

Did you know?

You don't have to use the in-house AV company

Many of our current customers never knew they could bring their own audiovisual provider into their hotel meeting room rentals until they started working with us. We put the following information together to help explain why using an outside audiovisual provider is in your best interest.

Bringing in your own audiovisual provider can save you up to 64% on your audiovisual spend.

More and more companies are holding meeting planners accountable for expenses. Just as travel budgets have been tightened, audiovisual budgets have been targeted for savings. In-house audiovisual contracts limit competition, which equates to poorer service and less value than an outside company can provide.

If you have multiple meetings at hotel meeting rooms across the country it's a guarantee you will save money by using a nationwide provider who can provide consistency on-site, one-point of contact and flat rate pricing in every venue your events are at.

Contracting an outside audiovisual provider makes you the top priority.

In-house audiovisual providers are often responsible for multiple events happening in the same hotel or venue. This means you don't get their full attention if technicians have to run in between events. By bringing in an outside audiovisual provider of your choice, you pay for dedicated support for your event not anyone else's.

Why do venues want you to use their audiovisual provider?

Some venues will make commission when booking audiovisual services through a provider they have contracted with. If you bring in your preferred provider they can't contract the work out and they don't get incentive pay. However hotels and venues make more money from food, beverage and meeting room sales so removing the clause that restricts working with your choice of provider is easy to do. It's also a smart idea so you can bring outside quotes into your negotiations to drive down in-house costs regardless of which provider you choose.

When it's your event, you should choose who works with you.

At the end of the day your event is about one thing: making sure your audience understands what you're saying. The audiovisual component is the physical channel for this message. If you're liable for getting that message across, it should be your choice who will reliably deliver it.

How to protect your right to work with your choice of providers.

Take some extra time to double check your contract before signing. Venues may try to charge additional fees if you use an outside company, but they cannot limit your right to bring in your preferred providers for audiovisual needs. A venue cannot prohibit you from bringing in equipment or support personnel provided it is within local safety standards laws and you are not modifying their utilities or mounting equipment on walls or ceilings. Ask to have any clause removed that restricts your right to bring in your vendor of choice.

Before signing anything get this clause added to all contracts

Buyer's rights regarding third party suppliers

Buyer will not accept or agree to any proposal or contract containing conditions, terms, or clauses which unreasonably restrict our choice of third party suppliers for our event(s) at any meeting facility, whether such conditions are expressly stated in the proposal or contract, or whether they are contained in the general operating policies of the facility, be they published or unpublished. Furthermore, Buyer will not accept or agree to any fees, surcharges, or penalties of any type charged by a meeting facility that are in any way based on or tied to our choice of third party suppliers, whether such fees are expressly stated in the proposal or contract, or whether they are contained in the general operating policies of the facility, be they published or unpublished. This "Buyer's rights regarding third party suppliers" clause shall be appended to all contracts that are executed by Buyer, and if it is determined that this clause is in conflict with any other clause, portion of any contract, or any general operating policy of the facility, then this "Buyer's rights regarding third party suppliers" clause shall be deemed to take precedence over the other item(s) with which it is determined to be in conflict, unless specifically agreed otherwise.

Sources:

Exhibition Services & Contractors Association website

<http://www.esca.org/newsletterdocs/ESCA%20Position%20Statement%20on%20Freedom%20of%20Choice%2004.16.08.pdf>