

Anixter 2018

Proposal from Atlantis Paradise Island

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

Proposal Details

RFP Name Anixter 2018
RFP Code K5NH3HZYYYYK
Event Name Anixter 2018
Response Date Fri, 10-Mar-2017 8:02 AM **Proposal Status** Awarded
Supplier Name Atlantis Paradise Island **Supplier Type** Resort
Chain Marriott Bonvoy **Metro Area** Caribbean
Brand Marriott Hotels
Commission? Yes - 10.00%

Proposal Introduction 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 | Wed, 09-May-2018 to Fri, 18-May-2018 | Fri, 04-May-2018 | 1st Option - Not Holding Space | 369.00 - 450.00 |
| Alternate 1 | Wed, 02-May-2018 to Fri, 11-May-2018 | Fri, 27-Apr-2018 | 1st Option - Not Holding Space | 369.00 - 450.00 |

Additional Information The Atlantis is pleased to offer 1st option availability in the Royal Towers.

Key Contact Information

Contact Name Suzanne Strealy **Email Address** Suzanne.Strealy@AtlantisParadise.com
Organization Atlantis, Paradise island **Phone** 954-809-2284
Title Director of National Accounts
Website atlantisbahamas.com **Mobile** 954-759-1372

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. I look forward to speaking with you about Atlantis and how we might earn your valuable business.
 Suzanne

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Sleeping Room Availabilities

Sleeping Room Needs Met? Yes

Additional Information Rates quoted below are based on Royal Tower Run of House guestrooms. All Inclusive package rates are \$369 pp double occupancy and \$479 pp single occupancy and include the following:

- Accommodations
- Gratuities (maid, beach, pool, lifeguard, bellman)
- Surcharges
- All resort taxes/fees
- Basic Wi-Fi for up to four (4) devices per room
- Unlimited local phone calls
- Two (2) 12 oz. bottles of water daily per room
- Shuttle on property
- Breakfast, lunch and dinner starting with dinner on arrival day and ending with breakfast on departure day
- All meals and beverages are offered at the hotel's select restaurants and bars and are available during regular hours of operation. Any unused portions of the package are nonrefundable or exchangeable for any other services
- Meal package includes one (1) meal per person, per meal period
- Alcoholic and non-alcoholic drinks by the glass at select food and beverage outlets from 3pm day of arrival to 11am day of departure
- Access to all Marine Exhibits
- Access to Aquaventure water park
 - o The Current
 - o The Lazy River
 - o The Leap of Faith
 - o The Challenger Slides
 - o The Abyss
 - o The Surge
 - o The Drop
 - o Serpent Slide
 - o The Falls
 - o Jungle Slide
 - o Splashers
- The Dig
- Pool and beach chair

Preferred (Wed, 09-May-2018 to Fri, 18-May-2018)

Availability 1st Option - Not Holding Space **Check-in Date** Fri, 04-May-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) |
| Fri, 04-May-2018 | 6 | 369.00 | | | | | 2 | 450.00 | | |
| Sat, 05-May-2018 | 9 | 369.00 | | | | | 3 | 450.00 | | |
| Sun, 06-May-2018 | 24 | 369.00 | | | | | 5 | 450.00 | | |
| Mon, 07-May-2018 | 225 | 369.00 | | | | | 2 | 450.00 | | |
| Tue, 08-May-2018 | 336 | 369.00 | | | | | 3 | 450.00 | | |
| Wed, 09-May-2018 | 336 | 369.00 | | | | | 5 | 450.00 | | |
| Thu, 10-May-2018 | 336 | 369.00 | | | | | 5 | 450.00 | | |
| Fri, 11-May-2018 | 17 | 369.00 | | | | | 2 | 450.00 | | |
| Sat, 12-May-2018 | 5 | 369.00 | | | | | | | | |

Alternate 1 (Wed, 02-May-2018 to Fri, 11-May-2018)

