

# GLOBALCYNERGIES™

WORLDWIDE HOTEL AND VENUE SOURCING  
*Consult. Compare. Negotiate.*



WORLDWIDE  
HOTEL & VENUE SOURCING  
FOR MEETINGS AND EVENTS



**Message From CEO/Founder**

**Our Services**

**Benefits to YOU**

**Products Designed for YOU**

**Why Choose Us**

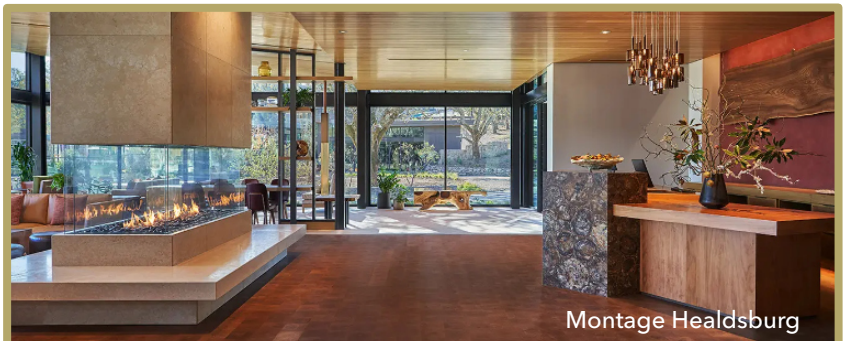
**Our Team**

**Meeting Needs**

**Got a Meeting? - Get a Quote.  
(No Cost to you!)**

# WHO IS GLOBAL CYNERGIES?

Sourcing a hotel or venue in today's marketplace can be time consuming and expensive. Comprised of experienced professionals from all over the world, Global Cynergies (GC) is a well-respected provider of hotel/venue selection and contracting services for meetings and events. With industry relationships in over 150 countries, state of the art technology tools, and extensive knowledge based on years of experience, Global Cynergies' methodology is guaranteed to save you time and money - all at no cost to you!





1. **OPERATE WITH HIRE PRINCIPLES**  
*Honesty, Integrity, Respect, Earned Trust.*
2. **SELECT THE BEST**  
*Global. Experienced. Smart.*
3. **MEET NEEDS**  
*Clients, Team, Suppliers, Communities.*
4. **BUILD COMMUNITY**  
*Connect. Communicate. Collaborate.*
5. **MAKE A DIFFERENCE**  
*Lives, Communities, The World.*

*Mic 6:8 ...To act justly and to love mercy and to walk humbly with your God.*

## ■ Message from Pat Durocher CEO and Founder

I have experienced many changes in this industry over the past 20+ years, but none as impactful as the pandemic crisis in 2020. When Global Cynergies was founded in 2008, it was with the vision to create a global community of empowered professionals who would share the same values of honesty, integrity, respect, and earned trust with each other, our clients, industry partners and communities.

From our technology platforms to our procurement methodology; from our consultative approach to our focus on relationships; from our ability to stand alongside our clients and industry partners in a crisis to our commitment to find acceptable solutions; we are committed to providing relevant services whether your meeting is across town or in another part of the world.

Now, more than ever, I could not be prouder of our global team. Experience the Difference!

## OUR SERVICES



### HOTEL & VENUE SOURCING - WORLDWIDE

- Present options to fit YOUR criteria and budget
- Global reach/local knowledge
- Global Hotel/Venue relationships



### CONTRACT ASSISTANCE

- Rates. Dates. Space.
- Concessions
- Relevant Industry Terms & Conditions



### TIME & COST SAVINGS

- Average of 10-25% savings
- Comparative report of options
- Added purchasing power
- Hotel Special Offers



### SOLUTIONS & SUPPORT

- Virtual/Hybrid solution providers
- Networks - Apps, AV, DMC, and more
- Cancellation/Attrition mitigation support
- Site inspection assistance
- Help when you need it!

GLOBAL. EXPERIENCED. SMART.

# BENEFITS TO YOU



Use Our Time  
to Save Your  
Money

## HOW MUCH DOES IT COST?

Nothing! Our services are paid for by the hotel/venue which is standard industry practice. However, these charges are NOT passed on to you.

We earn our clients the best possible rate by utilizing competitive bidding, keen negotiating skills, proprietary methodology, and industry connections.

## Benefits to YOU:

- Substantial savings in time and money.
- No contracts - We earn your business one meeting at a time.
- Added purchasing power and program value.
- Objectivity - We work for you, not the hotel/venue.
- Assist with problem resolution and penalty mitigation.
- Diversity - Certified Women's Business Enterprise.

