

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.



DRIVE BUSINESS TO PREFERRED HOTELS

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 IMPROVE 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 AND ALLOW THEM TO GET INVOLVED

When a better rate opportunity is found at a different hotel, our system allows you 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.

AUTO-ACCEPT
Savings above client-set threshold are automatically rebooked. Usually only applied to same hotel shopping and all criteria (room type, bed type, amenities) are met.

TRAVELLER OPT-OUT
Savings offer is automatically rebooked unless traveller clicks "Decline".

TRAVELLER OPT-IN
Travellers must click "Accept" within email offer to switch hotels.