Availability 1st Option - Not Holding Space **Check-in Date** Fri, 27-Apr-2018

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Sleeping Room Availabilities

| 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) |
| Fri, 27-Apr-2018 | 6 | 369.00 | | | | | 2 | 450.00 | | |
| Sat, 28-Apr-2018 | 9 | 369.00 | | | | | 3 | 450.00 | | |
| Sun, 29-Apr-2018 | 24 | 369.00 | | | | | 5 | 450.00 | | |
| Mon, 30-Apr-2018 | 225 | 369.00 | | | | | 2 | 450.00 | | |
| Tue, 01-May-2018 | 336 | 369.00 | | | | | 3 | 450.00 | | |
| Wed, 02-May-2018 | 336 | 369.00 | | | | | 5 | 450.00 | | |
| Thu, 03-May-2018 | 336 | 369.00 | | | | | 5 | 450.00 | | |
| Fri, 04-May-2018 | 17 | 369.00 | | | | | 2 | 450.00 | | |
| Sat, 05-May-2018 | 5 | 369.00 | | | | | | | | |

Additional Information Rates quoted below are based on Royal Tower Run of House guestrooms.

Additional Fees

Additional Information *

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Meeting Room Availabilities

Meeting Room Needs Met? Yes

Additional Information We can work with you on the 16 private breakouts for 1-4 people.

Start Date Mon, 07-May-2018

| Day | Time | Agenda Item | Room Request | Room Assignment |
|------------------|------------------|---|---------------------|-----------------|
| Mon, 07-May-2018 | 7:00 AM-7:00 PM | Hospitality Desk | Other | |
| Mon, 07-May-2018 | 7:00 PM-10:00 PM | Reception | Other 350 people | |
| Mon, 07-May-2018 | 7:00 PM-10:00 PM | Dinner | Other 350 people | |
| Tue, 08-May-2018 | 7:00 AM-7:00 PM | Hospitality Desk | Other | |
| Tue, 08-May-2018 | 8:00 AM-5:00 PM | Breakout | Other | |
| Tue, 08-May-2018 | 7:00 PM-10:00 PM | Dinner | Other 500 people | |
| Wed, 09-May-2018 | 7:00 AM-7:00 PM | Hospitality Desk | Other | |
| Wed, 09-May-2018 | 8:00 AM-9:00 AM | Breakfast | | |
| Wed, 09-May-2018 | 8:00 AM-11:00 AM | Exhibit <i>Notes or Exceptions: Breakfast in exhibit area as well - Not sure as to how many exhibits at this time but room needs to hold 250 people for exhibits and breakfast</i> | Other 300 people | |
| Wed, 09-May-2018 | 12:00 PM-3:00 PM | Lunch | Other 500 people | |
| Wed, 09-May-2018 | 7:00 PM-10:00 PM | Dinner | Other 500 people | |
| Thu, 10-May-2018 | 7:00 AM-7:00 PM | Hospitality Desk | Other | |
| Thu, 10-May-2018 | 8:00 AM-9:00 AM | Breakfast | | |
| Thu, 10-May-2018 | 7:00 PM-10:00 PM | Dinner | Other 500 people | |
| Fri, 11-May-2018 | 7:00 AM-7:00 PM | Hospitality Desk | Other | |
| Fri, 11-May-2018 | 8:00 AM-9:00 AM | Breakfast | | |
| Fri, 11-May-2018 | 7:00 PM-10:00 PM | Reception | Other 500 people | |
| Fri, 11-May-2018 | 7:00 PM-10:00 PM | Dinner | Other 500 people | |
| Sat, 12-May-2018 | 7:00 AM-7:00 PM | Hospitality Desk | Other | |
| Sat, 12-May-2018 | 8:00 AM-9:00 AM | Breakfast | | |

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.