## GC Methodology:

- Collect and organize program requirements.
- Submit and collect RFP responses.
- Present viable options for your consideration.
- Assist with contract negotiations to achieve the most favorable terms & conditions.
- Help with site inspection arrangements.
- Coordinate handover to conference services.

# OUR PRODUCTS

COMPARATIVE REPORT SUMMARY		
CORP FALL Chicago, IL August 2020 Report Prepared on 05-Jun-20		
Chicago Marriott Downtown Magnificent Mile	Embassy Suites by Hilton Chicago Downtown Magnificent Mile	Hyatt Centric Chicago Magnificent Mile
<a href="#">View Website</a> 14-16 August 2020	<a href="#">View Website</a> 14-16 August 2020	<a href="#">View Website</a> 14-16 August 2020
\$34,515.60 \$3,000.00 \$42,525.00	\$35,304.53 \$0.00 \$15,889.50	\$39,249.17 \$0.00 \$35,437.50
<b>\$80,040.60</b>	<b>\$51,194.03</b>	<b>\$74,686.67</b>
\$34,020.00 \$28,000.00 \$6,020.00	\$14,850.00 \$24,000.00 <b>-\$9,150.00</b>	\$28,350.00 \$25,000.00 \$3,350.00
<small>One (1) 40 comp rooms; 85% Attrition; Free-Week Cutoff Date; Discounted King Room Rental of \$900+ per day for General Session; 10% Discount off of listed menu pricing. Excluding custom menus. Minimum must be achieved for event to apply; 10% Discount Off for AV; Discounted Mobile Phone In use Event</small>	<small>One (1) 40 comp rooms, Corner King Suite upgrades at group rate and comp amenities for VIPs; No service charges for outside vendors; 20% off AV with PSAV; 50% off self-parking; Double Hilton Honors Points to Meeting Planner AND agent</small>	<small>1-40 Complimentary room pool rate three days pre/post, base availability; 3 Complimentary upgrades at the group rate; 20% on audio visual rental items (Excludes AV); Complimentary basic WIFI in rooms</small>

## COMPARATIVE ANALYSIS REPORT

Decision making made easy! We make it easy for you to compare the applicable hotel and venue options for a program by providing a comparative report that compiles all venue responses and assimilates the data into an “apples to apples” comparison that includes an Executive Summary, as well as a detailed report that drills down to the specifics. This report provides an objective overview of competitive options and serves as a starting point for contract negotiations.

## COST SAVINGS ANALYSIS

Count the savings! Meetings for one planner to dozens, sourced from one location or many; we can track the savings! Global Cynergies prepares a cost savings report for a specific program or series of programs that outlines the savings based on the original bid through to final costing, including all quantifiable elements. Our data shows that average cost savings for our clients have ranged from 10 to 25%, with some as high as 45%.

GLOBALCYNERGIES™					
COST SAVINGS REPORT					
Quantity	Original Quoted Program Cost	Contracted Program Cost	Total Item Savings	Savings %	Comments
150	22,500.00	21,000.00	1,500.00	7%	
55	9,900.00	9,350.00	550.00	6%	
25	3,750.00	3,000.00	750.00	20%	
3	900.00	420.00	480.00	53%	
3	420.00	0.00	420.00	100%	
	<b>37,470.00</b>	<b>33,770.00</b>	<b>3,700.00</b>	<b>10%</b>	
210	5,250.00	4,200.00	1,050.00	20%	
120	1,800.00	1,440.00	360.00	20%	
180	5,400.00	4,500.00	900.00	17%	
180	13,500.00	9,900.00	3,600.00	27%	
60	2,400.00	2,100.00	300.00	13%	
	<b>28,350.00</b>	<b>22,140.00</b>	<b>6,210.00</b>	<b>22%</b>	
1	3,000.00	1,500.00	1,500.00	50%	
4	1,200.00	0.00	1,200.00	100%	
	<b>4,200.00</b>	<b>1,500.00</b>	<b>2,700.00</b>	<b>64%</b>	
0	0.00	0.00	0.00	0%	
	<b>600.00</b>	<b>0.00</b>	<b>600.00</b>	<b>100%</b>	
	<b>600.00</b>	<b>0.00</b>	<b>600.00</b>	<b>100%</b>	
	<b>70,620.00</b>	<b>57,410.00</b>	<b>13,210.00</b>	<b>19%</b>	
	<b>1.16</b>				
	<b>3.60</b>				

Let Us  
Go to Work For You

**CONTACT US**



# WHY CHOOSE US

## INDUSTRY TESTIMONIALS



"The Global Cynergies team makes it easy for Dolce to collaborate for the best results. They are focused, interactive and professional. We find them to be true partners!"

