SMART SHARE SHIFT

BEYOND RATE RESHOPPING

By expanding your rate re-shopping to qualified surrounding hotels with a highly targeted approach, you can expand your savings while meeting your hotel programme and corporate objectives. We frequently save 5% to 10% on hotel spend while improving negotiating leverage.





Move booking volume to preferred hotels when travellers book non-preferred hotels and significant savings can be achieved.



SANCTION **MISBEHAVING HOTELS**

Shift business away from hotels that aren't willing to provide a significant discount in return for your business. Once you prove that you can shift share, discounts will follow.

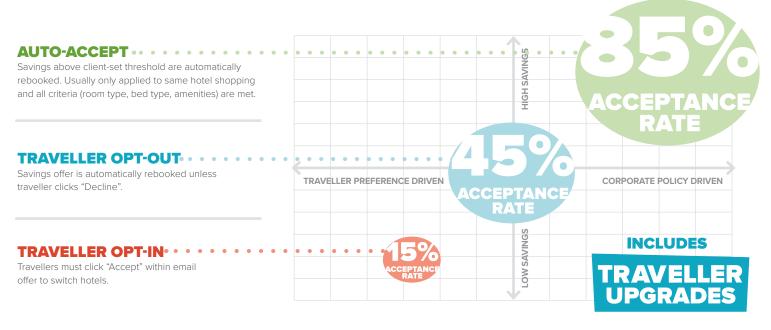


CUSTOMISE TO IM TRAVELLER EXPERIENCE

Fine-tune criteria to fit different traveller types, markets, divisions and more. Only offer a different hotel if an upgraded room type is available at a lower price.

KEEP YOUR TRAVELLERS IN THE LOOP When a better rate opportunity is found at a different hotel, our system allows you AND ALLOW THEM TO GET INVOLVED

to determine how to bring the traveller into the approval process. We can email the traveller, the agency, the travel manager, etc. and approval is a simple click of a button.



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