

## MicroStrategy 2018 Presidents Club

Proposal from Corinthia St. George's Bay

St. George's Bay, St. Julian's, STJ 3301, Malta

### Proposal Details

**RFP Name** MicroStrategy 2018 Presidents Club  
**RFP Code** VFNRSRWD4KD  
**Event Name** MicroStrategy 2018 President's Club  
**Response Date** Tue, 08-Nov-2016 7:13 AM  
**Supplier Name** Corinthia St. George's Bay  
**Chain** Corinthia Hotels  
**Brand** Corinthia Hotels  
**Commission?** Yes - 10.00%

**Proposal Status** Declined  
**Supplier Type** Luxury Hotel  
**Metro Area** Malta

**Proposal Introduction** Thank you for your kind interest in the Corinthia Hotel St George's Bay. We are delighted to send you our proposal for the upcoming Event.

Date Type	Event Dates	Check-In Date	Availability	Rates (EUR)
Preferred	Wed, 04-Apr-2018 to Sat, 07-Apr-2018	Mon, 02-Apr-2018	1st Option - Holding Space Until 30-Nov-2016	216.00

**Additional Information** We have availability on the requested dates

**Concessions or Contractual Requirements** 35% deposit - on confirmation of the group to secure the required accommodation.  
This deposit is non refundable.  
65% deposit - 60 days prior to the group's arrival at the hotel

### Key Contact Information

**Contact Name** Marinella Ciangura  
**Organization** Corinthia Hotels  
**Title** Senior Sales Manager MICE  
**Website** [www.corinthia.com](http://www.corinthia.com)

**Email Address** marinella.ciangura@corinthia.com  
**Phone** 00356 2370 2631

**Additional Information** Kindly note your direct contact person is Marinella Ciangura.

If you require any further assistance please do not hesitate to contact me on marinella.ciangura@corinthia or +356 23702631.

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### Sleeping Room Availabilities

**Sleeping Room Needs Met?** Yes

**Additional Information** The above rates include all taxes and breakfast in our main restaurant. All our rooms are seaview and there are no hidden costs or supplements. Eco tax of Euro 0.50c per person per night is not included.

**Preferred (Wed, 04-Apr-2018 to Sat, 07-Apr-2018)**

**Availability** 1st Option - Holding Space Until 30-Nov-2016

**Check-in Date** Mon, 02-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)
Mon, 02-Apr-2018									2	190.00
Tue, 03-Apr-2018									2	190.00
Wed, 04-Apr-2018	120	216.00							2	190.00
Thu, 05-Apr-2018	120	216.00							2	190.00
Fri, 06-Apr-2018	120	216.00							2	190.00
Sat, 07-Apr-2018	120	216.00							2	190.00
Sun, 08-Apr-2018									2	190.00

**Additional Fees**

**VAT** 18.000%

**Additional Information** N.A.

### Meeting Room Availabilities

**Additional Information** All meeting rooms have natural daylight, no pillars and are on the same floor. Complimentary WIFI in all meeting rooms.

**Start Date** Wed, 04-Apr-2018

Day	Time	Agenda Item	Room Request	Room Assignment
Wed, 04-Apr-2018	6:00 PM-10:00 PM	<b>Welcome reception</b> Reception <i>Notes or Exceptions: Welcome reception, Casual reception</i>	240 people	<b>Lower Pool Deck</b> • 400 Sq. Ft.
Thu, 05-Apr-2018	8:00 AM-2:00 PM	<b>Team Building Activity and Lunch</b> <i>Notes or Exceptions: This event may be held offsite</i>	240 people	<b>[Room Assignment TBD]</b> <i>Notes or Exceptions: we suggest to do this offsite, we can assist you with ideas</i>
Fri, 06-Apr-2018	6:00 PM-10:00 PM	<b>Awards dinner</b> Dinner <i>Notes or Exceptions: Awards Dinner, rounds of 8-10, stage, podium, microphone, screen</i>	<b>Rounds (Room Required)</b> 240 people	<b>Fortress Suite</b> • 322 Sq. Ft., 4 Ft. ceilings

**A/V Needs** Data Projector- 135.00 euro, Podium including mic- 70.00 euro, Screen- 45.00 euro, Flipchart- 35.00euro, Roving/ Table mic- 40.00 euro, PA System- 140.00 euro, Free Wi-Fi access for all delegates

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**Estimated Costs****Total F&B Minimum** EUR 30,000.00

Item	Cost Type	Amount	Quantity	Tax(%)	Tax/Service	Note
Average F&B Costs - Breakfast - Buffet	Included in Package					
Average F&B Costs - Breakfast - Continental	Included in Package					
Average F&B Costs - Breakfast - Plated	N/A					
Average F&B Costs - Dinner - Buffet	Per Person	EUR 30.00			Tax and Service Inclusive	
Average F&B Costs - Dinner - Plated	Per Person	EUR 40.00			Tax and Service Inclusive	
Average F&B Costs - Lunch - Buffet	Per Person	EUR 25.00			Tax and Service Inclusive	
Average F&B Costs - Lunch - Plated	Per Person	EUR 35.00			Tax and Service Inclusive	
Average F&B Costs - Reception - Beverage	Per Hour	EUR 12.00			Tax and Service Inclusive	
Average F&B Costs - Reception - Food	Per Person	EUR 35.00			Tax and Service Inclusive	
Miscellaneous Costs - Facility Fee	N/A					
Miscellaneous Costs - Resort Fee	N/A					
Rental Costs - General Session	Complimentary					
Transportation Costs - Airport Transportation	Minimum	EUR 23.00			Tax and Service Inclusive	

