

VENUE PROCUREMENT

Crisis Management Case Study

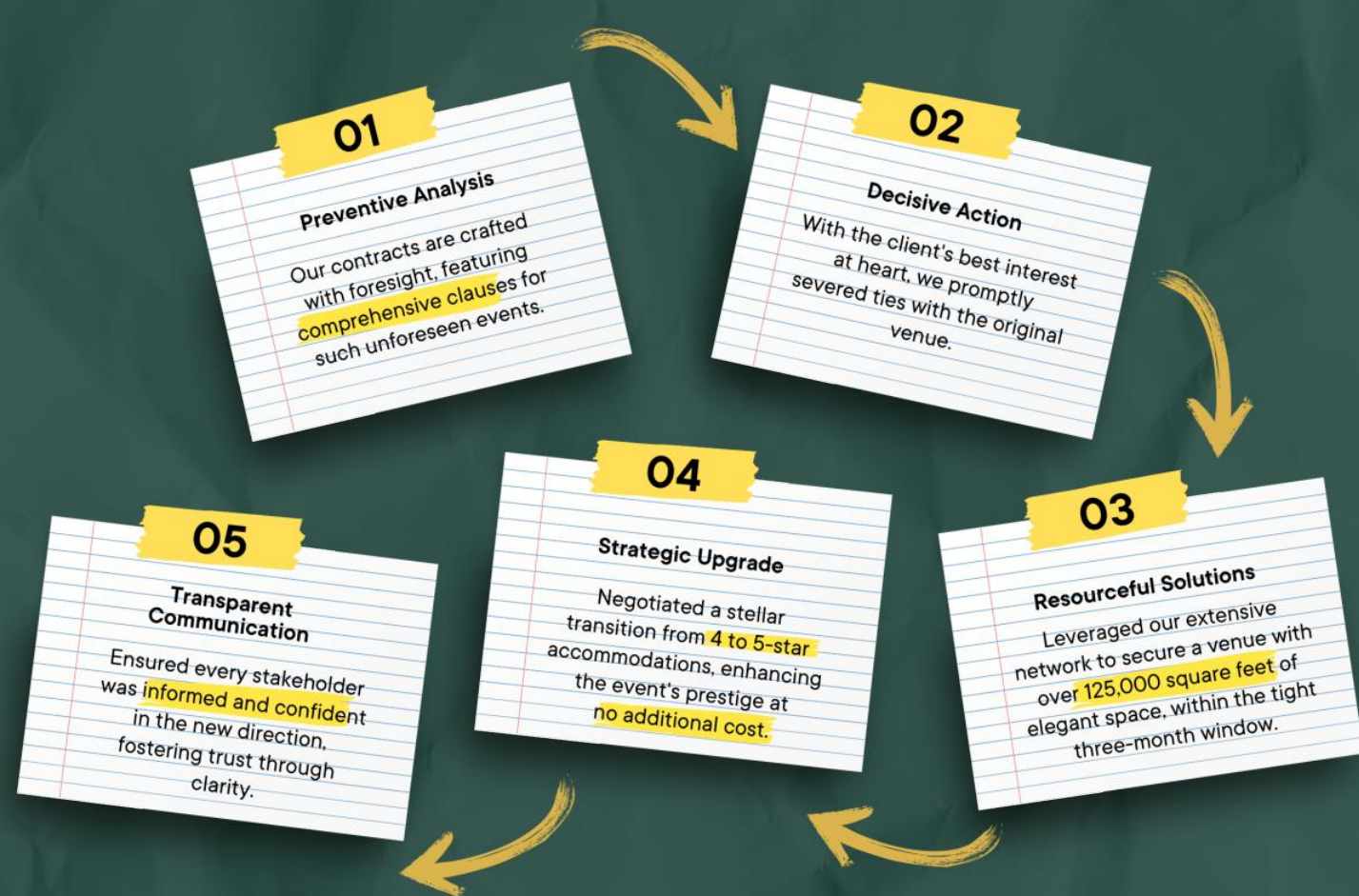
When the unexpected struck and our contracted venue's construction timeline was extended, we saw not an obstacle, but a test of our resilience and readiness. With only 90 days before our client's annual conference, we quickly had to pivot to find a new venue that could accommodate a large group. This was an opportunity to showcase the robustness of our crisis management protocols.

