

THE RIGHT RATE FORMULA TO MAXIMIZE SAVINGS

We know fixed negotiated hotel rates equal big savings.

But, limits exist.



CONSTRAINTS OF FIXED NEGOTIATED RATES

Savings dependent on room nights

150+

Room nights a year for deep discounts

Availability not guaranteed, even if you pay

44%

Hotels charging a last room availability premium

12%

The chance travelers can't book a negotiated rate, even with Last Room Availability

Hotel chains in charge

11%
average for top chains

Declined to bid on corporate RFPs

So, how can you maximize savings?

Pair your negotiated rates with other solutions.

ROOMIT RATES

- 10% off Best Available Rates
- Minimum 6 amenities guaranteed, like WiFi
- Last Room Availability

THIRD-PARTY AGGREGATORS

- More choices beyond the GDS
- Additional rates and availability

PRICE TRACKING

- Automatically rebooks hotels
- Save up to 2% off total hotel program costs

With RoomIt, the right rates + the right rooms = maximized savings.

RoomIt by CWT