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### Additional Questions

**1. Rates quoted are applicable \_\_\_\_ days pre-meeting. (Comment) (Required)**

4

**2. Rates quoted are applicable \_\_\_\_ days post-meeting. (Comment) (Required)**

4

**3. Web address for meeting space detail? (Comment) (Required)**

[http://www.corinthia.com/hotels/malta/malta\\_stgeorgesbay/meetings-and-events/interactive-room-plan/](http://www.corinthia.com/hotels/malta/malta_stgeorgesbay/meetings-and-events/interactive-room-plan/)

**4. Total number of rooms on property? (Comment) (Required)**

250 rooms

**5. Please select your current Forbes and/or AAA Rating? (Multiple choice) (Required)**

5 Star, 1 Diamond

**6. Will the meeting room rentals be waived? If not, what rates will apply? (Comment) (Required)**

main plenary is offered complimentary based on a minimum of 100 rooms

**7. Is there a charge for self and/or valet parking per day? Please indicate amounts. (Comment) (Required)**

Euro 3.00 per 24 hours parking, no valet parking

**8. What is your nearest major airport and what is the distance (both miles and time)? What are the round trip shuttle and/or taxi costs? (Comment) (Required)**

Malta International Airport and it is 12 km away 20 minutes by taxi.

The taxi costs 23 Euro per trip for up to 3 pax

**9. What amenities and activities does your hotel have on or near the property? (Comment) (Required)**

Tennis, football pitch, spa facilities with indoor heated pool. sandy beach, night life, restaurants, bowling. all at walking distance

**10. What renovations have your property either recently completed or has on schedule? (Comment) (Required)**

nothing at the moment

**11. The group is looking for the following concessions, please indicate if your property can confirm these concessions?**

\*1/45 comp room policy (cumulative)

\*Up to 8 suites at reduced rate (1 of the suites comp and one VERY high end)

\*2 staff rooms at 50% off group rate

\*8 VIP amenities, comp, resort choice

\*Complimentary pre keyed check in on main arrival day, for 6 hours, based on 180 ppl

\*Complimentary drink at check in

\*Complimentary Internet access in guestrooms

\*2 complimentary bottled waters in each sleeping room daily

\*No surcharge for outdoor functions

\*Complimentary in room baggage pull upon request

\*Complimentary meeting space (Comment) (Required)

we are pleased to offer the following concessions

1/45 comp room, not cumulative

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3 comp upgrades including executive facilities

WIFI comp

welcome non alcoholic drink

2 comp bottles of water on day of arrival

no surcharge for outdoor functions held in the hotel

complimentary main plenary

**12. Please indicate if your property can accommodate a yacht with the following specs-(not a deal breaker)**

**Beam: 30' 2"**

**Length: 146' 6"**

**Draft: 8' 10" (Comment) (Required)**

we have our own private jetty, so yacht can come by the Jetty or in front of the hotel

**13. HelmsBriscoe will be paid a placement fee which is non-cancelable and non transferable to any other party for the booking of this meeting. HelmsBriscoe is acting with full consent and the client is aware of the placement fee payable to HelmsBriscoe by your organization. (Multiple choice) (Required)**

I agree that HelmsBriscoe will be paid a placement fee

**14. Indicate your agreement to the placement fee by providing your name, title and the date of your response in the area below. (Comment) (Required)**

Marinella Ciangura

Senior Sales Manager MICE

8th November 2016

**15. Accounts Payable Contact First & Last Name: (Comment) (Required)**

Maryrose Borg

**16. Accounts Payable Phone Number: (Comment) (Required)**

00356 23702618

**17. Accounts Payable Email Address: (Comment) (Required)**

maryrose.borg@corinthia.com

**18. Accounts Payable Fax: (Comment) (Required)**

00356 23702625

**19. Please indicate in the space below your contact name, hotel address, phone number, and email address - if it differs from the contact information on the response sheet provided in this RFP. (Comment)**

Marinella Ciangura

Corinthia ST.George

St.George's Bay

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St.Julian's

STJ3301

marinella.ciangura@corinthia.com

00356 2370 2631

00356 99203111

### Additional Files

File Name	Type	Size	Upload Date
<a href="#">Upper &amp; Lower Pool Deck 2.JPG</a>	Image (.jpg)	5.6 MB	Tue, 08-Nov-2016
<a href="#">Corinthia Hotel St Georges Factsheet.pdf</a>	Portable Document Format (.pdf)	1.47 MB	Tue, 08-Nov-2016