HISTORIC HOTELS
of AMERICA
NATIONAL TRUST FOR HISTORIC PRESERVATION®

KAYAK™

Kayak.com Setup Procedures

Offer Summary:

Travel search engine site for retail/public rates online at Kayak.com and its affiliate sites such as AOL.com and LonelyPlanet.com.

- o Kayak facilitates comparison shopping across more than 120 travel websites.
- o Participating Hotel's rates appear on www.kayak.com.
- o At point of purchase, traveler is passed to the transaction page of the supplier's website (could be Hotel Booking Engine, online travel agency, e.g. Hotwire.com, Orbitz.com, etc.). Website displayed for booking is site with lowest public rate displayed for the Hotel.
- o The agreement with Kayak is to guarantee that the Hotel's proprietary website is displaying parity of lowest available rate, consumer will be taken to Hotel Booking Engine to buy the room.

Rate Setting Strategy:

Retail rates (non-negotiated, public) are displayed as transient rates on Kayak.com and affiliate sites. Rate displayed is set by Hotel based on demand forecasted for dates.

Rate Type:

Retail/public rates.

How To Participate:

1. Hotel must use the Synxis CRS system to maintain rates and availability, and must utilize the Booking Engine.
2. Hotel or Hotel Company should contact Tim Knowling, Director of Business Development at Kayak to sign a Kayak agreement at tknowling@kayak.com, phone 203-899-3126.
3. Sabre Account Manager assigns the Kayak user "kayak" to the Hotel or chain. Chain access should be granted if most of the hotels in the chain will be participating in the Kayak program.
4. Once the Hotel is live, the Kayak search page will return all available Retail/Public products. The links will take the guest to the Hotel's branded website or an online travel agency (Hotwire.com, Orbitz.com, etc.). The site the guest is to book is contingent upon the Kayak agreement, and the site displaying the lowest public rate.
5. If the Hotel's branded website contains a SynXis Booking Engine, clicking the link will automatically bring the guest to the availability results page. No additional work on the part of the Hotel is required. However, if the Hotel's branded website contains a Channel Connect Booking Engine, the Hotel will need to work directly with Kayak to determine the proper linking information to accomplish the same.

Channel:

Booking Engine for rates, availability and reservation delivery. Descriptive content is accessed via the Booking Engine for Kayak.

Rate Access/Pseudo Information:
N/A

Commission and/or Margin:
Fee assessed by Kayak if booked via Hotel website / Booking Engine channel. Fee agreed upon with Hotel and Kayak. If booked with online travel agency, applicable commission and/or margin will apply.

Cancellation Policy:
Follow Hotel's cancellation policy.

Guarantee Policy:
Follow Hotel's guarantee policy.

Promotional Support:
Properties listed on www.kayak.com

Property Photos: https://network.kayak.com to sign up and request a Kayak Network account ID and password to be able to upload photos. Kayak does not receive photos from Leonardo or Pegasus.

Rate Loading Procedures:
Kayak utilizes existing public rates as built in Booking Engine channel. Special rate loading is not required.

Front Office Procedures:
Guest is responsible for room, tax, and incidentals.

Source on Channel Production Report:
Trackable via Channel Production Report on End-of-Month report under rates codes.
   o   Main Source is Booking Engine; Sub Source is Kayak

Restrictions:
Subject to Hotel's availability.

Kayak Contact:
Tim Knowling, Director, Business Development
203-899-3126 tknowling@kayak.com