

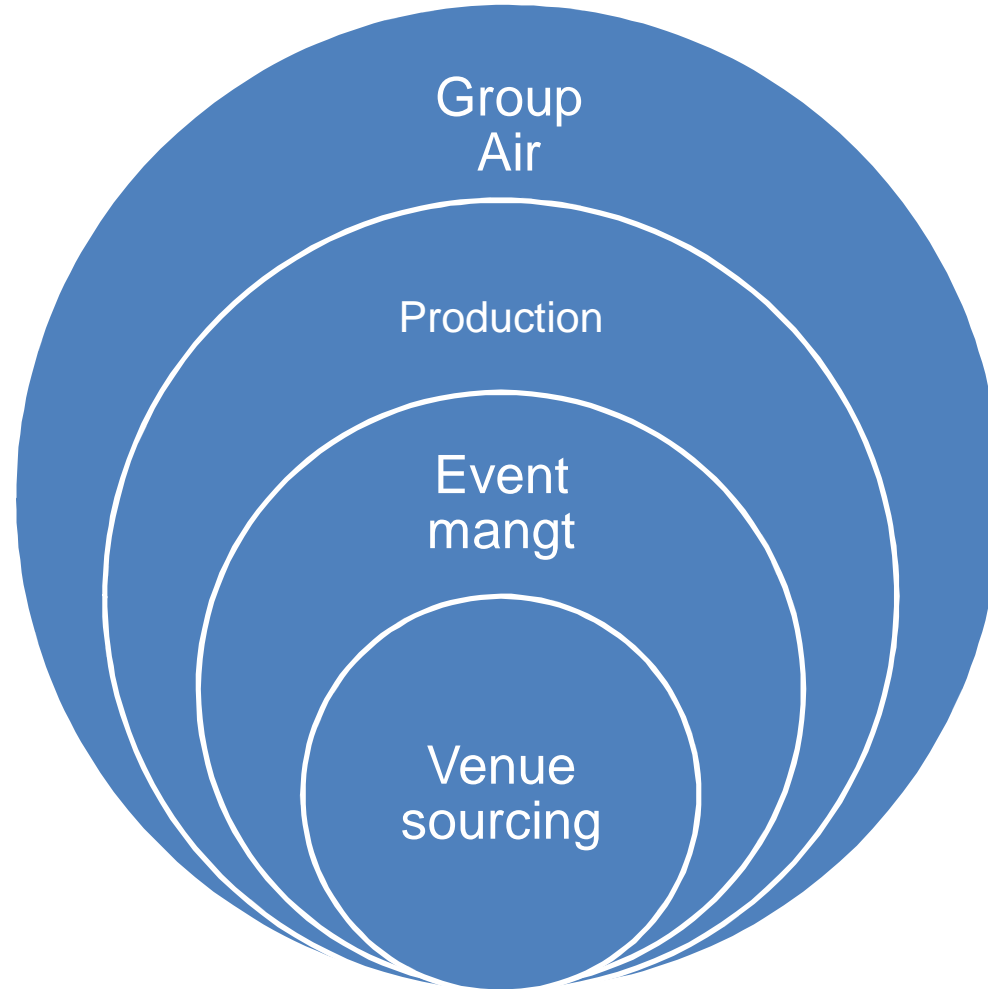


Samantha van Leeuwen
Head of Hotels and Venues

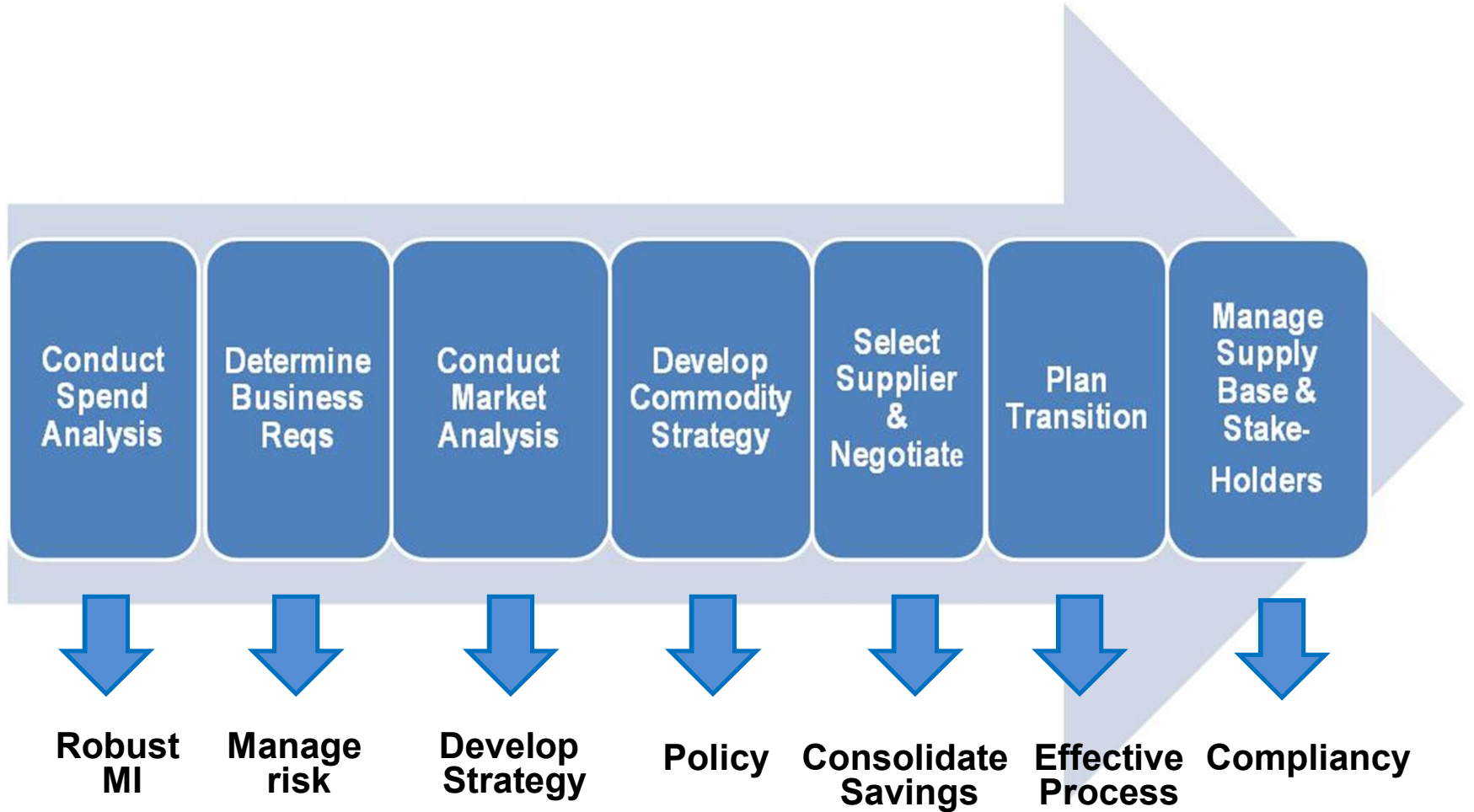
PwC Meetings & Events Objectives

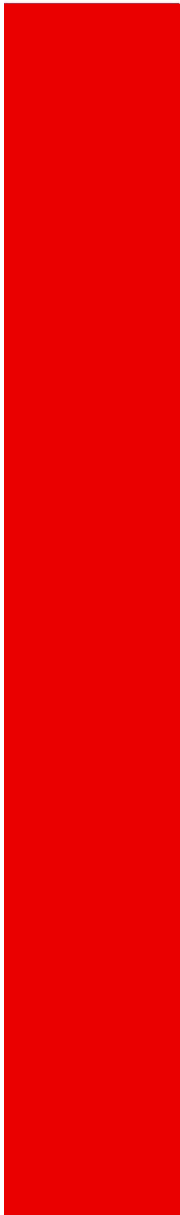
- To manage the procurement, leverage spend and benchmark cost and effectiveness of suppliers
- To support the firm by developing best practice processes for meetings and events
- Enhance control and visibility of meetings
- Advise and manage contractual risk
- Understand and manage CR implications within meetings/ venues

Scope



Strategic procurement approach





Remember :

“ Relationships are key to the success of a strategic meetings programme

“ But longevity of process, relationships don't happen overnight!

“ Engage, Communicate, Deliver