



COMMONWEALTH
Business Travel Group, Inc.

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Optimizing Hotel RFP Processes

Direct Accommodations

- What technology are you using to find RFP's?

Covington Travel

- What are the comparative views of the hotel RFP tools on the market?
 - Scenario: The RFP and negotiations are done and the rate at a property is contracted. What can be done to improve the GDS rate load process?
 - We've provided how-to documents to hotels, and it still seems to take an extraordinarily long time for some of them to load the rates. Will any of the automation tools pester the hotel until the rate is loaded?
- How do we keep up with the contact changes? Are we notified if a change of leadership? Each year we are faced with a different contact person at both the property and national level.

- How are we guaranteed we are getting the lowest negotiated rate when other rates via our GDS are lower than the negotiated rate. How is this addressed?
- We are starting to see certain properties and brands (especially Marriott) requiring a minimum of 200 nights before offering a negotiated rate.
 - Is 200 room nights a new hotel minimum to obtain a negotiated rate?
- Is this a fair restatement: “Is 200 room nights a new hotel minimum to obtain a negotiated rate?” Correct, right now we are seeing Marriott brands requiring a minimum of 200 nights at specific locations. Some locations are asking for 350 nights or more. It appears to not be a minimum across the board it’s driven by location specific.