



Sabre Hotel RFP Key Features

- Quickly create an effective hotel RFP
- Search for hotels by destination
- Send RFPs to hotels and chains around the world
- Interactively negotiate room rates and amenities
- Easily create a searchable hotel directory
- Track bids from delivery to final contracting
- Build flexible reports detailing bid status and more

Overview

Today's travel and procurement managers often face a time-consuming, manual and "clunky" process when it comes to hotel rate negotiations. The process involves soliciting, bidding and negotiating rates, followed by loading thousands of rates into booking systems.

Now with Sabre Hotel RFP, as a *GetThere*® customer you can streamline the hotel Request for Proposal (RFP) process, saving valuable time and improving your hotel negotiations. Sabre Hotel RFP is the most competitively priced RFP product in the market, boasting an easy interface and an advanced feature set.

How It Works

Sabre Hotel RFP is an easy-to-use and effective rate negotiation service for corporations, their travel management companies and hoteliers. A Web-based application that creates, delivers and manages hotel RFPs, Sabre Hotel RFP allows travel professionals to quickly and easily assemble an NBTA-compliant RFP package through an online RFP wizard.

Additionally, corporate travel buyers can source and map hotels in proximity to relevant travel destinations, deliver the RFP package, interactively negotiate rates and create final contracts – culminating in a best-in-class, searchable hotel directory travelers will value.

Travel Manager Benefits

A fully integrated RFP management process available via a convenient online tool, Sabre Hotel RFP is a critical piece of a travel procurement program:

- **Easily Process RFPs:** The Sabre Hotel RFP process provides you with an easy-to-use system that automatically requests, manages and accepts bids from hoteliers for negotiated rate programs.
- **Obtain Relevant Competitive Bids:** The Sabre Hotel RFP Competitive Bidding tool allows you to maximize negotiations by creating a more competitive bidding environment for each travel destination. Sabre Hotel RFP unique "Filter Out" feature keeps non-qualified hotels from ever seeing your company's bid.

Company Benefits

Sabre Hotel RFP eliminates up to 70 percent of the unnecessary time and steps of conducting a program manually. All of this efficiency translates into bottom-line savings and benefits for corporations:

- **Reduced Travel Spend:** Sabre Hotel RFP streamlines the complete hotel RFP process from hotel solicitations to negotiations, saving company time and money.
- **Improved Rate Negotiation and Buying Power:** The automated Sabre Hotel RFP technology delivers better tracking and reporting capabilities, ultimately assisting in more informed and more powerful rate negotiation for the company.
- **Value for Travelers:** Source and map hotels in proximity to relevant travel destinations – culminating in a best-in-class, searchable hotel directory travelers will love.



GetThere

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Sabre Hotel RFP Key Benefits

- Reduced overall travel spend
- Easily processed RFPs, saving time and money
- Quick access to relevant competitive bids
- Improved rate negotiation and buying power
- Assurance RFPs are NBTA-compliant
- Creation of best-in-class hotel directory travelers will love

A Robust Feature Set From Sabre Hotel RFP

Sabre Hotel RFP works with the *GetThere* travel procurement solution and is backed by the expertise of Sabre Holdings®, a world leader in corporate travel. Whether it's your role to oversee procurement initiatives or manage your company's travel program, *GetThere* offers many powerful advantages to help you drive value to your travelers and save dollars for your company – including a faster, more accurate way to contract with hoteliers.

Sabre Hotel RFP allows travel managers and procurement departments to easily find, negotiate and contract with hotels and hotel chains worldwide. This streamlines the complete hotel RFP process from hotel solicitation to benchmarking and negotiation.

- **Create an RFP:** Create, view and edit RFPs. The RFP creation process includes a cover letter to the hotelier and an NBTA-compliant hotel questionnaire.
- **Select hotels to solicit:** Select hotels based on key destinations and narrow searches by submitting specific criteria, such as hotel rating, chain code, etc. Users can also opt to accept competitive bids from hotels they have not selected.
- **Track, manage and send RFPs:** Send an RFP to hotel properties or chains selected, review hotel responses, input rate negotiations, view negotiation histories, send contracts – even negotiate and track both rates and amenities in order to send final agreements.
- **Create a hotel directory:** Easily view all contracted hotels in a single directory. View property details, including the rate, room type and amenities.
- **Build reports:** Tap extensive reporting capabilities, including the ability to assess RFP status, measure negotiation performance, review year over year savings, etc.

Experience Even More From GetThere

Sabre Hotel RFP is just one innovative aspect comprising the complete *GetThere* travel procurement solution. A majority of the FORTUNE 200 and the BTN Corporate Travel 100 rely on *GetThere* to streamline processes, improve supplier and contract management, and achieve ongoing and sustainable savings in corporate travel spend.

Contact your *GetThere* representative by calling 1-800-850-3906 or visiting www.getthere.com to learn more.