THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Supplier Type Hotel

We thank you for your request and for your interest towards Palazzo Naiadi. We are pleased to propose you here after, our best offer for your event:

Proposal Details

RFP Name RFPBCD16 UCB 2017 Pinnacle Incentive

RFP Code NFNSWGSNTLL

Event Name RFPBCD16 UCB 2017 Pinnacle Incentive

Response Date Wed, 08-Mar-2017 12:10 PM Proposal Status Awarded

Supplier Name Anantara Palazzo Naiadi Rome

Hotel

Chain Minor Hotel Group

Brand Anantara

Commission? Yes - 10.00%



Proposal Introduction

Thank you for your request and for your interest in Boscolo Exedra Roma - Autograph Collection.

While proudly introducing to you our hotel plus points, do feel free to contact us for any further information, we will be more than happy to assist you in perfecting your event!

In order to give you some more information about our property we would like to point

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

out three things that will be of value to you and that make the Boscolo Exedra Rome a great fit for your upcoming event:

- Free internet in our rooms, meeting rooms and internal hotel public area
- Two biggest meeting rooms together with our foyer located on the basement suspended above ancient Roman excavations with glass bottom floors
- Our Roof Top Terrace and Swimming pool overlooking the Eternal City

We look forward to working with you.

Date Type	Event Dates	Check-In Date	Availability	Rates (EUR)
Preferred	Sat, 21-Apr-2018 to Fri, 27-Apr-	Fri, 20-Apr-	1st Option - Not Holding	396.00 -
	2018	2018	Space	1,000.00
Alternate	Sat, 28-Apr-2018 to Fri, 04-May-	Fri, 27-Apr-	1st Option - Not Holding	418.00 -
1	2018	2018	Space	1,000.00
Alternate	Sat, 05-May-2018 to Fri, 11-May-	Fri, 04-May-	1st Option - Not Holding	418.00 -
2	2018	2018	Space	1,000.00
Alternate 3	Sat, 12-May-2018 to Fri, 18-May-	Fri, 11-May-	1st Option - Not Holding	418.00 -
	2018	2018	Space	1,000.00
Alternate	Sat, 19-May-2018 to Fri, 25-May-	Fri, 18-May-	1st Option - Not Holding	418.00 -
4	2018	2018	Space	1,000.00
Alternate 5	Sat, 02-Jun-2018 to Fri, 08-Jun- 2018	Fri, 01-Jun-2018	2nd Option	418.00 - 1,000.00

Additional Information Please take note that we have not held the space for your event. If you would like to take an option, we ask you to kindly contact us, to reconfirm availability.

Concessions / **Contractual** Requirements

Please take note that no option has been blocked.

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Key Contact Information

Contact Name Cristina Patrizi Email Address cristina.patrizi@exedra.b

oscolo.com

Organization Boscolo Exedra Phone 0039 06 48938014

Title Mice Sales Executive Fax 0039 06 48938063

Website www.boscolohotels.com

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Sleeping Room Availabilities

Sleeping Room Needs Yes

Met?

Additional Information City tax 7.00 euro per person per night

We are pleased to grant to our Clients the following free services:

- Free Wi-Fi in all Guest rooms, meeting rooms and internal common areas
- N°1 daily bottle of still water (0,50 lt) per room
- Free access to our fitness room
- Porterage IN/OUT Included

Preferred (Sat, 21-Apr-2018 to Fri, 27-Apr-2018)

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

Check-in Date Fri, 20-Apr-2018

Do all guest room rates include breakfast?

Do all guest room rates

include tax?

