



Dear Member,

SAFI is glad to announce its partnership with IDE in its Hotelier Summit Africa and all other initiatives in 2017.

IDE is a global player in real estate procurement and facilitation of business which has been one of the main objectives of SAFI as well for our members, we would like to recommend you too to be a part in this journey that will enable your company to increase business and also expose your company to new clients.

Ravi Kumar, IDE's Director states that his ambitious vision is to build a grand Africa which gives access to every African to affordable housing and that Africa is looked up to as the most progressive regions of growth in the global real estate map. IDE seeks to radically advance their thought through engaging in actionable conversations with people who walk the talk with their summit initiatives.

IDE Consulting Services has been actively involved in B2B Summits and real estate procurement in the Africa, Middle East and India for residential, commercial, hospitality, education and healthcare projects. The summits are focused on face-to-face meetings between the decision makers of both the buying and supplying companies at a 5 star luxurious setting.

How are the buying companies qualified? To ensure that the buyers are serious about procuring from the suppliers or services for their on-going and upcoming hospitality projects, IDE follows a rather rigorous 3-Stage Criteria process in qualifying these buyer companies:

The buyer attending is the decision maker with technical knowledge of the requirement

Minimum spending budget of \$5 Million USD to procure for the project

Immediate requirement to source products within 0-9 months including the sampling process to be completed and the order to be placed within this period

With such a robust qualifying process in place to qualify the buyers, member companies can be rest assured that these companies are serious in their procurement plans and also specific products required for the projects represented by each of these buying companies.

So what is in store for your company if you participate in Hotelier Summit Africa?

1. Minimum 8 face to face business meetings with C-level Project Holders
2. Prior notifications of all of the buyers and their projects, the requirements which enable your company to make tailor made presentations to each of these companies
3. Saves Time and Money compared to months and years' worth of meetings in just over a couple of days eliminating middle men and connecting directly with individuals who sign the deal
4. Strategically placed knowledge sharing networking sessions to ensure you maximum opportunity to engage the C-level Decision Makers

Below are some of the buyers who have confirmed their participation for Hotelier Summit Africa-South:

| Sl No | Name of the Company | Sl No | Name of the Company |
|-------|--------------------------------------|-------|--|
| 1 | Accor Hotels | 10 | Orascom Hotels Management |
| 2 | Armstrong & Duncan | 11 | PNA Architects & Interior Designers |
| 3 | Bon Hotels | 12 | Archactive |
| 4 | Boogertman+ Partner Architects | 13 | Emerald Resort & Casino |
| 5 | Carlson Rezidor | 14 | Goldkeys Properties Limited |
| 6 | Chatur Group of Companies | 15 | Green Code Architects |
| 7 | Darley Interior Architectural Design | 16 | Hotel & Catering Association of Zambia |
| 8 | Hilton International | 17 | Seed Engineering Consultants |
| 9 | Legacy Hotel Management Services | 18 | Click Here to see the full list of the buyers. |

Below are some of the suppliers confirmed for Hotelier Summit Africa- South:



To avail a special discount for being a SAFI member click on the link below

[AVAIL SAFI MEMBER SPECIAL DISCOUNT](#)

Regards,
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