

Business Partnerships: INTRUST Bank Arena SMG Partnership & Synergy

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INTRUST Bank Arena SMG Partnership & Synergy

If men could combine thus earnestly, and patiently, and harmoniously to some really worthy end, what might they not accomplish? ... If they could put their hands and heads and hearts all together, such a cooperation and harmony would be the very end and success for which government now exists in vain.

-----Henry David Thoreau (1817 – 1862)

American essayist, naturalist, and philosopher



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- Strategic alliances and partnerships
- The power of “partnering”
- A partnership creates synergy
- Limited capacity to create synergy – Why?
 - Who is involved in the partnership?
 - How are they involved?
 - How well the leadership and management of the partnership supports the partners’ interactions?



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The Power of Partnerships – the Business
Perspective

“The Power of We, Succeeding Through
Partnerships” by Jonathan M. Tisch, Chairman &
CEO of Loews Hotels



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INTRUST Bank Arena SMG Partnership & Synergy

- INTRUST Bank Arena SMG Management Agreement
 - What
 - When & How Long
 - Why
 - How
 - Results



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- INTRUST Bank Arena SMG Management Agreement –

What?

- General Scope
- Manager of the Facility
- Independent Contractor
- Services
- Confidentiality/Nondisclosure



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- INTRUST Bank Arena SMG Management Agreement –

When & How Long?

- Dated August 1, 2007
- Management Term
- Renewal Term



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- INTRUST Bank Arena SMG Management Agreement –

Why?

- High quality management services
- Best opportunity for financial success



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- INTRUST Bank Arena SMG Management Agreement –

How?

- Define the issue or opportunity
- Identify key stakeholders
- Understand the current situation (all perspectives)
- Create a preferred future
- Agree on measurable outcomes (develop a plan)
- Monitor progress (course correction)



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- INTRUST Bank Arena SMG Management Agreement –

Results

- World renown arena management company
- SMG's Compensation
- Preservation of O & M Reserve Fund



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- Summary



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The End!



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