

VENUE **PARTNERSHIP** **BROCHURE**

EVENT SERVICES from **FATLEGS LTD**





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A brief note to explain who we are, how we got here and a few images of past events.

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WHO WE ARE

A BRIEF NOTE TO EXPLAIN WHO WE ARE, HOW WE GOT HERE
AND A FEW IMAGES OF PAST EVENTS.

01 -



OUR COMPANY – A BRIEF HISTORY

At FatLegs, we are not just event planners; we are a culmination of industry specialists and technicians who joined forces over a decade ago.

What began as a clandestine community has evolved into what we are today, officially uniting to produce some of the most remarkable events across the UK and Europe.

Founded on collaboration and a shared passion for the art of event management, we have decided to step into the spotlight, forging partnerships and cultivating strong relationships within the dynamic world of events.

Our experience and professionalism also differentiates us and adds benefits to our clients. Whilst we treat each client uniquely, we use our experience to ensure that we always present the most innovative, creative and cost effective solution.





OUR COMPANY – WHAT WE DO NOW

After working in different companies across the industry, a significant portion of our community decided to come together and form a limited company to ensure a good service, fair pricing and most of all an enjoyable experience in the industry.

Now, we have different teams with different specialities; for corporate events; festivals & private parties; and also in-house consultancy.

We mostly focus on two main areas, event management and production. Most of our team members originally started off as technicians and engineers, and we train all of our event staff in a particular trade to help upskill our workforce and what we can offer our clients.





PAST EVENTS



OUR VENUE ACCOUNT TEAM –



**ELLIOTT
V-SMITH**

Head of Corporate
Events & Production



**PHILL
THOMPSON**

Senior Account
Manager



**ALASDAIR
TRIMMER**

Head of Outdoor
Events & Festivals

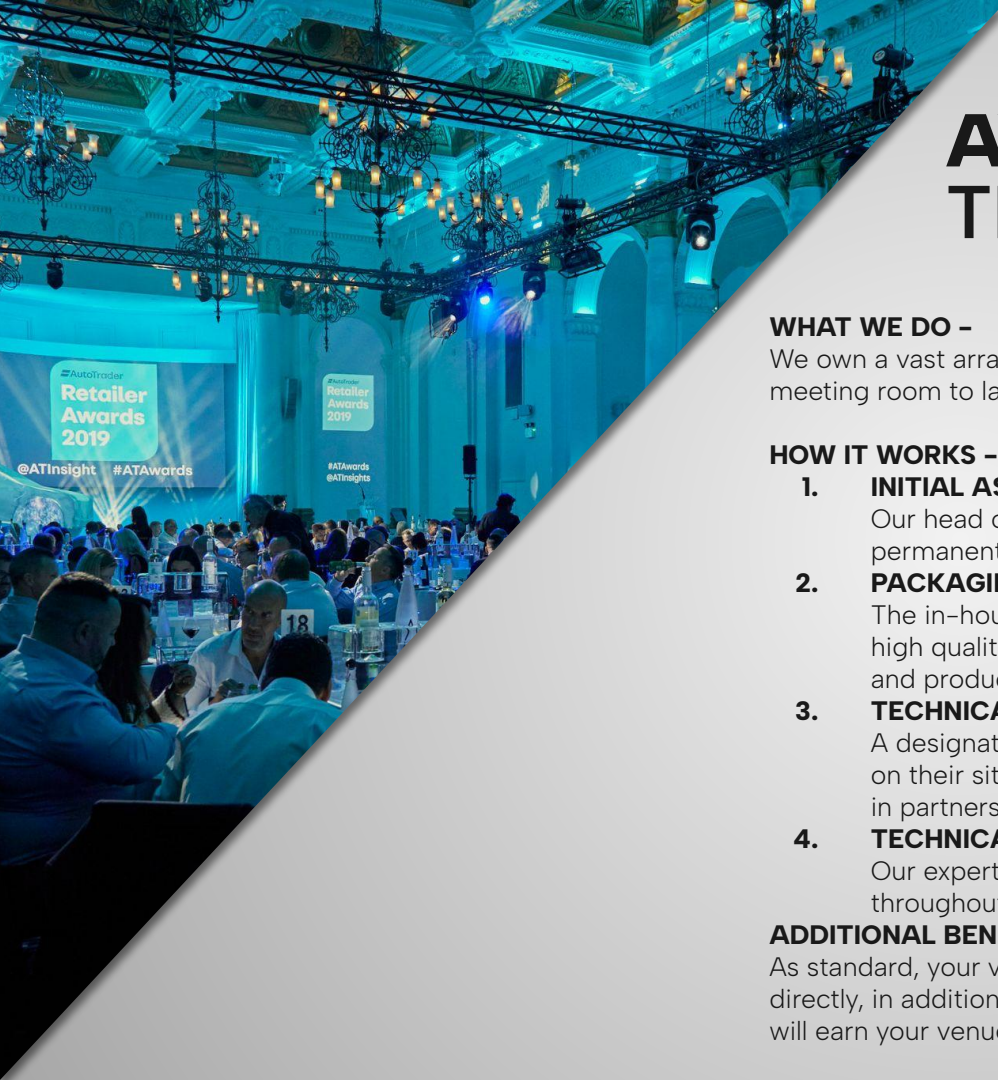


WHAT WE CAN DO FOR YOU

AN OUTLINE AS TO OUR DIFFERENT SERVICES AND HOW
PARTNERING WITH FAT LEG EVENTS CAN IMPROVE THE
DELIVERY OF YOUR EVENTS.

