



DERTOUR Company Profile

DERTOUR GmbH & Co. KG emanated from the Deutsches Reisebüro (DER) is one of the most experienced companies in the international tourism industry. The products of DERTOUR are very much focused on the individual necessities of the customers and are advanced and optimised year by year. As a result: DERTOUR is one of the biggest tour operators in Germany – in some areas even market leader. As part of the Travel Division of **REWE** it belongs to one of the leading travel related companies in Germany.

DER/DERTOUR Corporate Program

This Consortia Program of DERTOUR includes two programs in one RFP which is distributed to more than 6.000 Travel Agencies mainly in Germany and Austria. **New for 2012:** Hotels have the option to be listed either only in the DER Corporate Program or in both the DER and DERTOUR Corporate Program. To be listed in both programs your hotel will reach business as well as leisure travellers.

DER Corporate Program

Specific Criteria for Participation:

- **GDS connectivity to Amadeus** (direct interface to the DER – own reservation system Phoenix BT)
- **Commissionable Rates:**
Fixed rates (Consortia rates) or Best Available unrestricted rates with or without ceiling rates can be provided. Rates submitted should be at least parity with the rates offered to other Consortia Programs
- **Commission:** 10%
- **Free cancellation:** must be no longer than 72hrs prior to arrival

Distribution:

via approximately 800 travel agencies belonging to the REWE group (**FCm Travel Solutions, DERPART and Atlas**); mainly Business travel clients.

Biasing:

Please notice that we bias participating hotels which offer 12% commission or more within our system Phoenix BT in order to preference these hotels

Participation Fee:

300,- EUR per Hotel

Further details:

business mix: **90% corporate, 10% leisure**
2011: more than 3.000 hotels worldwide
direct payment of the customer in the hotel

Key Markets DER Corporate Program in 2010 (Top 20 countries)

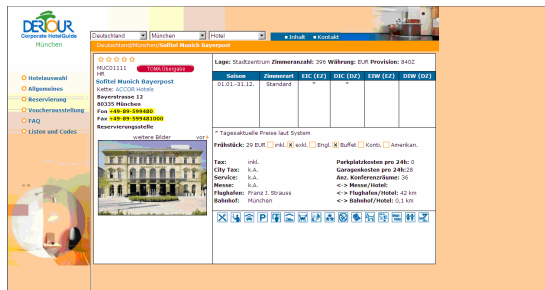
1.	Germany	6.	Singapore	11.	Switzerland	16.	Spain
2.	USA	7.	India	12.	United Arab Emirate	17.	Poland
3.	Great Britain	8.	China	13.	Norway	18.	Belgium
4.	France	9.	Austria	14.	Italy	19.	Hong Kong
5.	Finland	10.	Russia	15.	Ukraine	20.	Japan

DERTOUR Corporate Program

(optional for Hotels listed in the DER Corporate Program)

New for the 2012 RFP:

All hotels participating in the DER Corporate Program located in Germany and Austria automatically will be listed in the DERTOUR Corporate Program. All other participating Hotels in the DER Corporate Program have the option to choose if they also would like to be listed in this program. In order to be listed in the DERTOUR Corporate Program as well the Hotel must enter in the RFP that DERTOUR vouchers will be accepted in the hotel. (special field to click in the DER/DERTOUR RFP)



Specific Criteria for Participation:

- Utell or Worldspan connectivity.
(interface with the DER-own reservation system **Phoenix TOUR**)
- Acceptance of the **DERTOUR hotel voucher**
- **Commission: 10%**
- **Free cancellation:** must be no longer than 72hrs prior to arrival

Distribution:

via approximately 5.500 travel agencies with a licence to issue DERTOUR hotel vouchers

Participation Fee:

No additional fee for Hotels participating in the DER Corporate Program.

