducted by Obis 360 who worked together with the client to produce a fabulous event. The budget was closely monitored by Obis 360 to ensure value for money at all times.

#### **Result:**

The client chose to use one of the venues selected by Obis 360. All venue management was carried out by Obis 360 dramatically reducing the time the client spent on the administration side of the event. The client was overjoyed with the results delivered and to date we have continued to receive great feedback.

#### **Client Testimonial:**

I wanted to thank you for all your help with our event, Everything was great and organised perfectly. The event went really well and your help in the lead up to it made a big difference and certainly took some of the weight off my shoulders.

#### **Event Manager**



## Venue Management

### Annual Conference in London

*Client: A Leading Conference Training Company*

*Venue: Swissotel The Howard, London*

*Size: 60 Delegates from around the UK*

#### **Objectives:**

- To find a venue that looked affluent to match the calibre of the event.
- To find said venue with a low budget.
- To find a suitable venue in a very short lead time with availability being tight

#### **Result / solution:**

- We found a venue in Central London with real wow factor, within their budget
- We liaised with all the relevant departments ensuring that everything was ready on time and in the right place
- We ensured they received a preferential hotel accommodation rate
- We liaised with the venue to ensure the client was not hassled with the administration side of the event

#### **Action:**

Four hotel options were sent to the client within 12 hours of the enquiry. These included different types of venues along with varying budgets.

The budget was closely monitored by Obis 360 to ensure value for money at all times.

#### **Result:**

The client chose to use one of the venues selected by Obis 360. The rates offered were highly competitive and the client's time sourcing venues was dramatically reduced.

#### **Client Testimonial:**

The conference was a success and the venue was lovely. The staff were easily accessible and helpful, food was fantastic and was generally a very good and professional experience.

Thanks you very much. Again, your help and determination is greatly appreciated.

#### **Event Manager**



## Venue Management

### Summer Party

*Client: A Premium Public Sector Consultancy*

*Venue: Westminster Abbey*

*Size: 200 guests from the UK*

#### **Objectives:**

- To find a venue that was unusual, spectacular and a place people would not normally visit
- The venue had to be easily accessible and be able to cope with a potential capacity increase
- To manage all venue liaisons from start to finish

#### **Result / solution:**

- We found an superb venue in central London undercutting their budget
- The event management was carried out and managed by Obis 360 who liaised with all relevant parties to ensure excellence
- We recommended caterers and suppliers for all aspects of the event
- We attended on the night to ensure the smooth running of the event.

#### **Action:**

Six venue options were sent to the client within 12 hours of the enquiry. These included different types of venues with varying budgets. One of these was chosen by the client. Obis 360 worked together with the client to produce a fabulous event.

#### **Result:**

The client chose to hold the event at Westminster Abbey on the recommendation of Obis 360. We arranged tours of the Abbey for the delegates which meant they came away with a feeling of having discovered and learnt something new, and also felt very privileged to be shown around the Abbey whilst empty of tourists. It was a very successful event.

#### **Client Testimonial:**

Thank you very much for a superb evening, and please pass on our thanks to the vergers who conducted the tours, they did a splendid job and all our guests thoroughly enjoyed the evening and felt that it was one of the best reception's they had been to.

Many thanks for helping us find this wonderful venue, so many commented that it was completely unlike anything they had been to before and would never have thought it possible to hold an event there (other than a royal wedding.....etc).

The caterers were also very good and attentive, and were on hand to help with anything we wanted.

#### **Event Manager**



## Venue Finding and Venue Management

### Global User Conference

*Client: A Leading Information Management Organisation*

*Venue: Great Fosters, Surrey*

*Size: 120 Customers and from UK & Europe*

#### Objectives:

- To showcase new products to existing and potential customers
- To thank customers and staff for their support and encourage them to keep loyalty to the client

#### Result / solution:

- We found a venue in the perfect location with real wow factor, undercutting their budget
- We liaised with all the relevant departments ensuring that everything was ready on time and in the right place
- We completed all Banqueting Event Orders on behalf of the client
- We ensured they received a preferential hotel accommodation rate
- We liaised on a daily basis with both the client and the venue to ensure the client was not hassled with the administration side of the event

#### Action:

Four hotel options were sent to the client within 12 hours of the enquiry. These included different types of venues along with varying budgets.

The budget was closely monitored by Obis 360 to ensure value for money at all times.

#### Result:

The client chose to use one of the venues selected by Obis 360. The rates offered were highly competitive and the client's time sourcing venues was dramatically reduced.

#### Client Testimonial:

"The event was a huge success. We were spot on with the numbers and the venue is, of course, stunning which nearly all the delegates commented on. Thanks for all your help again."

**CMA Marketing Manager**

#### Images:

