

The State of M&E Payments

and the Opportunity for More Transparency, Insight and Automation



onyx
CenterSource™



Meetings and Events are a critically important business for hotels across the globe.

\$500B
GLOBAL M&E MARKET

1/3

AVERAGE AMOUNT OF TOTAL HOTELIER REVENUE THAT M&E PROVIDES

With so much revenue on the line, current manual information transfer and payment tracking processes can have a negative impact on the bottom line:



LARGE ADMINISTRATIVE OVERHEAD



INCREASED ERRORS IN PAYMENT PROCESSING



MORE ROOM FOR CONTRACT DISPUTES



LOST BUSINESS AND COMMISSIONS

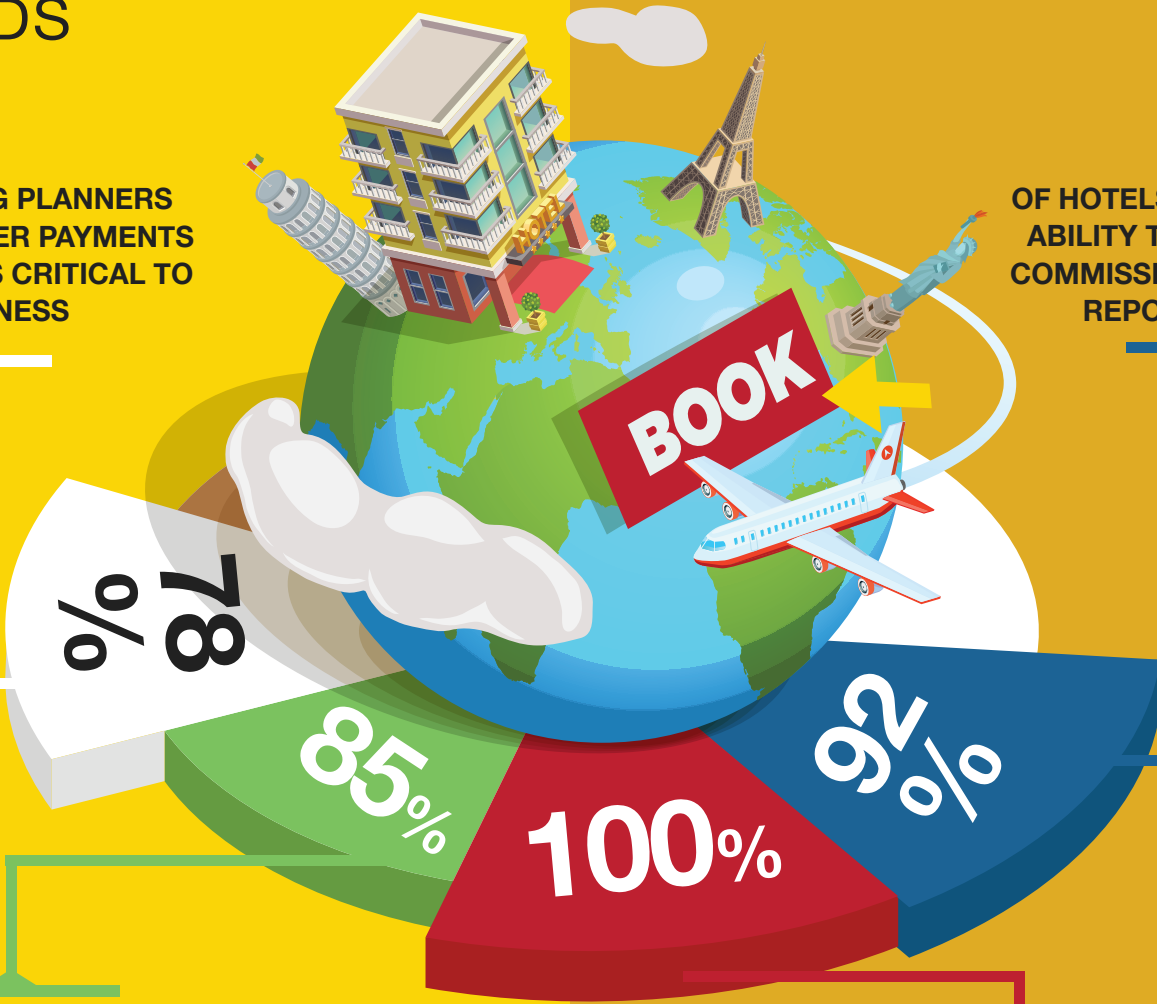
Onyx CenterSource recently took the pulse of meeting planners and leading hoteliers to assess their payment needs.*

EVENT PLANNER NEEDS

HOTEL NEEDS

87% OF MEETING PLANNERS SAY A FASTER PAYMENTS PROCESS IS CRITICAL TO THEIR BUSINESS

92% OF HOTELS WANT THE ABILITY TO MONITOR COMMISSIONS WITH A REPORTING TOOL



85% OF MEETING PLANNERS WANT TO SPEND LESS TIME HANDLING COMMISSIONS

100% OF HOTELS WANT TO STREAMLINE THEIR PAYMENT PROCESS

*2016 Onyx M&E Working Group Survey

INTRODUCING GROUPPAY™

GroupPay is an industry first, patent pending, comprehensive payment tool that lets hotels and event planners work better together for the good of their businesses.



1. Upload and track contract details in one central location



2. Get a real-time view of RSVP and event status



3. View dashboard with at-a-glance summary of outstanding action items



4. Eliminate discrepancies with auto compare feature that syncs booked and stay data



5. Automate authorized commission payments