Applicable Taxes No taxes have been selected

	Any (Run of House)		Single (1 Bed) Qty Rate		Double (2 Beds) Qty Rate		Suite Qty Rate		Staff Qty Rate	
Day	Qty	Rate (EUR)		(EUR)		(EUR)		(EUR)		(EUR)
Fri, 20-Apr-2018									2	300.00
Sat, 21-Apr- 2018	63	396.00					2	1,000.00	2	300.00
Sun, 22-Apr- 2018	63	396.00					2	1,000.00	2	300.00
Mon, 23-Apr- 2018	63	396.00					2	1,000.00	2	300.00

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

	Sleeping Room Availabilities										
Tue, 24-Apr- 2018	63	396.00					2	1,000.00	2	300.00	
Wed, 25-Apr- 2018	63	396.00					2	1,000.00	2	300.00	
Thu, 26-Apr- 2018	63	396.00					2	1,000.00	2	300.00	

Alternate 1 (Sat, 28-Apr-2018 to Fri, 04-May-2018)

Availability 1st Option - Not Holding Space

Check-in Date Fri, 27-Apr-2018

	Any (F	Run of	Single (1	L Bed)	Double	(2 Beds)	Suit	e	Staf	f
Day	House Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)
Fri, 27-Apr-2018									2	300.00
Sat, 28-Apr-2018	63	418.00					2	1,000.00	2	300.00
Sun, 29-Apr- 2018	63	418.00					2	1,000.00	2	300.00
Mon, 30-Apr- 2018	63	418.00					2	1,000.00	2	300.00
Tue, 01-May- 2018	63	418.00					2	1,000.00	2	300.00
Wed, 02-May- 2018	63	418.00					2	1,000.00	2	300.00
Thu, 03-May- 2018	63	418.00					2	1,000.00	2	300.00

Alternate 2 (Sat, 05-May-2018 to Fri, 11-May-2018)

Availability 1st Option - Not Holding Space Check-in Date Fri, 04-May-2018

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Sleeping Room Availabilities

	Any (F		Single (2	L Bed)	Double	(2 Beds)	Suit	е	Staf	:
Day	House Qty	e) Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)
Fri, 04-May-2018									2	300.00
Sat, 05-May- 2018	63	418.00					2	1,000.00	2	300.00
Sun, 06-May- 2018	63	418.00					2	1,000.00	2	300.00
Mon, 07-May- 2018	63	418.00					2	1,000.00	2	300.00
Tue, 08-May- 2018	63	418.00					2	1,000.00	2	300.00
Wed, 09-May- 2018	63	418.00					2	1,000.00	2	300.00
Thu, 10-May- 2018	63	418.00					2	1,000.00	2	300.00

Alternate 3 (Sat, 12-May-2018 to Fri, 18-May-2018)

Availability 1st Option - Not Holding Space

Check-in Date Fri, 11-May-2018

	, ,	House)				Bed)	Double (2 Beds)		Suite		Staff	
				Rate	Qty	Rate	Qty		Qty	Rate		
Day	Qty	Rate (EUR)		(EUR)		(EUR)		(EUR)		(EUR)		
Fri, 11-May-2018									2	300.00		
Sat, 12-May- 2018	63	418.00					2	1,000.00	2	300.00		
Sun, 13-May- 2018	63	418.00					2	1,000.00	2	300.00		

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

	Sleeping Room Availabilities										
Mon, 14-May- 2018	63	418.00					2	1,000.00	2	300.00	
Tue, 15-May- 2018	63	418.00					2	1,000.00	2	300.00	
Wed, 16-May- 2018	63	418.00					2	1,000.00	2	300.00	
Thu, 17-May- 2018	63	418.00					2	1,000.00	2	300.00	

Alternate 4 (Sat, 19-May-2018 to Fri, 25-May-2018)

Availability 1st Option - Not Holding Space

Check-in Date Fri, 18-May-2018

	Any (F	Run of	Single (1	L Bed)	Double	(2 Beds)	Suit	е	Staf	f
		House)		Rate	Qty	Rate	Qty		Qty	Rate
Day	Qty	Rate (EUR)		(EUR)		(EUR)		(EUR)		(EUR)
Fri, 18-May-2018									2	300.00
Sat, 19-May- 2018	63	418.00					2	1,000.00	2	300.00
Sun, 20-May- 2018	63	418.00					2	1,000.00	2	300.00
Mon, 21-May- 2018	63	418.00					2	1,000.00	2	300.00
Tue, 22-May- 2018	63	418.00					2	1,000.00	2	300.00
Wed, 23-May- 2018	63	418.00					2	1,000.00	2	300.00
Thu, 24-May- 2018	63	418.00					2	1,000.00	2	300.00

