

Managing Hotel Bookings

How to Save 10% or More on Your Hotel Spend

HOTEL BOOKINGS OVERVIEW

Managing a company's hotel spend offers significant savings opportunities, but only if it is done correctly. TravelFocus offers the Account Management resources, proven hotel program development processes, negotiated rate programs and auditing technology that insures success with this effort.

IMPLEMENTATION

A well managed hotel program includes:

- 1) Developing and enforcing travel policy
- 2) Negotiating preferred rates in specific cities
- 3) Leveraging your travel management company's corporate rates
- 4) Using technology to determine when hotel rates go down on existing bookings

While the first two items can have the most impact (and your Account Manager helps with these components), items three and four can reduce your hotel spend an additional 5 – 8%. The following case study illustrates the combined impact of TravelFocus' hotel consortia and TravelAudit to reduce a company's hotel spend versus what it would be if purchasing on the Internet or with another agency.

"Unlike most travel agencies, TravelFocus uses multiple hotel consortia to maximize the likelihood we obtain the best price for the hotel of your choice. Combined with the savings TravelAudit finds, the savings can amount to 5-10% on your hotel spend."

Rick Kumpf,
CEO TravelFocus

"TravelAudit finds savings at the same hotel when the hotel introduces lower rates after the initial booking. This happens about 17% of the time, representing the equivalent of a \$12 reduction in our transaction fees."

Steve Edgerton,
Director of Technology
TravelFocus

CASE STUDY

HOTEL	CITY	800#	DIRECT	WEBSITE	HOTELS.COM	TRAVELFOCUS	TRAVELAUDIT (TA)
Hyatt	New York	269	269	259	259	269	260.1
	Chicago	149	149	149	179	149	149
	Detroit	179	179	175	175	179	149
	Orlando	175	175	175	175	175	175
	Denver	169	169	169	174	152.1	152.1
Courtyard	New York	239	239	199	209	239	239
	Chicago	189	189	189	189	189	169
	Detroit	169	169	169	169	169	169
	Orlando	149	149	149	149	149	149
	Denver	189	189	189	189	189	189
Ramada	Phoenix	59	59	59	46.75	59	49
	Los Angeles	109	109	109	90	99.99	79.99
	Atlanta	69	69	69	69	52	46
	Dallas	70	65	70	92	55	55
	Seattle	109	109	109	109	70	70
Hampton Inn	Houston	89	89	89	129	89	89
	Charlotte	89	89	89	94	94	94
	Philadelphia	149	149	149	129	149	139
	Minneapolis	129	129	129	129	129	129
	Seattle	99	99	99	99	99	99
Hilton	San Francisco	169	169	169	161	169	169
	New Orleans	159	159	159	159	159	119
	Portland	179	179	179	169	179	179
	Cleveland	139	139	139	139	139	139
	St. Louis	59	159	159	198	159	149
TOTAL		\$3,652.00	\$3,647.00	\$3,598.00	\$3,679.75	\$3,560.09	\$3,405.19
% Higher than TravelFocus		2.52%	2.38%	1.05%	3.25%	0	-4.55%
% Higher when TA Factored In		7.07%	6.93%	5.60%	7.80%	4.55%	