



# SERVICED APARTMENT AWARDS 2023

# MARCH 2023 LONDON

#SAAwards



**300+**  
*hospitality  
leaders from  
across the  
globe*

*Powered by:*



Travel Intelligence Network



## ABOUT THE EVENT - A NOTE FROM THE EDITOR



The Serviced Apartment awards 2023 will be the 8th consecutive year of the only global serviced apartment, aparthotel, extended stay and short term rental industry! The awards have grown year on year, even during the pandemic and recognise excellence at individual and corporate level and provide the perfect opportunity for the industry to meet.

The awards are judged by an independent panel consisting of travel buyers, journalists, architects, investors, designers and service providers. Three categories - Rising Star, Industry Inspiration and Travel Buyer of the Year - are voted for by Serviced Apartment News readers via an online poll.

Entry is free of charge and is open to all serviced apartment operators, owners and service providers.

The awards are presented at a glittering black tie gala dinner ceremony in London, which is attended by more than 300 of the industry's leading decision makers and innovators. The night is stand-out in the industry calendar and is an incredible networking opportunity and a chance to recognise excellence at individual, property and company level.

George Sell, Editor-in-chief &  
Head Judge Serviced Apartment Awards  
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## There are 19 categories:

- Best Operator 1 to 50 units
- Best Operator 51 to 200 units
- Best Operator 201+ units
- Best Property 201+ units
- Best Property 1 to 20 units
- Best Property 21 to 70 units
- Best Property 71+ units
- Best Architecture
- Best Interior Design
- Best Marketing or Branding Campaign
- Best Use of Social Media
- Best Short-term Rental Platform/Operator
- Best Use of Technology
- Best Apartment Agent, RMC or TMC
- Best Service Provider
- Rising Star (voted for by Serviced Apartment News readers)
- Industry Inspiration (voted for by Serviced Apartment News readers)
- Travel Buyer of the Year (voted for by Serviced Apartment News readers)
- Sustainability Award
- Outstanding Achievement



## MEET THE TEAM



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## WHY GET INVOLVED?

Be part of the buzz! Meet, greet and network with 300+ hospitality leaders whilst increasing your brand visibility before, during and after the event.



**SERVICED  
APARTMENT  
AWARDS 2023**

Whether you're headlining as our platinum partner, sponsoring the drinks reception or award category, this is your opportunity to position the brand 'in lights' at the top industry event - you and your guests will have a night you won't forget!

## TESTIMONIALS

“ Just wanted to say a huge thank you for such a great night.... What a riot! I had such a great time. An amazing celebration of people, creativity and hard work.....Congratulations also to the whole team for a very successful event. These things take so much time to pull off.

*Katharine Le Quesne, Managing Director, HoCoSo*



“ Just a quick note to say thanks for a fantastic evening as always well put together.

*Keith Freeman, Chief Operating Officer, Staycity Group*



“ What a wonderful evening as all our industry colleagues finally got together again to celebrate our success and enjoy each other's company. The atmosphere in the room was truly electric.. It was truly special for me as I know my colleagues in the US were watching the live stream and were with me in spirit as I collected the award for it's Best Use of Technology.

*Cornelia Montgomery, VP Supply Partnerships, ReloQuest*



## 2022 ATTENDEES

AKA Hotel Residences | Adagio Aparthotels | Adina Apartment Hotels | AHV Associates | AltoVita | Anglo Educational | Beyond Apartments & Aparthotels | Central Belfast Apartments | Charles Hope Apartments | Cheval Collection | Ciel Capital | CityStay | Cloud Apartments | Corporate Housing Factory | Cycas Hospitality | D&D Property | Dexter Moren Associates | edyn Group | Fidelity International | Flying Butler Apartments | Fusion Interiors Group | HoCoSo | Hotel Analyst | IMS | ISAAP | Lamington Group | La Salle Asset Management | Mansley Serviced Apartments | My Getaways | Oakwood | OWL Marketplace | ReloQuest | Reside 3 Sixty | RMS Cloud | Room Space | Roomzzz Aparthotels | SilverDoor Apartments | Situ | Salto Systems | STAY | Staycity Group | Supercity UK | SV Group | Synergy Global Housing | T5 Strategies | The Apartment Network | The Arc Collection | The Ascott Limited | The Fellows House, Curio Collection | The Residence Apartments | Travel Intelligence Network | Urban Creation | Vision Apartments | Yays | Your Apartment | Zeevou



