

Tendering, Procurement and Negotiation Skills

DATE: Monday, October 13, 2025
LOCATION: Madrid, Comunidad de Madrid, ES

Event Description

Tendering, Procurement and Negotiation Skills is a premier expos event in Madrid. This event attracts visitors from around the world and significantly impacts local hotel demand, creating opportunities for strategic revenue management and guest experience optimization.

Key Information

Category: expos
Importance Rank: 44/100
Expected Attendance: 500 people
Event ID: FHpN9yEXWdFDRncKso

Hotel Demand Indicators

ADR Impact Index: 5.2x baseline (varies by property tier & location)
Occupancy Impact: +60 percentage points over baseline
Booking Lead Time: Demand begins 30 days before event
Impact Radius: 15km from venue
Estimated Room Nights: 200 across all properties

Note: Actual impact varies by property location, star rating, and local market conditions.
