



# REQUEST FOR PROPOSAL

**KEEPING**  
AUSTRALIA | NZ | ASIA PACIFIC  
**MEETING**

## ACCOMMODATION ONLY

CONTACT DETAILS	
Company name	
Key contact	
Phone number	
Email	
PCO Association member number	
PCO Association Certification	
HOTEL CONTACT	
Name of your national account manager	
EVENT AND HISTORY	
What is the event name?	
What are the proposed dates for the event?	
Are the dates flexible or 100% confirmed? Is the client willing to move dates if it allows for significant savings?	
What is your relationship with ultimate client? (PCO, agent, committee member, event owner)	
Is this confirmed business for the PCO? If not, please outline the request status.	
Please name the event owner If known.	
What is deadline for return of proposal?	

How many times has the event been run before?			
Year	Destination	Number of delegates	Room nights

What numbers are expected for this conference?		
Did your firm manage the event in the past?	Yes	No
What % of delegates used the registration system to book their accommodation?		

DELEGATE INSIGHTS
What % will travel to the conference unaccompanied?
Describe a typical delegate?
Where are guests coming from? (If known i.e. international / domestic). If domestic guests, are they from major cities / regional areas? What is the percentage split?
Describe typical delegate spending pattern – e.g. funded or unfunded to attend the meeting

THE BASIC'S
What is the purpose of the event?
What destinations are being considered?

Do all delegates have to stay on the one property?
What are the main venue considerations and limitations that need to be considered?
What are fundamental items which are expected by delegates at the event (e.g.; Wi-Fi, car parking, quiet rooms, hotel star rating)?
If a conference, how many days before the start of the event will the early bird deadline be?
If a conference, what percentage of registrations will take place in the early bird week?

ACCOMMODATION
Is a commissionable accommodation rate required?    Yes                  No
Accommodation types the PCO / Association are requesting proposals for (i.e. Luxury, budget, self-catering etc.)
What is the minimum block size required?
Outline the complimentary room and upgrade policies?
How many rooms will the client be buying for committee and speakers?

Are you using any other third party methods to direct accommodation to the venue, and if so, describe?

Do you expect delegates who book direct with the hotel to be counted as part of the room block and to generate commission?

Is booking accommodation with the PCO mandatory? If not, what will help increase direct bookings with the PCO?

Do you allow individual guests to collect member reward points for their stay?

Shoulder date access, same rate - required or not required?

Historically are multiple types of accommodation offered to delegates, if yes, please describe?

Do you require a site inspection?

ACCOMMODATION BLOCK							
Room Type	Day 1*	Day 2*	Day 3*	Day 4*	Day 5*	Day 6*	

*\*Please insert number of rooms required*

This form was developed by PCOA accommodation subcommittee with the support of all our accommodation business partners.