

## Accommodation

Every day, we help 12,000 travellers book the right accommodation, at the right place, for the best value.



Million room nights booked every year.



Up to £33 saved per night with our Traveller First initiative's exclusive benefits.



Up to 33% savings driven by booking customer negotiated rates or lower.

### More choice

We book over three million room nights every year and have access to over 300,000 hotels, guesthouses, budget properties, and serviced apartments globally.

Over 40% of the properties on our system are independent, meaning we offer more choice than agencies solely reliant on a Global Distribution System (GDS) through which hotel rooms sell rooms.

### Scalable savings

Whatever you spend on accommodation, we can make you significant savings against standard market rates without loss of quality to the traveller. If you don't have enough spend to negotiate a rate, you can benefit from ours; negotiated based on excellent supplier relationships and buying power.

We undertake customer rate negotiations with 180 global chains every year. Analysis shows that customer negotiated rates are 19% to 31% lower than online travel agencies and leisure sites.

### Personalised service

Whether your travellers book online or offline, we offer a personalised service. If you choose to book online, our hotel technology is unique and allows us the freedom to customise it to help manage your costs, programme, compliance and policy at company, business unit and traveller level.

### Rate availability

Hotels maximise revenue by blocking rates from being booked on the GDS so they can sell rooms at higher prices. We negotiate an 'allocation' of over one million rooms every year to guarantee availability of rooms at your negotiated rates.

Our system is designed to secure those rates or lower, taking advantage of any discounted prices which may apply. By doing so, we secure the right price at the right time and there is no unnecessary increase in your average room rates. This cost avoidance process saves our customers between 7% and 32% on hotel spend every year.

## Better value

Collecting over 95% of hotel commission versus 40% industry average, we help you benefit from fee offset models or revenue income through rebates.

## Informed decisions

You have access to management information data and their level of detail allows you to make informed decisions on which suppliers and travellers you need to influence.

## Compliant payment

We have flexible payment capabilities which are fully compliant with HMRC regulations. Hotels can only invoice to pre-agreed allowances and you have access to reporting which allows you to scrutinise the detail.

## Traveller welfare

Our Traveller First programme provides exclusive access to a range of value added benefits with over 2,000 suppliers every year, benefitting travellers' health and wellbeing, improving duty of care and reducing trip expenses. And our traveller tracking and security tool captures all bookings made through us so you can be confident that your travellers can be located quickly in emergencies.

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## Value to you

- 'Allocation' of 1 million+ room every year to guarantee availability at your negotiated rate.
- Support available 24/7, 365 days of the year.
- 19% to 31% savings through rate negotiations.
- Best rates available on the day of booking.
- Guaranteed availability through allocation.
- Widest choice of properties.
- Policy controls to avoid overspend.
- Payment solutions that enforce policy.
- Traveller tracking.
- Management information to aid planning and decision making.

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If you'd like to know more, get in touch with a member of the team:

 0330 390 0340

 [travevents@capita.co.uk](mailto:travevents@capita.co.uk)

 [capitatravevents.co.uk](http://capitatravevents.co.uk)

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