Alternate 5 (Sat, 02-Jun-2018 to Fri, 08-Jun-2018)

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Sleeping Room Availabilities

Availability 2nd Option

Check-in Date Fri, 01-Jun-2018

	Any (F		Single (2	L Bed)	Double	(2 Beds)	Suit	e	Staf	f
Day	House Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)
Fri, 01-Jun-2018									2	300.00
Sat, 02-Jun-2018	63	418.00					2	1,000.00	2	300.00
Sun, 03-Jun- 2018	63	418.00					2	1,000.00	2	300.00
Mon, 04-Jun- 2018	63	418.00					2	1,000.00	2	300.00
Tue, 05-Jun- 2018	63	418.00					2	1,000.00	2	300.00
Wed, 06-Jun- 2018	63	418.00					2	1,000.00	2	300.00
Thu, 07-Jun- 2018	63	418.00					2	1,000.00	2	300.00



Additional Fees

City EUR 7.00

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Sleeping Room Availabilities

Additional Information Rooms category offered:

63 Classic/Superior rooms

2 Classic/Superior rooms for staff

2 Duplex Junior Suite

City Tax 7.00 euro per person per day

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Meeting Room Availabilities

Additional Information Michelangelo Room: Lcd projector, screen, 2 fixed microphones, 1 wifi microphone,

papers, pens and mineral water

Full day € 2.100 vat included Half day € 1.500 vat included

Start Date Sat, 21-Apr-2018

Day	Time	Agenda Item	Room Request	Room Assignment
Sat, 21- Apr-2018	12:00 AM- 11:30 PM	Staff Office Notes or Exceptions: Start day prior to arrival	5 people 2 24-hour hold	Sala Diana 36 Sq. Mtr., 3 Mtr. ceilings Notes or Exceptions: Complimentary. This room is located on the 1st floor. Day light
Sat, 21- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.
Sat, 21- Apr-2018	6:00 PM- 9:00 PM	Welcome Reception Reception	Reception 120 people	Roof Terrace ■ 892 Sq. Mtr. Notes or Exceptions: It is located on 5th floor € 160 per person, Vat 10% included Welcome Reception - duration 1 hour - following dinner.
Sun, 22- Apr-2018	6:30 AM- 9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace 892 Sq. Mtr. Notes or Exceptions: Reserved area with private buffet
Sun, 22- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Mon, 23-	6:30 AM-	Breakfast	Flow	Roof Terrace 892 Sq. Mtr. Notes or Exceptions: Reserved area with private buffet
Apr-2018	9:00 AM	Breakfast	120 people	
Mon, 23- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.
Tue, 24-	6:30 AM-	Breakfast	Flow	Roof Terrace 892 Sq. Mtr. Notes or Exceptions: Reserved area with private buffet
Apr-2018	9:00 AM	Breakfast	120 people	
Tue, 24- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.
Tue, 24-	11:00 AM-	General Session	Classroom	Sala Michelangelo 135 Sq. Mtr., 4 Mtr. ceilings Notes or Exceptions: € 2,100 Vat 22% included.
Apr-2018	12:00 PM	General Session	60 people	
Wed, 25-	6:30 AM-	Breakfast	Flow	Roof Terrace 892 Sq. Mtr. Notes or Exceptions: Reserved area with private buffet
Apr-2018	9:00 AM	Breakfast	120 people	
Wed, 25- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Thu, 26-	6:30 PM-	Awards Dinner	Rounds of 8	Roof Terrace ■ 892 Sq. Mtr. Notes or Exceptions: € 160 per person, Vat 10% included Welcome Reception - duration 1 hour - following dinner.
Apr-2018	9:30 PM	Dinner	120 people	
Thu, 26-	6:30 AM-	Breakfast	Flow	Roof Terrace 892 Sq. Mtr. Notes or Exceptions: Reserved area with private buffet
Apr-2018	9:00 AM	Breakfast	120 people	
Thu, 26- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.
Fri, 27-	6:30 AM-	Breakfast	Flow	Roof Terrace 8 892 Sq. Mtr. Notes or Exceptions: Reserved area with private buffet
Apr-2018	9:00 AM	Breakfast	120 people	
Fri, 27- Apr-2018	10:00 AM- 7:00 PM	Hospitality Desk Hospitality Desk	Flow	Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.



