

# CORPORATE HOTEL PROGRAM

The Acendas Travel Corporate Hotel Program is designed to provide our clients with quality hotel programs and explore all opportunities to achieve cost savings, duty of care and high functioning hotel program management. We measure the success of the program through the attachment rate, which is a ratio of hotel nights booked compared to the number of air travel nights. A low attachment rate is a result of hotel rooms booked outside the travel program. The Acendas Travel Corporate Hotel Program helps our clients increase hotel attachment and mitigate policy non-compliance, unmanaged spend and security risks.

## PROGRAM TOOLS AND RESOURCES TO STRENGTHEN YOUR ATTACHMENT RATE:



**RateWatch:** This proprietary technology ensures that Acendas Travel delivers the lowest available hotel room rate for your travelers. We continuously monitor and analyze booked hotel rates through the duration of a hotel stay. If a lower rate is established, we contact your traveler for approval to rebook their hotel reservation at the lower rate and report the savings back to you. Our solution is to give your travelers the confidence they're getting the lowest hotel rate and provide additional savings to you. We estimate lower rates are identified 10 percent of the time.



**Hotel Check-In:** Travelers will book a flight and perhaps a rental car, but may leave the hotel reservation for a later date or book outside of the travel program (i.e. consumer websites). Our email notification process ensures your travelers are reminded to book a hotel reservation when a reason for not booking one isn't provided at the time of booking their air travel.



**RFP Management:** Hotel options for travelers are virtually unlimited. So what is the best option for your frequently booked hotels and locations? Acendas Travel gets you through the maze by managing the RFP process so you can be confident all options have been explored. We provide you with a preferred hotel program that best matches the services, amenities and cost requirements for your company.



**Global Discounts:** There is strength in numbers, and through our joint venture partnership with BCD Travel, we provide cost savings that others cannot match. BCD's rates are 47 percent lower than published rates, 59 percent include free WiFi, 41 percent include free breakfast and 37 percent include parking.



**Safe to Go:** Acendas Travel knows where your travelers are at all times through the Safe to Go application. We proactively assist your travelers with flight interruptions caused by critical level events such as severe weather, airport closures, acts of terror and health risks. Duty of Care responsibility requires that you know where your employees are and the appropriate efforts are made to ensure their safety and well-being. Acendas will help you achieve that mark.