

Top 10 Audio-Visual Negotiation Points

At Sight & Sound Audio-Visual we believe that high quality Audio-Visual services don't need to come with a highly priced A-V quote. All our clients should be receiving an incredible value on our services. Hotels and convention spaces usually have in-house vendors that are often times providing inflated A-V quotes, have hidden fees, and often provide terms that are difficult to understand. We're here to make you look good and we can help you with dramatic savings by letting you know 10 key points to consider when negotiating for your event, even if you don't choose our services.

1) Are there penalties, liaison fees, or supervisor fees for using an outside A-V company?

If you're able to negotiate these fees, make sure this is reflected in your contract. If the venue will not negotiate, insist that if your preferred A-V company follows venue standards, these fees are waived. You can save up to 100% of your fees by remaining firm on this point.

2) Is this an A-V Union Venue?

This is an important question because union fees are often overlooked and can drastically increase your budget. Full disclosure with A-V production quotes which include estimated union labor will allow you to lock in rates and avoid inflated pricing or surprises. If the venue is a "Union House" which includes union audio visual charges, request these charges be quoted at a fixed rate.

3) Does the hotel charge for power in the meeting space?

If the hotel charges for power, request for it to be free! There's no harm in asking and if the venue will not "comp-it", ask for a blanket discount of 25% or more.

4) Verify there are no charge to plug in to wall outlets.

Wall outlets should be free as they are typically an existing part of the venue and don't require additional labor, materials or setup.

5) Ask to waive service charges and technology support fees.

If the venue does not waive the fees, ask for a discounted rate. Here, we'd suggest for you to aim for reducing 10% to 30% off your bill.

6) Is there free connection to the in-house sound?

If the answer is “No,” then ask for a free connection. Again, if it's not possible, then ask for a discounted rate. If it is, LUCKY YOU! You probably won't have to spend a dime on audio!

7) Wi-Fi, spa days, and room rental for early load-in should be free.

After all, you are going to be generating the venue quite a bit of revenue. If you can't get it for free, ask for a discounted rate.

8) Ask for the venue to cover rigging fees.

If the venue tells you “No,” ask for fixed weekly rigging points. For example, if rigging is \$350 a day, ask for the weekly \$200 rate.

9) Ask to remove overtime fees.

If the venue won't remove these fees, try asking for them to be applied only after 8 straight hours.

10) If a company's FIRST quote is better than the hotel's, honor it.

Hotels will often come down a considerable amount to compete with an outside vendor's pricing as they receive sizable commissions from the in-house Audio-Visual provider. These commissions paid to the venue may even be in excess of 40% of the total the A-V provider is charging you. Ask yourself why they charged you so much in the first place!

Notes:

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