OUR PREVIOUS SPONSORS HAVE INCLUDED





# SPONSORSHIP PACKAGES

Benefits	Platinum Sponsor	Headline Sponsor	Gold Sponsor	Silver (pre or post drinks)	Silver Sponsor	Bronze Sponsor
The Serviced Apartment Awards 'in Association with'	✓	X	X	X	X	X
Branding on awards website	✓	✓	✓	✓	✓	✓
Branding displayed in ALL marketing communications	✓	✓	✓	✓	✓	X
Press release announcement of partnership inclusive of story on servicedapartmentnews.com	✓	✓	✓	✓	✓	X
Opportunity to distribute promotional material	✓	✓	X	X	X	X
Display 30 second brand video prior to awards commencing	✓	X	X	X	X	X
Display 30 second brand video prior to category award presentation	✓	✓	✓	✓	✓	✓
Opportunity to present award within sponsored category	✓	✓	✓	✓	✓	✓
Branding displayed on awards agenda	✓	✓	✓	✓	✓	X
Branding displayed on menu	✓	✓	✓	✓	✓	X
Digital branding throughout event	✓	✓	✓	✓	✓	X
Invite to hosted drinks prior to official drinks reception	✓	✓	✓	✓	✓	✓
Sponsorship of award category	x2	x1	x1	x1	x1	x1
Name check throughout evening by host	✓	✓	✓	✓	✓	✓
Exclusive interview with IHM (written, video or podcast options available)	✓	✓	✓	X	X	X
Social media support	✓	✓	✓	✓	✓	✓
Inclusion on Serviced Apartment News weekly newsletter	✓	✓	✓	✓	✓	✓
Pre event HTML to SAN database	x3	x2	x1	X	X	X
Post event HTML to SAN database	x3	x2	x1	X	X	X
Post event HTML to SA Awards attendees	✓	✓	✓	✓	✓	✓
Advertising banner on SAN homepage (prior to awards)	x4 weeks	x2 weeks	x2 weeks	x2 weeks	x2 weeks	x2 weeks
Advertising banner on SAN weekly newsletter (prior to awards)	x4 weeks	x2 weeks	X	X	X	X
Table for guests at awards	12 guests x2	12 guests x1	10 guests x1	10 guests x1	10 guests x1	5 or 10 guests*
Welcome address by sponsor during awards ceremony	✓	X	X	X	X	X
Sector exclusivity	✓	✓	X	X	X	X
Opportunity to offer a prize/promo gift, communicated via ALL marketing channels, pre, during and post awards	✓	✓	X	X	X	X
Priority location of table	✓	✓	✓	✓	✓	X
Discount on ALL advertising options available through International Hospitality Media channels (boutqieuhotelnews.com, shorttermrentalz.com, servicedapartmentnews.com)	50%	25%	20%	15%	15%	10%
Full GDPR compliant attendee contact list	✓	✓	✓	✓	✓	✓
<b>Price point</b>	<b>£25,000</b>	<b>£18,000</b>	<b>£15,000</b>	<b>£10,000</b>	<b>£8,500</b>	<b>£4,995</b> 5 guests* <b>£5,495</b> 10 guests*



## BOOKING FORM

# Serviced Apartment Awards March 2023, London



I/We confirm this contract to book a  Platinum - £25k  Headline Sponsor - £18k  Gold - £15k  Silver pre/post drinks- £10k  Silver - £8.5k  Bronze - 5 guests £4,995  Bronze - 10 guests £5,995

I would like to secure sponsorship at the same pricepoint (securing against any future price rise) for  2024  2025  2026

I confirm that I accept the terms and conditions listed after this booking form.

*20% of the contract amount will be required upon sponsorship confirmation.*

Bespoke packages tailored to your requirements and budget can be made available on request. Please contact Katie on the below for more details.

Company Name:	Telephone:
Contact Name:	Email:
Position in Company:	Invoice Contact:
Address:	
Postcode:	
Signature:	Date:

Thank you for sponsoring SAAwards, please ensure you've completed all information fields. Thank you.

### COMPLEMENT YOUR EVENT SPONSORSHIP WITH AN ONLINE PRESENCE...

Contact Katie to discover how to engage and extend your reach on [ServicedApartmentNews.com](https://www.servicedapartmentnews.com)



#### Katie Houghton

Global Partnerships Manager  
+44 (0)7535 135116 +34 711024231  
Katie@internationalhospitality.media

### MARKETING (NEXT STEPS)

Following confirmation of your booking, your online marketing campaign will start. To do this we require:

- High resolution logo in .eps and .png format
- Brief company description (50-70 words)
- Online links for your website, social media channels and hashtags

Please email to Jo Cox.



