



Meeting Sites Resource Professional Services Overview

Global Leaders · High Tech Solutions · Strategic Partners



About Meeting Sites Resource

For sixteen years, Meeting Sites Resource has been a leading global specialist in meeting site research and hotel contract negotiations. **Meetings are big investments and MSR has a long track of adding significant value to the site research, hotel evaluation, negotiation and contract process.**

MSR Highlights

- Volume buying clout
- Hotel contract experts
- Custom web-based RFP system
- 24/7 Customer Access to Meeting Data
- Customer Project Teams
- 17 point Partner Service System
- Quality Assurance / MSR Service Promise
- Highly experienced team

How MSR Is Compensated

As experienced volume buyers with hotel chains and independents, MSR receives a placement fee (not a commission) that does not affect the negotiated group rate, so there is no cost or fee to our customers.

MSR can generally save customers 5% - 20% off meeting group rates. A cost savings analysis is prepared for each meeting.

MSR Hotel Contract Experts

MSR utilizes a comprehensive 48-point contract review and negotiation process that addresses all contract components, value-added concessions, hotel fees and surcharges and performance clauses. **MSR creates a customized hotel contract template for customers that will add value to meetings and the bottom line, with a focus on risk reduction.** In the event of cancellation or attrition, MSR will conduct a detailed hotel audit to assure resold rooms are credited to customer. MSR consults with Howe & Hutton, LLC on all hotel contract matters.

MSR Customers

A few MSR customers include:

- The Boeing Company (11 years)
- Boston Scientific (10 years)
- Hitachi (11 years)
- Laser & Electro-Optics Society (12 years)
- Ecolab, Inc. (11 years)
- National Foundation for Trauma Care (12 years)
- Louisiana State Bar Association (12 years)
- American Association of Pharmaceutical Scientists (14 years)

MSR Strategic Meeting Support Services – Customized / Fee Based

- Staff On-Site (SOS), professional on-site meeting management
- On-line Registration & Housing
- Full Service Meeting & Event Planning
- Strategic Meeting Educational Workshops / Consulting
- Meeting Technology Solutions

MSR Mission Statement

Vital partners in the productive meeting process by exceeding customer expectations through our industry knowledge, expertise in contract negotiations and global resources.

For additional information:

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MSR is the GOLD STANDARD for exceptional customer service!