

CUSTOMARY HOTEL CONCESSIONS

IEEE Meetings, Conferences and Events prepared this list of the most common and valuable hotel concession to assist organizing committees during negotiation discussions.

Prioritize concessions based on each meeting's specific need, are negotiable, and subject to hotel's valuation of the meeting.

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- Discounted staff rooms
 - Sleeping rooms at prevailing government rates
 - Suite or Club Floor upgrades at group rate
 - Complimentary/Discounted hospitality suites
 - VIP in-room amenities
 - Late check out for VIPs/staff
 - VIP transportation
 - Complimentary meeting room or sleeping room for pre-planning purpose (prior to conference date)
 - Complimentary/discount food & beverage functions
 - Complimentary/discounted parking
 - Discount off published banquet menus
 - Discount off published AV prices
 - Complimentary entry to health/fitness club
 - Complimentary microphones in meeting room
 - Complimentary power strips
 - Complimentary phone and outside phone line at registration desk
 - Complimentary 800 number phone calls/local calls
 - Complimentary/Discounted [wireless] guest room internet
 - Complimentary/Discounted wireless internet in meeting rooms