125,000 square feet of space

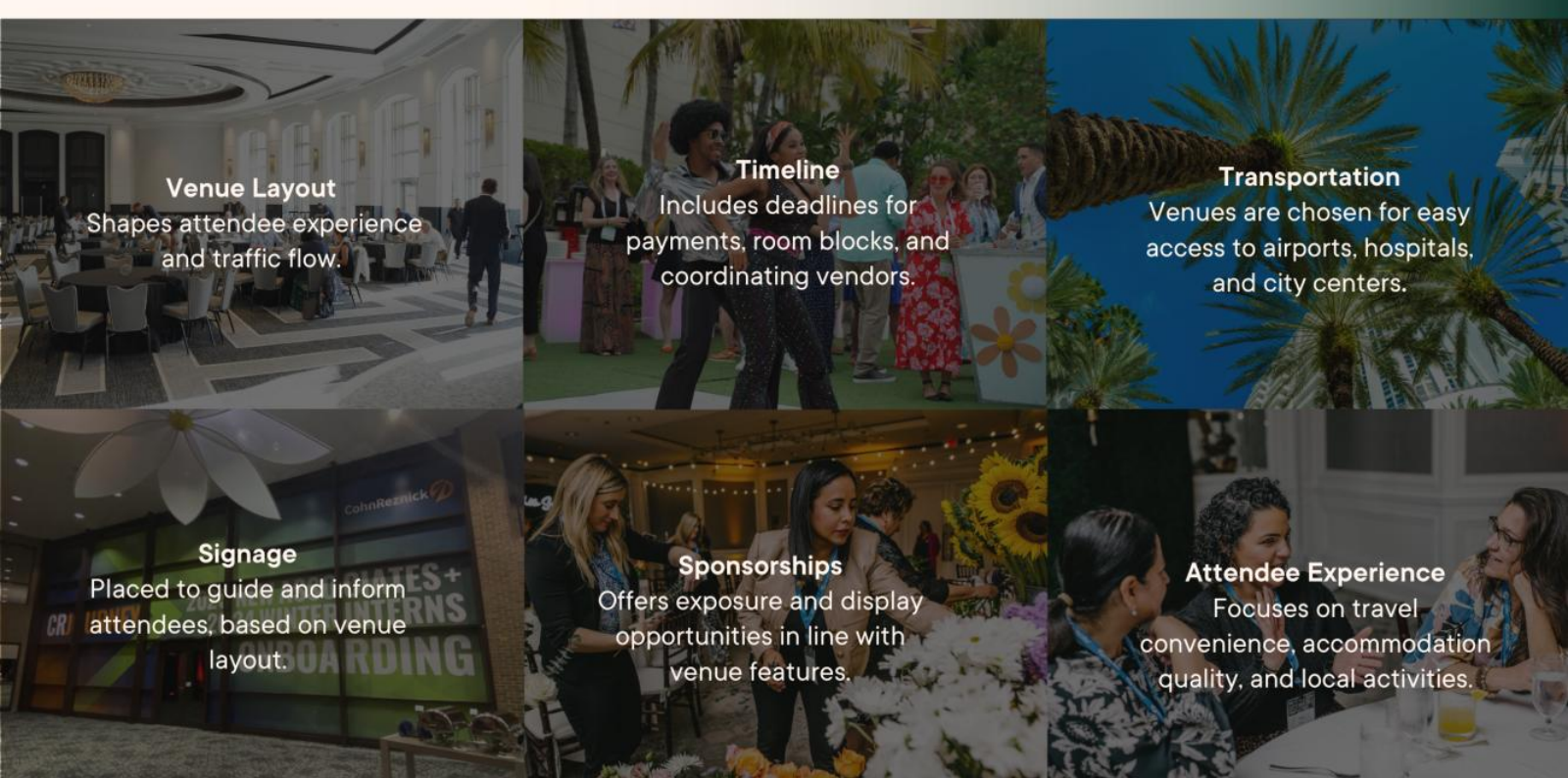
800+ attendees

1600+ total room nights

Here's how Paragon Events came ready:



Transparent partnerships pave the way for smooth sailing through turbulent times.



AND THEN WHAT HAPPENED?

We turned this challenge into a win for our client, successfully transitioning the program location, communicating clearly with attendees and using smart negotiations to further cut costs. Paragon Events' skilled handling of the contracts led to even more savings.

\$110,000

cost-saving, redirecting potential losses into a budget surplus.

10%-15%

deeper discount for food and beverage.

Eliminated Extra Fees

Successfully removed costs for WiFi, rigging, & shipping, enhancing overall budget efficiency.

Custom Pricing Achieved

Exclusive deals on breakfast buffets, service fees, and a signature fireworks show.

Event planner's tip:

Industry best practices dictate that contracts include a clause for construction and renovation to ensure programs run smoothly. Prompt communication is key to resolving any breaches, preventing financial disputes or contract termination.

WHEN THINGS GO LEFT, WE GO RIGHT

At Paragon Events, we turn venue crises into victories. Specializing in crisis management and venue procurement, we expertly navigate unexpected challenges, transforming them into opportunities for savings and superior experiences. With our solution-focused approach and financial acumen, we ensure your event thrives, no matter the hurdles. Ready to pivot from problem to perfection? Partner with us.

Reach out today and let's make your event unforgettably right.