

# Palm Beach County Convention Center Automates License Agreements with Momentus



## Overview

The sales team at Palm Beach County Convention Center was looking for a simpler process for creating license agreements. Since they were already Momentus customers, they were able to start using the software to automate the process.

Organization:

**Palm Beach County  
Convention Center**

Industry:

**Venue/event Organizer**

Headquarters:

**West Palm Beach, Florida**

# The Challenge

The Palm Beach County Convention Center sales team had been manually creating license agreements with the booking details in Momentus. Using the grid provided in the template document was often too complex and time consuming for larger events. Multiday events that used many spaces took several hours to create, and the entire process left room for human error.

Interested in automating the process, they leaned on Momentus's team of experts for assistance.

# The Solution

The team at Palm Beach County Convention Center found a solution when they implemented Momentus's EZWriter. Using EZWriter allows grid details to auto-populate from the bookings tab to the license agreements, eliminating manual entry and freeing up time.

In addition to EZWriter, Palm Beach County Convention Center now uses several other Momentus products, including Exhibitor Service Center that lets the venue sell items in a user-friendly online shopping experience. Intuitive recommendations for item upgrades, additions, and bundled packages help upsell and increase profit margins.

# The Result

The ease of auto-populating details for license agreements has given the venue sales team the ability to quickly provide agreements to clients, allowing for quicker sales turnarounds.

Walker said the new tools have also helped the venue become more sustainable.

"The system cut our process time down by half, and we have cut down on paper usage and printing by over 70%," she said.

Walker praised the Momentus team for their reliable help and support.

"The team at Momentus is available when you need them," she said. "They walk you through the most efficient way to run the system and customize the system to work best for your venue."



"Momentus has been instrumental in working with us and providing the ultimate service for our sales and events team.."

**Maria Walker**

Palm Beach County  
Convention Center

Contact us today to explore opportunities to improve your venue and event management.

Contact Us

