



# Sourcing & Contracting

M&IW's proven consulting approach, powered by leading technology, unlocks maximum savings and secures optimal contract terms for your organization.

**20** years



Average Industry Experience

**19.50%**



Average Contracted Cost Savings

**240K**



Annual Contracted Room Nights

**6.25%**



Average Rate Reduction

## NEGOTIATION MASTERS: SECURING OPTIMAL CONTRACTS FOR YOUR BUSINESS

Our sourcing experts understand the marketplace conditions, industry trends, and potential challenges that may impact your event. With M&IW, you can expect a collaborative experience:

- Our global experts utilize their regional knowledge to advocate for you throughout the world.

- As Cvent Power Users, we drive an efficient venue selection process to ensure you choose the best venue for your business needs.
- We leverage our industry relationships in conjunction with yours to maximize your value and include critical contract terms.
- We partner with your internal team to mitigate risk factors from every angle.
- Our cost savings tracking process is both quantifiable and transparent.