

Preferred Partnerships & Corporate Rate Solicitations

RFP management

The easiest way to grow your travel agency reservations

HotelREZ helps your hotel offer negotiated rates to corporate buyers, major travel management companies and consortia through the global preferred hotel partnerships we have put in place and through individual corporate rate solicitations. HotelREZ assists you in generating corporate RFP (Request for Pricing or Proposal) invitations for your hotel and in completing RFPs.

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www.hotelrez.net





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RFP management

Many companies spend a sizeable amount of money getting their employees from A to B and accommodating them on their travels. The majority of these companies outsource their travel and accommodation requirements to Travel Management Companies (TMCs) such as American Express & Carlson Wagonlit or travel agencies and national hotel booking agents (HBAs) like BSI & Inntel.

They are all tasked with reducing and tracking their client's travel expenditure and are therefore looking to negotiate the best possible price for their clients. They normally do this by implementing a Preferred Hotel Programme for each client. These programmes are reviewed on an annual basis and an 'RFP' is released to hotels that meet the initial criteria, requesting information on hotel facilities, location, and the price proposed for their client's travellers in the next 12 months.

The HotelREZ team can work together with your hotel, to find out what companies are located nearby your property, establish how these local companies book hotel rooms and find out if they have a corporate hotel programme that your hotel can participate in. The HotelREZ team will help in the negotiation process and will also work with you to ensure rates are correctly loaded. To help manage the corporate rate solicitations and preferred agreements, many of our hotels use an online RFP tool.

Why use RFP tool?

- > The online RFP tool stores all your property details and rate information in one place, allowing you to quickly pre-populate the majority of fields on each RFP.
- > RFPs generated for HotelREZ members include companies such as Siemens, BT, Johnson & Johnson, HP, IBM, Philips and Rolls Royce.
- > The online RFP tool also provides easy access to preferred hotel programmes strategic partnerships that HotelREZ negotiates, including Boutique Lodging Association, Inntel, HRG, WIN Worldwide Independent Travel Network, AMEX and BCD

If you want to generate significant corporate business for your hotel it is vital that you participate in corporate RFPs and preferred hotel programmes. HotelREZ have put in place agreements to help you reach corporate bookers and have a team of experts who can support you throughout the whole process.

For more information, contact the HotelREZ team

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