A/V Needs Michelangelo Room: Lcd projector, screen, 2 fixed microphones, 1 wifi microphone,

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

papers, pens and mineral water

Diana Room: Lcd projector, screen, papers, pens and mineral water

Estimated Costs						
Item	Cost Type	Amount	Quantity	Tax(%)	Tax/Service	Note
Average F&B Costs - Break - AM						
Average F&B Costs - Break - AM	Per Person	EUR 18.00	60		Tax and Service Inclusive	
Average F&B Costs - Break - AM	Per Person	EUR 18.00	60		Tax and Service Inclusive	
Miscellaneous Costs - Parking Fee - Valet	Per Day	EUR 40.00			Tax and Service Inclusive	
Miscellaneous Costs - Resort Fee	N/A					
Transportation Costs - Airport Transportation	Total	EUR 92.00			Tax and Service Inclusive	Private car - One way

Additional Information

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Additional Questions

1. E. Are the proposed rates guaranteed for the dates/year that is being quoted? (Single choice) (Required)

Yes

2. H. Are there any resort fees? If so, please indicate the price and what it includes. If taxable, what %? (Comment) (Required)

NA

3. K. Any weather concerns during the April/May period? What is typical weather pattern these months? (Comment) (Required)

We should be around 20 degrees in April and 25 degrees in May

4. I. Is internet included in room rate? If Not, please advise cost. (Single choice) (Required)

Yes

5. J. What is the F&B tax? Gratuity? (Comment) (Required)

NA

6. Brief list of recommend activities on property or in the area? (Comment) (Required)

In house fitness room available 24 hours on complimentary bases.

We are located in one of the main shopping street of Rome.

Close to Borghese park for jogging

Walking distance from historical monuments

7. S. What is the staff rate and how many staff rooms will you offer? (Comment) (Required)

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

€ '	300	per room.	ner night.	vat 10% and	american	buffet b	reakfast included,	
· ·	\mathcal{I}	DCI IOOIII.	DCI IIISIIL.	Val IO/O alla	annencan	Duilet	il Cakiast III ciaaca.	

2 staff rooms offered

8. T. How many suite upgrades at the group rate will you offer? Please indicate suite type and also the normal cost of these rooms. (Comment) (Required)

NA

9. U. How many complimentary rooms on a cumulative basis will you provide for this group? (Comment) (Required)

NA

10. W. Please advise possible construction, refurbishment, etc. that will be taking place prior to or during the program dates. (Comment) (Required)

None at the moment

11. X. Please also advise recent renovations (Comment) (Required)

February 2017.

12. Y. Please advise potential or confirmed bookings with competitors (Pharma). (Comment) (Required)

None at the moment. Would you please provide me your main competitors?

I will inform you If we receive requests from one of them.

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive

Proposal from Anantara Palazzo Naiadi Rome Hotel

Additional Files					
File Name	Туре	Size	Upload Date		
Meeting Room Plan.pdf	Portable Document Format (.pdf)	2 MB	Wed, 08-Mar-2017		
Boscolo Exedra Rome Brochure.pdf	Portable Document Format (.pdf)	1.94 MB	Wed, 08-Mar-2017		

We will be more than happy to assist you fine-tune your project and to make your event a complete success.

We hope this offer will be at your convenience and remain at your disposal for any further information you may need

We look forward to welcoming you at PALAZZO NAIADI.

Best Regards