Further details:

business mix: **60% leisure, 40% corporate**

2011: more than 3.000 hotels worldwide

guarantee and payment with DERTOUR hotel voucher

Hotels will be listed additionally in the DERTOUR Corporate HotelGuide

Key Markets DERTOUR Corporate Program 2010 (Top 20 Countries)

1.	Germany	6.	Spain	11.	Norway	16.	Russia
2.	Austria	7.	Great Britain	12.	Turkey	17.	USA
3.	Italy	8.	Sweden	13.	Singapore	18.	United Arab Emirate
4.	Switzerland	9.	Denmark	14.	Belgium	19.	Czech Republic
5.	France	10.	Netherlands	15.	Poland	20.	Finland



Submission

ratefinding.com – DER- own RFP tool

In 2001, DERTOUR GmbH & Co. KG has launched the first version of "ratefinding.com" to enable a timesaving and smooth purchasing process for our corporate programmes. Since 2001, we have updated and modified this tool continuously to meet the requirements of the market.

As a web-based purchasing tool, ratefinding.com offers you the possibility to operate effective and cost-efficient. Contract details can be checked easily to create the captive hotel portfolio. By using personalised login details for ratefinding.com, you have the possibility to submit your contract details.

FTS

Hotel chains/hotel management companies with a certain number of participating hotels (from 100 hotels on) can submit all details via File Transfer Standard/DERTOUR FTS. The used format contains references related to the current NBTA panels as well as certain customized fields which cannot be handled via NBTA.

If you like to receive the latest format for the File Transfer Standard (DERTOUR FTS), please send us an e-Mail.

Files which could not be uploaded correctly will be returned to the sender for correction and resubmission.

Lanyon/Nexus

The RFP also can be submitted through Lanyon or Nexus.

Timelines

Ratefinding:

available: tba
deadline for bid submission: tba

FTS:

available: tba
deadline for bid submission: tba

Lanyon/Nexus:

available: tba
deadline for bid submission: tba

The purchasing will start approx. in June/July and all hotel chains/management contacts deposited in ratefinding will receive a notification as soon as the RFP will be released. Individual Hotels will receive the notification directly.

Please notice that Hotels which will be submitted after the deadline will be considered later with the next possible updates.

Acceptance Notification & Rate loading

Hotel chains and Hotel Management companies will receive a notification of the acceptance by email. The Letter of Confirmation afterwards can be downloaded and printed through ratefinding.

The rate loading instructions will be attached on each Letter of Confirmation or can be send seperatly by request. The rate loading must be completed in Amadeus and Worldspan* under the DER specific rate codes within three weeks after the receipt of the acceptance notification.

Invoices will be distributed at the beginning of 2012.

*Worldspan: The rates only have to be loaded in Worldspan if the hotel has entered in the RFP to accept DERTOUR Vouchers as form of payment.

Marketing oportunities

DERTOUR Sales Mailing

Travel Agencies can be informed by DERTOUR of existing promotion material (hotel directories, rates and other offers etc.). The material has to be supplied to DERTOUR and we will take care of the delivery. Samples of the material must be sent to us no later than 14 days prior to the desired mailing date. In addition we will write a letter of recommendation, informing the travel agents on your enclosed advertisements. The charges for participation in the DERTOUR Sales Mailing range from EUR 2.000,- depending on the weight of the enclosed material and the delivery date.

DERTOUR Address Data

Should you be interested in mailing (including delivery) and only need addresses of potential travel agents? Then we can provide you a DERTOUR Address Data. You will receive approximately 5.500 addresses of agencies with a DERTOUR license. The charges for this media amounts to EUR 1.100,-. We can transmit the data either on a floppy disk or as data via e-mail.

Intranet of FCM/DERPART

Opurtunity to promote your hotel news, updates or events with an exclusive Partnerside of your hotel/hotelchain in the FCm Intranet. Prices are on request.
Some entries in the FCm and DERPART Intranet will be published free of charge (e.g. offers like increased commission, specials rates or travel agent rates)

Contact

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