



Strategy Workshop

presented by

Consulting Plus

(a division of Hotelscene Ltd)

Purpose

A Strategy Workshop is a one-day event designed to tease out all the issues facing corporate procurement. If you are attempting to formulate cost effective and realistic rate programmes for your lodging requirements, a Strategy Workshop will give you the chance to review processes and procedures, challenge your existing beliefs and take a fresh look at the options open to you. The event will help you develop a strategic 'road map' to identify and meet achievable objectives.

Objectives

Review current processes, procedures and policies – establish 'where we are'.

Review objectives and expectations – establish 'where we want to be'.

Assess the viability of objectives, manage expectations – agree 'how we get there'.

Format

Facilitated and led by Consulting Plus, the day will also require the input and participation of all delegates to reach workshop objectives.

Maximum number of attendees	10
Venue Requirements	Boardroom style layout, with LCD projector, 2 flip charts and pens (with fixings for wall hanging), and Post-It notes.
Fee	Please contact information@hotelscene.co.uk

Fees are inclusive of pre-preparation and delivery of full notes on outputs and actions. Fees exclude VAT, travelling expenses and the cost of the venue, equipment hire and refreshments.

Workshop Content

Introductions

Positioning: Objectives and expectations for the session

Industry Trends: Overview of the market
Issues and challenges

Objectives: Corporate)
Sponsor) how do these fit together?
Stakeholders)

Communications: Internal Who are the stakeholders?
How do you engage them?
Roles and responsibilities
External Who are the stakeholders?
How do you engage them?
Roles and responsibilities

Supplier relationship management

Current Process and Procedures:	Programme management)	
	Contracting)	Transient
	Communication)	& Group
	Fulfilment)	

Travel policy Does it relate to / support objectives outlined above?
Inclusions / exclusions and implications
HSSE (Health, Safety, Security, Environment) issues and requirements

Data: What's available?
How to get more
What does it tell us?

Reporting: What / how / when?

Compliance: Benefits, opportunities and implications
Reporting and management

Hotel Programme Development Process (Stage by stage value / benefits):

Strategic Planning
Data Sourcing and Consolidation
Data Analysis and Validation
Rate sourcing
- e-auction
Bid evaluation and negotiation
- BAR / Flexible Pricing
- Extended contract period
Implementation

Total cost of stay: Scenario modelling
Considerations / opportunities

Extended Stay: Requirements / opportunities / options

Review of session objectives

Next steps / actions

Close

Why Consulting Plus?

At Consulting Plus the focus is on developing workable solutions to the many issues that face our clients, and to give a fresh perspective on old problems.

We give our clients a structure to work to, a strategy that will deliver their objectives, and our extensive knowledge and experience to draw on so that they are in the best possible position to deliver that strategy.

For more information, or to book your Strategy Workshop, please contact:

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