![JTB Business Travel logo]

Optimize Your Global Hotel Program

JTB Global Hotel Sourcing Solutions

Experience Pure Negotiating Power

With over 30 years of in-depth knowledge, long-term relationships and sourcing experience in the hotel category, JTB Business Travel delivers superior negotiating power to get the most out of your global hotel program – regardless of size.

By partnering with best-in-class brands, JTB can offer hotel sourcing and technology platforms that equip your business with innovative tools to effectively manage your hotel program. We provide electronic sourcing tools, prepare, monitor, consolidate and review RFP responses, and benchmark and negotiate the best rates, amenities and services for your company to drive cost savings and traveler compliance.

Hotel sourcing is just the beginning. Throughout the hotel contracting process, JTB Business Travel will work to fulfill your strategic initiatives and present the best properties for your hotel program and traveler experience. Our team can help with:

- **Hotel Program Management** – JTB will create and manage your hotel program using our online sourcing tool (Cvent/Lanyon). We will conduct hotel spend analysis and selections, prepare, consolidate and review RFP responses, perform benchmarking, negotiations, rate implementation and auditing, and provide supplier relationship management.

- **Rate Implementation** – JTB will manage and monitor the hotel rate loading process, implement and audit contracted rates, and troubleshoot and manage supplier relationships.

- **Hotel Sourcing Toolkit** – JTB offers a turnkey solution and online sourcing tool (by Readybid) for savvy travel buyers to create and manage their own hotel programs.

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From research to negotiations to reporting, our well-defined and strategic hotel management process ensures your company is getting the most out of its hotel program.

Hotel Program Management

- Ten (10) or more hotels
- Assess spend coverage, gaps and opportunities
- Present for approval the strategy, selections and options
- Distribute, monitor, benchmark, negotiate, select and accept/decline properties via an electronic sourcing tool (Lanyon)
- Ongoing property review for negotiations/ deletions/additions
- Rate implementation across all booking channels
- Conduct initial and mid-season rate audits (rate verification)
- Supplier relationship management
- Online Hotel Directory*
- Troubleshooting

Rate Implementation

- Create and manage client profile
- Assign rate access code
- Create and distribute rate-loading instructions
- Open viewership of contracted rates
- Implement contracted rates across all booking channels
- Monitor and audit viewership of contracted rates
- Annual and mid-season rate audit (additional cost applies)
- Manage additions/deletions
- Supplier relationship management
- Troubleshooting

Rate Card

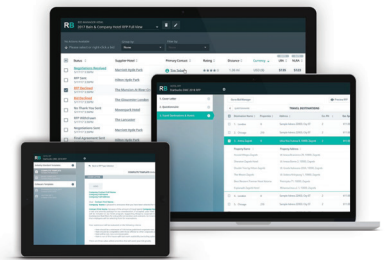| Hotel Program Management:	$75.00 per property
Rate Implementation/Hotel:	$25 per property after first 5 hotels
Rate Implementation-Audit/Hotel:	$35 per property
Rate Implementation/Chain:	$200
Rate Implementation-Audit/Chain:	$250 (Maximum audit-10 hotels)

Additional Cost May Apply

Global Hotel Sourcing Toolkit
Powered by Readybid

For savvy procurement managers, JTB offers an online hotel sourcing tool that provides knowledgeable travel buyers the option to create and manage their own Hotel program with confidence. This turnkey tool includes:

- Unlimited RFP's
- Unlimited Bids
- Unlimited Users
- 235,000 Hotel database
- Clean, simple Bid Manager
- Custom Templates
- Endless Negotiations / Final Agreements

- Rate Auditing
- Best in class Hotel Directory – Free for JTB
- Free Training and Help Desk Support
- Live demo available

Readybid offers Free Training and Help Desk Support to all JTB subscribers

READYBID
SIMPLE · FAST · FREE

Monthly Subscription fees: 3-month minimum required

1-25 bids:	*$199 / mos.*
26 or more bids:	*$249 / mos.*
Introductory pricing is subject to change.	

JTB Business Travel

Interested in talking to an expert about how to optimize your hotel program?

Contact your JTB Client Development Manager for a free consultation on the ideal hotel sourcing solution for your business.

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