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

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Estimated Costs

Total F&B Minimum USD \$60,000.00

Applicable Tax 7.5%

Service Charge 15%

| Item | Cost Type | Amount | Quantity | Tax(%) | Tax/Service | Note |
|--|---------------------|-------------|----------|--------|---------------------------|--|
| Average F&B Costs - Break - AM | Per Person | USD \$25.00 | | | +Tax and Service | |
| Average F&B Costs - Break - Drinks Only | Minimum | USD \$20.00 | | | +Tax and Service | |
| Average F&B Costs - Break - PM | Per Person | USD \$25.00 | | | +Tax and Service | |
| Average F&B Costs - Break - Snacks and Drinks | Minimum | USD \$30.00 | | | +Tax and Service | |
| Average F&B Costs - Breakfast - Buffet | Per Person | USD \$42.00 | | | +Tax and Service | |
| Average F&B Costs - Breakfast - Continental | Per Person | USD \$40.00 | | | +Tax and Service | |
| Average F&B Costs - Breakfast - Plated | Per Person | USD \$42.00 | | | +Tax and Service | |
| Average F&B Costs - Dinner - Buffet | Per Person | USD \$82.00 | | | +Tax and Service | |
| Average F&B Costs - Dinner - Plated | Per Person | USD \$72.00 | | | +Tax and Service | |
| Average F&B Costs - Lunch - Boxed | Minimum | USD \$35.00 | | | +Tax and Service | |
| Average F&B Costs - Lunch - Buffet | Per Person | USD \$44.00 | | | +Tax and Service | |
| Average F&B Costs - Lunch - Plated | Per Person | USD \$40.00 | | | +Tax and Service | |
| Average F&B Costs - Reception - Beverage | Per Person | USD \$24.00 | | | +Tax and Service | |
| Average F&B Costs - Reception - Food | Per Person | USD \$75.00 | | | +Tax and Service | |
| Average F&B Costs - Reception - Heavy Hors D'oeuvres | Minimum | USD \$75.00 | | | +Tax and Service | |
| Average F&B Costs - Reception - Light Appetizers | Minimum | USD \$50.00 | | | +Tax and Service | |
| Miscellaneous Costs - Facility Fee | N/A | | | | | |
| Miscellaneous Costs - Housekeeping | Per Day | USD \$12.00 | | | Tax and Service Inclusive | \$5.00 pppn Royal Tower/ \$6.00 pppn Cove |
| Miscellaneous Costs - Internet - Guest Room | Included in Package | | | | | Now included in the Resort Fee |

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| | | | | | | |
|---|---------|-------------|--|--|----------|---------------------------------------|
| Miscellaneous Costs - Internet - Meeting Room | Per Day | USD \$29.95 | | | +Tax | <i>Now included in the Resort Fee</i> |
| Miscellaneous Costs - Parking Fee - Self | N/A | | | | | |
| Miscellaneous Costs - Parking Fee - Valet | Per Day | USD \$15.00 | | | +Service | |
| Miscellaneous Costs - Resort Fee | Per Day | USD \$49.95 | | | +Tax | <i>\$53.70 including VAT</i> |
| Rental Costs - Meeting Rooms - Total | N/A | | | | | <i>If F&B minimum is met</i> |

Additional Information

The above rates are estimates
2017 Menus can be found at:

<http://www.atlantisbahamas.com/meetings/conferenceplanning/cateringmenus>

Additional Questions

1. Sales Service Fee Agreement (SSFA)

Attached is the Prestige Global Meeting Source Sales Service Fee Agreement (SSFA). Please review, modify if necessary, sign and return as an attachment with your proposal or by email to the Account Manager listed in the RFP. We cannot present your proposal until a signed SSFA is received.

PRESTIGE Preferred Members and Brand Partners are not required to sign the SSFA.

International properties (non-U.S.) please detail your commission policy so that we may modify the SSFA, if necessary.
(Comment) (Required)

N/A

2. Please note that we do have a DMC partner in this market should the need arise for their participation. We prefer to manage the DMC needs for our client at your property, but will be in contact with you if we need further assistance.
(Comment) (Required)

Noted

3. Do you have planned renovations over the program dates? (Comment) (Required)

None known at this time in Royal Tower

Additional Files

| File Name | Type | Size | Upload Date |
|---|---------------------------------|---------|------------------|
| Flyer_Rebate_MasterAccount_1007.pdf | Portable Document Format (.pdf) | 1.75 MB | Fri, 10-Mar-2017 |