#### Jo Cox

Head of Marketing  
+44 (0)7765 890972 +44 (0)20 8340 7989  
joanne@internationalhospitality.media



# SPONSORSHIP TERMS AND CONDITIONS

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## 1. Definitions

For these terms and conditions the Awards organisers, International Hospitality Media (IHM), will be referred to as "The Organisers". The term "Awards" means the event detailed online at servicedapartmentawards.com and the term "Sponsor" means the company, firm or person described in these Terms & Conditions who have signed the Sponsorship Agreement "Contract".

## 2. General Terms and Conditions

The person or persons signing the Contract shall be deemed to have full authority to do so on behalf of the Sponsor. The Contract and these Terms and Conditions shall be construed in accordance with English law and the Parties hereby submit to the jurisdiction of the English Courts.

## 3. Cancellation of Awards

3.1 The Organisers reserve the right to postpone or cancel the Awards. In the event of a decision to postpone the Awards, the Organisers will immediately contact the Sponsor with the new date and will agree with the Sponsor that the Organiser should hold the Sponsorship money against a future event. The Organisers reserve the right to relocate the Awards to another venue without changing the terms of Sponsorship. The Sponsor does not have the authority to demand cancellation of the event. In the event of cancellation with no new date rescheduled, the Organisers will return Sponsorship money.

3.2 If the Awards attracts fewer delegates than anticipated by either the Organisers or the Sponsor, no refund will be given. Similarly, if the event attracts more delegates than anticipated by either the Organisers or the Sponsor, there will be no additional charge incurred by the Sponsor.

## 4. Payment Terms

Upon acceptance of the Contract an invoice for the full amount will be issued and is payable immediately. Under no circumstances will a Sponsor be allowed to participate in the Awards and the benefits outlined in the Contract will be withdrawn, if any Awards invoice payment is outstanding. Please be advised that upon receipt of this contract an invoice from IHM for the appropriate amount will be sent to you with detailed instructions of payment terms and conditions.

## 5. Compliance with local legislation

The Sponsor must comply at all times with all relevant legislation and regulations of the country where the Awards is held.

## 6. Video rights, Licences and Electronic messages

6.1 From time to time, photographs and video recordings may be made at the Awards or in the venue, which may include images of Sponsor, its employees, agents and related merchandise and displays. Sponsor may not hinder, obstruct or interfere in any way with such photography or recordings whether by the Organisers, its agents, attendees, or other exhibitors, and hereby consent to the Organisers' use of such recordings for commercial purposes.

6.2 To the extent necessary to fulfil Serviced Apartment Awards express obligations hereunder, the Sponsor hereby grants the Organisers a nonexclusive, royalty-free, revocable, non-transferable worldwide licence (without the right to sub-licence) to use the Sponsor's trademarks, service marks, logos, trade names, copyrighted content, hypertext links, domain names, icons, buttons, banners, graphic files and images.

6.3 By providing the Organisers with the e-mail addresses set forth on the Contract, Sponsor hereby consents to receiving commercial e-mail messages from the Organisers, its affiliates and partners, as well as third parties licensed to send such messages to Sponsor by any of the foregoing. By providing the data herein, Sponsor agrees that such data may be used by the Organisers and its subsidiaries and their affiliates. Sponsor and their contacts should notify Marketing Manager, Rebecca Down as soon as possible should they not wish for their details to be shared. Full details of our privacy policy can be viewed on the website.

## 7. Insurance

The Sponsor shall take out and maintain at all times public liability and employee liability insurance against personal injury, death and loss of property.

## 8. Liability

The Sponsor shall indemnify and keep indemnified The Organisers, their affiliates and their respective officers, directors, shareholders, employees and agents against all claims, liabilities, losses, suits, damages, judgements, expenses, reasonable costs (including reasonable legal costs) and charges of any kind arising ("Loss") out of the wilful default or negligence of the Sponsor or its employees, servants or agents provided only that any such Loss was reasonably foreseeable at the time this Contract was made and that the Organisers shall take reasonable steps to mitigate the same.

All items or property that are brought to, displayed at, and removed from, the Awards venue are at the Sponsor's own risk.



