

# Corporate Hotel Program

## A QBT managed corporate hotel program can save you up to 20% on your hotel spend through:

- **Reduced rates**  
Using the amount of room nights you have in a specific location to negotiate cheaper rates.
  - **Including extras**  
QBT negotiates with suppliers to include travellers' extras, such as breakfast, parking and free wi-fi. This can account for 30% of your hotel spend.
  - **Increased efficiency**  
A QBT expert manages the process for you.
- ✓ This also results in increased employee satisfaction as your travellers can book competitive rates in convenient locations, across all booking channels.
  - ✓ Your account manager will then help you drive compliance to your program. This means the savings you've negotiated are realised and you have some leverage to negotiate with next year.

## Our Solution

QBT manages the solicitation process for you. This includes:

- **Analysis**  
Looking at your hotel spend to identify travel patterns (e.g. length of stay and amenities), preferences, trends and occupancy levels.
- **RFP Completion**  
Creating the request for proposal (RFP) for you, sending it to hotels and collating the results.
- **Benchmarking**  
Comparing your rates to other rates (public and corporate) to make sure they're competitive and comparable to the market.
- **Auditing**  
Making sure your negotiated rates are accessible to your travellers/arrangers.

## Did you know?

- ✓ Business trips were up an impressive 14% for 2018, according to Deloitte's *Tourism and Hotel Market Outlook 2018*.
- ✓ Approximately 10% of hotel rates are identified as being incorrectly loaded.

# Case Study

## Background

Company A's hotel spend was approximately \$500,000. Its existing national hotel program comprised 42 hotels and its re-negotiations for 2017 resulted in an increase in their rates by approximately 3%.

## Action

The QBT research team analysed Company A's data and realised that the majority of hotels its travellers were booking were not preferred hotels and did not have negotiated rates. It also had negotiated rates in locations where it had not booked any room nights. Using this information, QBT solicited a selection of hotels and negotiated with suppliers.

## Results

Company A calculated the savings resulting from its QBT-managed hotel program at \$110,000, which was 22% of its hotel spend. These savings were calculated before including the added value of free wi-fi which was included at 82% of the hotels. This equated to added value of approximately \$55,000 (calculated based on their room nights at these hotels for 2017).

## Real results

**Saving of 22% (\$111,000).**

**Added value of approximately \$55,000.**

## Cost

	Full Hotel RFP	Renegotiation
Cost (per hotel)	\$50	\$40
Set-up fee	\$500	\$500

## Did you know?

- ✓ A QBT managed hotel program costs an average of 0.1% - 0.2% of your total hotel spend.



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