**Teresa White**  
Senior Director,  
Global Sales  
WYNDHAM HOTEL GROUP



"I highly recommend Global Cynergies for your next hotel search. Whether it is for a small group meeting or a large conference, they will ensure that your time is spent efficiently and will make you look good!"

**Jihane K. Rohrbacker**  
Executive Director  
SPECIAL NEEDS ALLIANCE



"The Global Cynergies team is very professional and knowledgeable. They take the time to understand their clients' needs which makes it easy to work with them to find the best solution efficiently."

**Carlos Sosa**  
Director of Group Sales  
MELIA HOTELS  
INTERNATIONAL



"Woman-founded and operated, Global Cynergies exemplifies the ideal company for all your hotel and venue sourcing needs. A leader in its field for a reason, their team went above and beyond for our small nonprofit regional theater when COVID-19 derailed our bespoke plans to visit Paris. From the Director of Global Accounts to Founder and CEO, we always felt that we were in great hands; they were by our side assisting in every step along the way during a cancellation with a less than desirable response from a third-party vendor. Attention to detail, experience, and their compassion speaks volumes!"

**Morgan Tucker**  
SIGNATURE THEATRE

# ■ OUR TEAM

Global Cynergies' is a "relationship" company. We are not so big that you get lost in the shuffle and not so small that we can't take advantage of economies of scale. Moreover, we really are experts at what we do - hotel and venue selection anywhere in the world; and we do it in a way that quietly gets the job done; one meeting at a time. In addition, we are building a community of world-wide team members that want to be part of something that collectively provides value to all constituents, operates with ethical business practices, and does something "good" for the communities we work and live in. Experience the difference. Pat Durocher, CEO



Our team members are carefully selected based on their experience, reputation, drive and character. Global Cynergies is comprised of diverse nationalities and personalities from all over the world - all with a desire to work together to achieve the best result possible for our clients.

If you or anyone you know may be interested in learning more about joining our team; [contact us today!](#)

"Being part of the Global Cynergies team means I have the benefits of a respected brand in the industry as well as the support of a corporate team that provides me with the sourcing tools and industry relationships that I could never develop or deliver on my own. Global Cynergies truly cares about my success and provides the support I need to reach my professional goals."



Amy Durocher, Sr. Director, Global Accounts  
Arizona, USA

"I did considerable research before joining Global Cynergies and at the end of the day there were many factors that convinced me they were the best fit for me. They are a growing company with a good reputation in the industry; they provide excellent procurement and back office assistance; and most importantly I felt comfortable with their business philosophy and management style - I know their goal is to help me be successful!"



Claudia Aug Director, Regional Accounts  
Aix-en-Provence, France

"Coming to work for Global Cynergies has, without a doubt, been the best professional decision I have ever made. I just passed my 9-year anniversary and every day I still look forward to coming to work just as much as I did on my first day. I can absolutely see myself doing this for many years to come, from wherever I am."



Nina Rexroat, Director, Global Accounts  
Czech Republic

"Global Cynergies allows me to work together with colleagues from around the world while living my dream as an independent, international hotel and venue finder."



Luna Hanh Nguyen, Global Account Manager  
HCMC, Vietnam



# MEETING NEEDS



## IN GLOBAL COMMUNITIES

Meeting the needs of our clients, team members, and suppliers is always a top priority. In addition, Global Cynergies is committed to meeting needs in communities around the world by working with our industry partners to support a local charity in cities where we have team meetings. We also donate a percentage of our income to organizations that meet the needs of the disadvantaged in their respective communities.

### Feed My Starving Children (FMSC)

Food packing for children worldwide

### Rescue Mission's Code Red Campaign

Local water/food campaign drive.

### Local Communities

Over 23,000 items donated

### Andre House

Volunteers prepare and serve hot meals to the homeless population in the Phoenix area.



NO  
COST TO YOU



Let our experienced, friendly team of hotel and venue sourcing experts find the best solution for your next meeting - at no cost to you. Simply complete our form and we will contact you to get things started.

With industry relationships in more than 150 countries, state of the art technology tools, and extensive knowledge based on years of experience, Global Cynergies' methodology is guaranteed to save you time and money.

**Got a Meeting? Get a Quote!**