



CHIEFS RUGBY CLUB CASE STUDY

Trust-based partnership enables large scope projects.

Kate Rawnsley, General Manager of the Chiefs Rugby Club, first spoke to the team at X-Site six years ago, when she began to explore options and ideas to create corporate marquees and spaces around their games.

Straight off-the-bat Kate was impressed by the welcoming and friendly communication she received as well as the open and honest feedback the team shared. In her words,

"It all evolved from there. They're genuinely lovely people, and they really look after their clients. I couldn't speak more highly of them and would recommend X-Site to anyone in need of their services."

Aside from providing their marquee set-up and fit out for their corporate events in and around the stadium they have also worked together on Fieldays. Fieldays was a partner of the Chiefs Rugby Club and as the annual event at Mystery Creek also coincided with the middle of the Super Rugby season, they needed someone they could trust to help deliver it. The experience that Kate and her team always have with X-Site has meant that there has never been a moment of doubt that it is the right partnership for them.

X-Site also manage one of The Chiefs Rugby Clubs, previous major sponsors, AON. Last year, Kate arranged with Hamish and his team to manage a corporate event which involved 200 of their major clients attending a game in a corporate marquee set-up.

"We needed the space to be professional, impressive, corporate and remarkable. X-Site created this for us. We trusted them and they delivered, as they always do. It speaks volumes of our partnership that we are comfortable to let them look after our important clients. It's a huge extension of trust."



AON Corporate Marquee.

“ They always say yes, you can always rely on them and their can-do attitude makes all the difference. They are highly consultative and collaborative, and work closely with us to bring our events to life. ”

Kate Rawnsley, Chiefs Rugby Club



2020 was a tough year for everyone, and no-one understands this more than Kate. She was impressed by how determined Hamish was to look after and protect his team during lock-down and beyond.

"They wanted to do whatever it took to support their staff," she recalls. "They were so proactive they even came to us to see if they could support with any ad hoc jobs or work. It was so lovely to observe someone (Hamish) who is so passionate about his team. I can't imagine there are that many employers who went to the efforts he did to look out for his team."

Reflecting, Kate surmises that this effort on Hamish's part was another indication of how much he cares about what he does – whether that is internally for staff or externally for clients. This is the reason why Kate continues to work closely with X-Site and trusts them with the logistics and delivery of their events calendar.

“

I've never had a single doubt, not once. They are so easy to work with and they go above and beyond every time. If you are looking for events management that's best practice – look no further.

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Up to 200 guests celebrate in the AON corporate marquee.



LET'S GET STARTED

Drop us a line

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