

The Expotel Collection



Access

- Access to Commercial and Rates team via telephone and email
- Considered for all relevant RFP listings
- Annual Independent "Showcase" function
- 1 Visit to each office for scheduled "drop off"
- FAM trips allowed
- Initiation meeting once signed with Commercial, onsite training on systems (1hr)
- Review meeting with Commercial after 6 months (1hr)
- Quality Assessment Review
- Onsite Quality Assessment Review

Gold	Silver	Bronze
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System Optimisation

- Improved position within all booking engines
- Online representation on bespoke M.I.C.E. tool LateMeetings
- Top 5 Ranking within Latemeetings.com (Area Dependent)
- Top 15 Ranking within Latemeetings.com
- Latemeetings Online Training, 1 session (Go To software function used)

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Activity

- Monthly Management Information (Total Turnover Received)
- Bi-Annual Management Information (Total Turnover Received)
- Listed as an Expotel Collection property on all marketing activities
- 1 Hero ad rotating for 15 days on Primary page on Expotel.com
- 1 Skyscraper ad rotating for 15 days on primary pages
- 1 Skyscraper ad rotating for 7 days on secondary pages
- Editorial coverage within Dial Magazine
- Preferential prices for marketing activities such as Hero, Skyscraper and Dial Online
- Discounted advertising marketing options

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System/Website Development

- Hyperlink availability/bookability on own site powered by Latemeetings.com

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