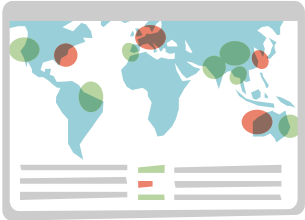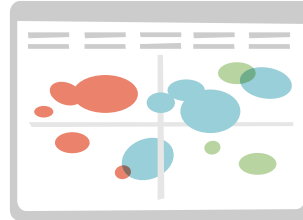# TRIPBAM

HOTEL INTELLIGENCE

TRIPBAM Hotel Intelligence is a new, first of its kind solution designed by travel managers. Our solution is the only one in the market that allows travel managers, in real time, to:

Benchmark your hotel programme against companies of similar size

Compare chain, brand, and property discounts

Measure a hotel chain or brand performance against their competitors

Accurately grade overall hotel programme performance

Drilling down to the property level within the Benchmarking dashboard gives travel managers access to individual hotel grades (A-F) based on several metrics including:

LAST ROOM AVAILABILITY

How often the negotiated rate is available

NEGOTIATED RATE PERFORMANCE

How much of a discount is received when the negotiated rate is booked compared to the Lowest Qualified Rate™ available for the same room type and bed type.

Using the metrics above, travel managers can easily identify savings lost due to LRA issues, and use this information to take proactive steps to remedy the issue with the property in real time.

The TRIPBAM Hotel Intelligence Solution also alleviates the headache of measuring and justifying savings generated from your hotel program. Our user-friendly analytics allow you to:

1 Measure overall savings and percentage of savings from a hotel programme as compared to total hotel spend

2 Easily identify locations where a negotiated rate is needed and potential savings resulting from a negotiated rate

3 Easily turn on hotel rate assurance to generate savings or preferred hotel clusters to improve share shift to preferred vendors

4 Only RFP if a hotel is under-performing or a new location emerges with enough volume to support a deal