02 –





AV EQUIPMENT & TECHNICAL PRODUCTION

WHAT WE DO -

We own a vast array of Audio-Visual equipment to help us with everything from a small meeting room to large conferences, exhibitions and even medium sized festivals

HOW IT WORKS -

1. INITIAL ASSESSMENT -

Our head of production will visit your venue and assess the unique temporary and permanent AV requirements you may need for your clients.

2. PACKAGING -

The in-house production team will work together with our technicians to produce high quality completely bespoke packages for your venue, to fit different budgets and production requirements.

3. TECHNICAL SALES -

A designated production sales manager will accompany your team and your clients on their site visits to help guide the planning process and improve sales conversions in partnership with your venue hire quotation.

4. TECHNICAL SUPPORT THROUGHOUT -

Our expert production team is always at hand allowing for unparalleled expertise throughout the planning of your clients events and helping your staff plan efficiently.

ADDITIONAL BENEFITS -

As standard, your venue will receive at least a 10% discount on AV services hired from us directly, in addition, any clients that choose to use our services for an event at your venue will earn your venue a commission.



EVENT STAFFING & REGISTRATION

WHAT WE DO -

Our mix of inhouse staff supplemented by our trained & accredited freelance event staff allow us to support your venue's events with trained professionals for each service at your event.

HOW IT WORKS -

1. **APPROACH -**

Your events team notify us of their staffing requirements ahead of time

2. **OUR STAFF -**

We provide a wide array of internal staffing for all clients needs including registrations desks, cloakrooms, brand ambassadors for exhibitions, and more. All our staff dress smartly and in venue approved clothing. We can also arrange for venue branded clothing where necessary.

3. **SOURCING -**

Our venue liaison will then work closely with with our Head of Staff, Kevin, to ensure the most appropriate and talented staff are selected for your events. This will include our access to multilingual staff, technical staff and extra-friendly staff.

4. **TRAINING -**

Your designated account manager will train any staff we provide with a background to your venue, your ethics and exactly what you are looking for and any operational information they may need, we then brief them on the client and what to expect.





DESIGN & DECOR

WHAT WE DO -

We provide thematic decorations and clear signage to create an inviting atmosphere and guide your attendees, with our inhouse designers and scenic teams.

HOW IT WORKS -

1. ESTABLISH REQUIREMENTS -

The event operations team will assess your venues branding options, taking measurements and locating all the options for the best impact for your clients events.

2. DESIGN -

The brief is then passed to our graphic designers who will polish up and create example visuals and brochures inline with your clients branding guidelines with eco friendly branding opportunities within your venue.

3. BESPOKE CREATION -

Using the combined skills of our in-house scenic team and the partners we use, utilise their expertise to literally build your clients dreams, with our use of low tac vinyls, soft footed stands and other measures we put in place to ensure no damage comes to your venue.

4. EXPERT INSTALLATION -

Finally our expert decor team will install and remove the branding for your clients events working in unison with your events team to reduce the timing impositions of working in the same spaces.





IN-HOUSE PARTNERSHIPS

WHAT WE DO -

At our own cost, we provide your venue with expert technicians, production sales manager and production managers to work alongside your team from start to finish.

HOW IT WORKS -

1. ASSESSMENT -

We assess the number of events your venue hosts, the average size and complexity of the events and use this to calculate a conservative estimate of the gross earning potential of your venue.

WORKSPACE ESTABLISHMENT -

Depending on your venues needs, our team may require office space within your venue to accommodate the necessity of frequent site visits and client interactions. This helps to both drive sales; increasing your commissionable earnings, and improve our service; raising customer satisfaction levels.

2. CENTRAL INVOICING -

Once a client hires your venue and confirms a booking with our team, we will pass the finalised agreement to your venue's accounts department, allowing your clients to easily pay a single fee for production and venue hire. At the end of the month our head office will invoice once for the value of all the events minus the agreed commission, ensuring transparency, increasing trust and improving your venue's cash flow.

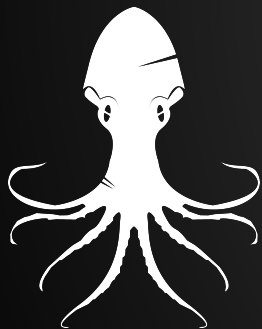
WE LOOK FORWARD TO WORKING WITH YOU

Thank you, feel free to contact me below at any time.

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PHILL THOMPSON
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