


PALAZZO NAIADI

THE DEDICA ANTHOLOGY

RFPBCD16 UCB 2017 Pinnacle Incentive
Proposal from Anantara Palazzo Naiadi Rome 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	Supplier Type	Hotel
Chain	Minor Hotel Group		
Brand	Anantara		
Commission?	Yes - 10.00%		
			
Proposal Introduction	<p>Thank you for your request and for your interest in Boscolo Exedra Roma - Autograph Collection.</p> <p>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!</p> <p>In order to give you some more information about our property we would like to point</p>		

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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-2018	Fri, 20-Apr-2018	1st Option - Not Holding Space	396.00 - 1,000.00
Alternate 1	Sat, 28-Apr-2018 to Fri, 04-May-2018	Fri, 27-Apr-2018	1st Option - Not Holding Space	418.00 - 1,000.00
Alternate 2	Sat, 05-May-2018 to Fri, 11-May-2018	Fri, 04-May-2018	1st Option - Not Holding Space	418.00 - 1,000.00
Alternate 3	Sat, 12-May-2018 to Fri, 18-May-2018	Fri, 11-May-2018	1st Option - Not Holding Space	418.00 - 1,000.00
Alternate 4	Sat, 19-May-2018 to Fri, 25-May-2018	Fri, 18-May-2018	1st Option - Not Holding Space	418.00 - 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.

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Key Contact Information			
Contact Name	Cristina Patrizi	Email Address	cristina.patrizi@exedra.boscolo.com
Organization	Boscolo Exedra	Phone	0039 06 48938014
Title	Mice Sales Executive	Fax	0039 06 48938063
Website	www.boscolohotels.com		

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Sleeping Room Availabilities

Sleeping Room Needs Met? Yes

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)

Availability 1st Option - Not Holding Space

Check-in Date Fri, 20-Apr-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 (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (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
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

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Sleeping Room Availabilities

Thu, 26-Apr-2018	63	396.00					2	1,000.00	2	300.00
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Alternate 1 (Sat, 28-Apr-2018 to Fri, 04-May-2018)

Availability 1st Option - Not Holding Space

Check-in Date Fri, 27-Apr-2018

Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	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

Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	Qty	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

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Sleeping Room Availabilities

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

Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (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
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)

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Sleeping Room Availabilities										
Availability 1st Option - Not Holding Space						Check-in Date Fri, 18-May-2018				
Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (EUR)	Qty	Rate (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)										
Availability 2nd Option						Check-in Date Fri, 01-Jun-2018				
Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	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

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Sleeping Room Availabilities

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

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

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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 <i>Notes or Exceptions: Start day prior to arrival</i>	5 people <input type="checkbox"/> 24-hour hold	Sala Diana <input type="checkbox"/> 36 Sq. Mtr., 3 Mtr. ceilings <i>Notes or Exceptions: Complimentary. This room is located on the 1st floor. Day light</i>
Sat, 21-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>
Sat, 21-Apr-2018	6:00 PM-9:00 PM	Welcome Reception Reception	Reception 120 people	Roof Terrace <input type="checkbox"/> 892 Sq. Mtr. <i>Notes or Exceptions: It is located on 5th floor € 160 per person, Vat 10% included Welcome Reception - duration 1 hour - following dinner.</i>

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Sun, 22-Apr-2018	6:30 AM-9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: Reserved area with private buffet</i>
Sun, 22-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>
Mon, 23-Apr-2018	6:30 AM-9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: Reserved area with private buffet</i>
Mon, 23-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>
Tue, 24-Apr-2018	6:30 AM-9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: Reserved area with private buffet</i>
Tue, 24-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>

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Tue, 24-Apr-2018	11:00 AM-12:00 PM	General Session General Session	Classroom 60 people	Sala Michelangelo □ 135 Sq. Mtr., 4 Mtr. ceilings <i>Notes or Exceptions: € 2,100 Vat 22% included.</i>
Wed, 25-Apr-2018	6:30 AM-9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: Reserved area with private buffet</i>
Wed, 25-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>
Thu, 26-Apr-2018	6:30 PM-9:30 PM	Awards Dinner Dinner	Rounds of 8 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: € 160 per person, Vat 10% included Welcome Reception - duration 1 hour - following dinner.</i>
Thu, 26-Apr-2018	6:30 AM-9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: Reserved area with private buffet</i>

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Thu, 26-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>
Fri, 27-Apr-2018	6:30 AM-9:00 AM	Breakfast Breakfast	Flow 120 people	Roof Terrace □ 892 Sq. Mtr. <i>Notes or Exceptions: Reserved area with private buffet</i>
Fri, 27-Apr-2018	10:00 AM-7:00 PM	Hospitality Desk Hospitality Desk	Flow	<i>Notes or Exceptions: It will be located in the main lobby at ground zero floor. Office room is located on the 1st floor.</i>



A/V Needs Michelangelo Room: Lcd projector, screen, 2 fixed microphones, 1 wifi microphone, papers, pens and mineral water

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

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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	<i>Private car - One way</i>
Additional Information						

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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)

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€ 300 per room, per night, vat 10% and american buffet breakfast included,

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.

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Additional Files				
File Name		Type	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