

## ITP – HOTEL PROGRAMME 2012– QUICK FACT SHEET

### General Information:

ITP-International Travel Partnership, established since 1986, is a professional partnership of leading independent TMCs (Travel Management companies) operating in 48 countries globally. ITP is one of the world's fastest growing networked alliances of independent travel management companies with a strong and multinational portfolio of business travel clients. Collective turnover is in excess of €3.0 billion per annum. The average business mix of an ITP partner is corporate 63%, leisure 15%, inbound 13%, MICE 9%. The TMCs have an established record of integrity and profitable growth within their markets. ITP's Preferred Hotel Programme is designed to meet the needs of our partner companies and their extensive corporate accounts. ITP partners are responsible for their own corporate accounts. They cover all industry sectors and include such account names as Shell, Boehringer-Ingelheim, T Mobile, Ernst & Young, Deloitte, Mitsubishi Pharmaceuticals, La Perla, BNP Paribas to name a few. Reservations are made by each individual agency partner under their own company name. Consultants can book ITP negotiated rates in real time via their GDS system/s and also via our online corporate booking engine. New agency partners are automatically signed up to the programme when they join.

**Number of room nights processed in 2010:** Annual hotel sales for 2010 exceeded €300 million in gross revenue sales. Forecasted sales for 2011 expected €320 million in gross revenue sales.

**Number of agencies/offices:** 500 +

**Regions/countries present:** Europe, N America, Asia/Pacific, Middle East, Africa

*Australia, Austria, Bahrain, Bulgaria, Canada, Czech Republic, Denmark, Egypt, Estonia, Finland, France, Germany, Greece, Greenland, Hungary, India, Indonesia, Iran, Ireland, Israel, Italy, Jordan, Kuwait, Latvia, Malaysia, Nigeria, Poland, Philippines, Qatar, Spain, Singapore, Switzerland, Thailand, The Netherlands, Togo, Turkey, Ukraine, Russia, Saudi Arabia, Singapore, South Africa, Spain, Sweden, Switzerland, Ukraine, United Arab Emirates, United Kingdom, United States.*

**Top destinations booked in 2010:** London, Paris, New York, Copenhagen, Geneva, Stockholm, Hong Kong, Amsterdam, San Francisco, Oslo, Singapore, Moscow, Washington DC, Montreal, Hanover, Chicago, Zurich, Brussels, Beijing, Delhi, Dubai.

### **Contracting Format:**

Electronically via Lanyon, Nexus. Or can use PDF contract form.

**Rates available on:** All GDSs', Hotelzon

ITP's rate loading instructions will be forwarded at time of acceptance.

**Specific criteria for participation:** Parity rates to other consortia, last room availability, rates to be commissionable, guaranteed for the year, restriction dates clearly stated. Hotel is bookable via GDS. Space allocation optional.

### **Cost of participation including benefits:**

Participation fee is charged per hotel and linked to the number of rooms at the hotel:

From 1 to 50	<b>\$165</b>
From 51 to 100	<b>\$275</b>
From 101 to 150	<b>\$350</b>
From 151 to 250	<b>\$420</b>
From 251 to 350	<b>\$475</b>
From 350 to 450	<b>\$530</b>
From 451 to 650	<b>\$565</b>
Over 650	<b>\$595</b>

### **Participation in the ITP Preferred Hotel Programme includes:**

- GDS loading
- Entry in ITP's e-brochure
- Entry in electronic directory can look and book
- Full entry in ITP's Hotel Manual and reservation intranet
- On-line bookings in partnership with Hotelzon International – participating hotels are prioritised for online selling and flagged preferred hotels.
- This criterion applies to ITP central site, local country sites, clients' online self-booking sites.
- Access to additional marketing opportunities

**Upgrade options** available and charged in addition to the standard participation fee:

- Enhanced entry: highlighted entry in eBrochure **Plus \$180**
- Broadcast with graphics - 5 in a year: **Plus \$330**
- Entry in MICE section of ITP directory and website: **Plus \$180**

**Marketing options available:** Yes Please contact ITP for full details.

### **ADDRESS HQ:**

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### **CONTACTS & TITLE:**

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**WEBSITE:**  
www.itptravel.net

**For PDF form:** ITPenquiries@itptravel.net

**Deadline for bid/s:** 30 September 2011

### **GDS Loading instructions:**

Distributed at time of acceptance.

### **ACCEPTANCE LIST RETURNED BY:**

October 2011

### **Participation Validity:**

Full Calendar Year  
01January-31December 2012

### **Fee Payment Procedure:**

**Hotel/s will be invoiced centrally upon ITP acceptance for the full amount.**  
*(Please note that payments overdue by 60 days will be subject to late penalty charges of 10% per month)*



eBrochure

eDirectory



Hotel Manual  
Intranet

**For Any Queries email:**

ITPenquiries@itptravel.net