

# Benefits of Hotel Consortium

## CASE STUDY

“Travel agencies need to go the extra mile to provide value-added programs, processes and technology to keep pace in today’s competitive environment. Providing access to more hotel discounts is part of our formula to provide for the most value in the industry.”

Rick Kumpf  
CEO, TSI

“My agents and our online booking tools need to provide maximum coverage when it comes to hotel discounts. Having access to six consortia allows us to program in the industry.”

David Gorecki,  
Vice President,  
Operations, TSI

## Improved Options for a Discounted Corporate Rate

### Overview

One benefit of working with a travel agency is the ability to leverage the discounts in their corporate rate hotel program. To provide a corporate rate hotel program, travel agencies often join one or more consortia. Very few hotels are members of all of the consortia and no consortia has all the hotels in their program.

### Implementation

To deliver the most hotel options to our clients, TSI is a member of six hotel consortia. This enables us to provide clients with the following benefits:

1. Greater selection of hotels in our corporate rate hotel program
2. In some cases, multiple corporate rates to choose from at an individual hotel

The following illustration demonstrates these benefits. Because TSI belongs to multiple consortia unlike most agencies, which usually belong to only one we can fulfill our commitment to deliver added value and cost savings.

HOTEL	CITY	THOR	ABC	TRAVELSAVERS	CCRA	HICKORY	CONSORTIA X	GDS PROMO RATE
Holiday Inn	Cincinnati	112	112	112	112	112	112	
	Minneapolis	144	144	144	144	144	144	
	San Diego	98	98	98	98	98		
	Charlotte		126		135			
	Boston		143				98	
Hilton	Cincinnati		134	139	139			
	Minneapolis		119	119	129			
	San Diego		259	269	259			
	Charlotte		119	120	129			
	Boston		279	279	289			
Comfort Inn	Cincinnati	63						72
	Minneapolis	81						
	San Diego	99						68
	Charlotte	72						150
	Boston		153					
Radisson	Cincinnati	132	132	132	132	132	132	
	Minneapolis	170	170	170	170	170	170	
	San Diego	169	169	169	169	169	169	
	Charlotte							
	Boston		249					150
Hampton Inn	Cincinnati	99	99					
	Minneapolis	119	89	99	119			
	San Diego	134	134	134	134			
	Charlotte	109	109	119	119			
	Boston	159	149	149	149			