
HISTORIC HOTELS of AMERICA

NATIONAL TRUST FOR HISTORIC PRESERVATION®



DESTINATIONS OF THE WORLD

Seamlessly Connecting Travel Professionals Worldwide

Destinations of the World (DOTW)

Offer Summary:

Distribution of Net Merchant Rates on www.dotw.com and <http://us.dotwconnect.com>.

- Hotel to offer Net Merchant rates.
- Destinations of the World is a dedicated travel wholesaler distributing products (hotels, apartments and land arrangements) to the global travel trade through their online distribution system for hotels worldwide.

Rate Setting Strategy:

Destinations of the World rates are wholesale Net merchant rates, and should be at parity with Hotel's Best Available Rate after mark-up. Rate displayed is set by Hotel based on demand forecasted for dates.

Rate Type:

Net Rates.

How To Participate:

1. Hotel must use the SynXis Central Reservation System to maintain inventory and rates.
2. The Hotel or Hotel Company will need to complete the *Additional Optional Services Addendum* (if one has not been completed in the past).
3. Once addendum is executed, send via facsimile to
 - a. 309.276.5403 (listed on the addendum) to the attention of Kathy.Abdala@synxis.com for hotels in US and APAC
 - b. 508.519.0784 to the attention of Eduardo.Pinzon@synxis.com for hotels in LAD and EMEA
4. Hotel or Hotel Company should contact Steve Harrop, Group COO at Destinations of the World to sign a Destinations of the World agreement at steve@dotw.com or by phone +971 4 2339233.
5. Sabre Hospitality Account Manager gives the Hotel access to the Channel Connect → Destinations of the World channel on Administration → Hotel Maintenance page.
6. Sabre Hospitality Account Manager assigns the Destinations of the World user "DOTWDCPROD" to the Hotel or chain. Chain access should be granted if most of the hotels in the chain will be participating in the Destinations of the World program. **NOTE: If the user is already granted chain access, DO NOT set new Hotel(s) with hotel-level access as this removes access to all other properties within the chain.**
 - a. Go to Administration → User → User Maintenance.
 - b. Search for Login Name "DOTWDCPROD"

- c. Scroll to the bottom and Search for the Hotel's chain by using the options in the drop-down.
 - d. Choose the option for either Chain Level or Hotel Level.
 - e. If Hotel Level, choose the hotel(s) within the Un-Selected list, push over to the Selected list, and save.
 7. No credit card will be supplied with Destinations of the World reservations to the Hotel; therefore, reservations processed through SynXis CRS will be guaranteed to direct bill. Sabre Hospitality Account Manager will set up the direct bill guarantee policy and assign it to the Destinations of the World rate(s) for the Hotel.
 - a. Create direct bill guarantee policy on the Setup → Property → Policies → Guarantee Policies page (if one doesn't already exist for the Hotel).
 - i. Add New Guarantee Policy at the top of the page.
 - ii. Choose Policy Level "Guarantee" within the Policy Settings.
 - iii. Choose "Direct Bill" from the Guarantee/Deposit policy codes and move to the selected items, as the only item.
 - b. Ensure this policy is assigned to the Destinations of the World rate(s) in Setup → Property → Policies → Policy Assignment page.
 8. Once completed, the Sabre Hospitality Account Manager will advise the Pavithran Kandathil, Group IT Manager at Destinations of the World at pavi@dotw.com to advise that Hotel or chain is ready to go live and to provide hotel ID(s).
 9. Once the Hotel is live, Destinations of the World will advise Sabre Hospitality Account Manager, and the search page will return all available products and test bookings can be completed.
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Channel:

Channel Connect for rates, availability and reservation delivery. Room type and rate descriptive content is accessed via Channel Connect for Destinations of the World. Additionally, DOTW offers a supplier extranet where the hotels can manage text content, as well as reservations

Rate Access/Pseudo Information:

N/A

Commission and/or Margin:

Destinations of the World negotiates a contracted margin directly with the Hotel or Hotel Company.

Cancellation Policy:

Follow Hotel's cancellation policy.

Guarantee Policy:

Follow Hotel's guarantee policy.

Days of Week Available:

Day of week restrictions are set at Hotel's discretion, and are determined by forecasted demand for Hotel. Rates will display as managed by Hotel.

Booking Fee:

Contracted booking fee applies for all reservations booked by Destinations of the World through the SynXis direct connect.

Promotional Support:

Properties listed on Destinations of the World affiliated sites. DOTW runs a Preferred supplier programme and can conduct targeted promotional activities by way of direct mailers. Interested Hotels can contact the DOTW product team at data.synxis@dotw.com.

Rate Loading Procedures:

1. Select Add New Rate (on top tool bar)
 2. Enter Rate Type Code and Name. Use one or more of the following Rate Type Codes: DOTW1, DOTW2, DOTW3 and DOTW4. If these codes are not available, please contact Destinations of the World to work out alternates.
 3. Check "Active" and "Suppress Rate" (both boxes need to be checked)
 4. Please ensure that "Confidential" and "Negotiated" remain unchecked.
 5. Under Channel Assignment, select "Destinations of the World*" for each appropriate room (as the only channel).
 6. Add applicable Rate Seasons and/or set formula if rate is set as derived.
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Front Office Procedures:

Mark the rate as confidential in your property PMS.

Accounting Procedures:

A credit card is not typically provided on reservations booked through Destinations of the World. Direct Bill is preferred. However, Destinations of the World can work with virtual credit cards and can negotiate this payment method for a higher commission. Hotel should assign TIDS guarantee policy on all Destination of the World rates. Hotel will invoice Destinations of the World upon check-out for room and tax. Guest is responsible for any incidentals.

Source on Channel Production Report:

Trackable via Channel Production Report on End-of-Month report under rate codes.

- Main Source is Channel Connect; Sub Source is Destinations of the World.
 - Channel ID is 6114 and Channel Code is DOW.
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Restrictions:

Subject to Hotel's availability.

Supported Features:

Restrictions	
Close Out	✓
Min Lead Days	✓
Max Lead Days	✓
Min Lead Time	✓
Max Lead Time	✓
Lead Book Date	✓
No Arrival	✓
No Departure	✓
Min Stay Arrival	✓
Max Stay Arrival	✓
Min Stay Thru	✓
Max Stay Thru	✓
FPLOS (No Arrival by LOS)	✓
Sell Limit	✓
Sell Threshold	✓
Pricing	
Derived Rates	✓
Day of Week Offsets	✓
Length of Stay Offsets	✓
Occupancy Offsets	✓
Promotional Pricing	✓
Rate Overrides	✓
Revenue Management	
Absolute BAR	✓
BAR by LOS	✓
BAR by Stay Date	✓
Rate Hurdles	✓
Other	
Product Allocation	✓

Sabre Hospitality Solutions Internal Contact:

Rita Bogenpohl, Direct Connect Partner Manager
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Destinations of the World Contacts:

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