

## Sales Performers 2018

Proposal from Atlantis Paradise Island

One Casino Drive, Paradise Island, Nassau, 1000, Bahamas

### Proposal Details

<b>RFP Name</b>	Sales Performers 2018	<b>Proposal Status</b>	Submitted Proposal
<b>RFP Code</b>	KDNLWLBBQS9	<b>Supplier Type</b>	Resort
<b>Event Name</b>	Sales Performers 2018	<b>Metro Area</b>	Caribbean
<b>Response Date</b>	Mon, 13-Mar-2017 12:39 PM		
<b>Supplier Name</b>	Atlantis Paradise Island		
<b>Chain</b>	Marriott Bonvoy		
<b>Brand</b>	Marriott Hotels		
<b>Commission?</b>	Yes - 10.00%		

#### Proposal Introduction

Nicolette  
We appreciate the opportunity to propose Atlantis for your event in February 2018. Please note, my offer is tentative at this time as we would need to know who the end client is or at least the industry of the company to ensure we are not proposing dates that may be of a competitive nature with another group already booked. Following is our offer for your review and consideration.

No space is held at this time and rates are valid for 30 days.

WOW your attendees with our unique resort experience which features a one-of-a-kind 141 acre Aquaventure waterpark offering an extreme level of excitement for the kid in all of us, get up close and personal with our marine life housed in 11 exhibit lagoons in the largest open air aquarium second only to mother nature, swim with the dolphins, indulge in celebrity chef cuisine and so much more. Meetings are made memorable here at Atlantis, Besides access to the world's largest open air aquarium and water park, you also have access to the largest conference center in the Caribbean. Atlantis boasts 200,000 square feet of meeting space highlighted by the 50,000 sq. foot Imperial Ballroom and 25,000 square foot Grand Ballroom which allows Atlantis to accommodate groups of 15 to 4,000. Over 20 distinct outdoor venues can entertain parties of up to 5,000. Atlantis offers unrivaled guestroom flexibility with 5 distinct towers and price points, and getting to Atlantis is easy from anywhere with over 40 direct flights with 14 major carriers in major airports. They don't call it Paradise Island for nothing.

Date Type	Event Dates	Check-In Date	Availability	Rates (USD)
Preferred	Mon, 19-Feb-2018 to Fri, 23-Feb-2018	Sun, 18-Feb-2018	1st Option - Not Holding Space	269.00

**Additional Information** The Atlantis is pleased to offer 1st option availability in the Coral, Royal and Cove Tower based on the group departing on FRIDAY FEBRUARY 23rd or SUNDAY FEBRUARY 25th ... I cannot offer a SATURDAY DEPARTURE. We can move the group to Feb. 16-21 or 18 - 23, 2018

### Key Contact Information

<b>Contact Name</b>	Louise Dorsett	<b>Email Address</b>	Louise.Dorsett@atlantisparadise.com
<b>Organization</b>	Brookfield Hospitality / Atlantis	<b>Phone</b>	954 809 2629
<b>Title</b>	Sales Manager		
<b>Website</b>	<a href="http://www.atlantisbahamas.com">www.atlantisbahamas.com</a>		

**Additional Information** Thank you for considering Atlantis, Paradise Island.  
Once you have had a chance to review our proposal - please let us know if you have any questions.

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### Sleeping Room Availabilities

**Sleeping Room Needs Met?** Yes

**Additional Information** Rates quoted below are based on CORAL Tower Run of House guestrooms AND BASED ON DEPARTURE FEB. 23rd or SUNDAY FEB. 26th or FEBRUARY 16-21, 2018.

Additionally I can offer  
ROYAL TOWER run of house \$309.00  
COVE TOWER run of Suite \$439.00

Rates quoted are per room, per day for single/double occupancy. Over and above double occupancy is an additional \$50.00 per person per day (12 years old and up). There is an 18.25% tax on guestrooms and nightly Resort Fee of \$53.70 inclusive of Value Added Tax (VAT).

Additionally there is a one-time per person charge of \$6.00 for Bellman gratuities, \$1.60 per person, per night which covers Pool/Beach Attendant and Lifeguard gratuities and Housekeeping gratuities of \$5.00 per person, per night. (\$6.00 per person per night for the Cove) Gratuities are not subject to Value Added Tax (VAT).

Resort Fee includes the following amenities and services:

- Wi-Fi in guestrooms and lobby areas for up to four (4) devices per room.
- Access to Fitness Center up to two (2) guests per day, per room.
- Two (2) bottles of water daily, per room.
- Access to the resort's 141 acre Aquaventure Waterpark.
- Exclusive use of Atlantis 11 pools (Adult only Cain pool is exclusive for Cove guests only)
- Full access to beaches, lagoons, marine habitats and The Dig
- Daily fish feedings and educational tours
- Use of lap pool, basketball courts, ping-pong tables and shuffleboard courts
- Admission to Atlantis Theatre
- Library with complimentary checkout privileges and internet access
- Continuous resort shuttle between the Atlantis towers, One&Only Ocean Club, Harborside Resort, Ocean Club Golf Course, The Cove Atlantis and Atlantis Sports Center
- Daily introductory snorkel lesson, casino gaming lessons and flora and fauna walking tour of Atlantis grounds
- Unlimited local phone calls
- In-Room Coffee and Tea
- Satellite television with access to on-command movies and account review; iron and ironing board; in-room safes, telephones with customized voice mail and data ports and mini-bar

#### Preferred (Mon, 19-Feb-2018 to Fri, 23-Feb-2018)

**Availability** 1st Option - Not Holding Space

**Check-in Date** Sun, 18-Feb-2018

**Do all guest room rates include breakfast?** No

**Do all guest room rates include tax?** No

**Applicable Taxes** No taxes have been selected

Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)
Sun, 18-Feb-2018			50	269.00						
Mon, 19-Feb-2018			50	269.00						
Tue, 20-Feb-2018			50	269.00						
Wed, 21-Feb-2018			50	269.00						
Thu, 22-Feb-2018			50	269.00						
Fri, 23-Feb-2018			50	269.00						

#### Additional Fees

**VAT** 7.500%

**Additional Information** Room tax is 18.25%. Resort is \$49.95 (plus 7.5% VAT) per room, per night, and includes the following:

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### Sleeping Room Availabilities

- Wi-Fi in guest rooms and lobby areas for up to four (4) devices per room
- Access to the Fitness Center up to two (2) guests per day per room
- Two (2) bottles of water daily per room
- In-Room Coffee and Tea
- Unlimited local phone calls
- Access to the Atlantis Movie Theatre
- Casino Lessons
- Resort shuttle service

\$6.60 per person, per night for maid, pool, beach, and lifeguard grats.

\$6.00 one-time per person charge for bellman.

7.5% VAT is assessed on all charges, except gratuities.

### Meeting Room Availabilities

**Meeting Room Needs Met?** Yes

**Additional Information** This is a sample of the lay out we may be able to provide.  
Final locations will depend on available locations at time of contracting. We can accommodate the function space/meeting needs of the group.

A \$4 per person gratuity applies to outdoor events. Outdoor events will have an indoor weather back up secured.

**Start Date** Mon, 19-Feb-2018

**A/V Needs** Zamar Group is Atlantis' in-house a/v production company, offering a large variety of services and equipment. Please see link below for contact information.

<http://www.atlantis.com/groups/conferenceplanning/services/production.aspx>

### Estimated Costs

**Applicable Tax** 7.5%

**Service Charge** 15%

**Additional Information** The above rates are estimates  
2017 Menus can be found at:  
<http://www.atlantisbahamas.com/meetings/conferenceplanning/cateringmenus>

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### Additional Questions

**1. The HOTEL will pay 10% commission to American Express Meetings and Events for all guest rooms that are reserved and utilized at your hotel that are associated with this meeting, regardless of whether they are booked by American Express or the client directly. Please indicate your agreement by answering yes. (Single choice) (Required)**

Yes

**2. Hotel agrees that rates quoted, for this program, have not been inflated due to commission being paid to American Express. Please indicate your agreement by answering yes. (Single choice) (Required)**

Yes

**3. Hotel guarantees that no lower rate or special promotional rate will be in effect during the dates of the contracted program for comparable room types. In addition, the Hotel will support a lowest rate guarantee representing and warranting that the pricing offered to American Express will be equal to or better than the pricing for comparable rooms and services offered to any other customer. Please indicate your agreement by answering yes. (Single choice) (Required)**

No

**4. Have you been contacted directly by the client? If so, please respond with lower (or the same) commissionable rates. (Comment) (Required)**

n/a

**5. What is the comp room policy? (Comment) (Required)**

1 per 50

**6. Are rates applicable 3 days pre and post meeting? (Comment) (Required)**

yes based on group availability

**7. When was the hotel/rooms last renovated? (Comment) (Required)**

2013 Royal Tower / 2017 Coral Tower / 2016 Cove Tower

**8. Are there anticipated renovations during the stay of this group? (Single choice) (Required)**

No

**9. Please name and indicate distance from airport(s). (Comment) (Required)**

NASSAU INTERNATIONAL AIRPORT / 30 MINUTES / 13 MILES

**10. The HOTEL will accept American Express as payment without charging an additional fee. (Single choice) (Required)**

Yes