

## Preferred Hotels & Resorts 2018 RFP Program Consortia Fees

\*\* Subject to change: 2018 final program confirmation details, pricing and due dates not yet finalized

Consortia Name	Basic Fee	Upgrade Marketing Packages	Bid Deadline	Add. Transaction Fees/Conditions
<b>**American Express GBT Preferred Extras</b>	Core: No Charge	Elite: 5% Additional Incentive Fee	31-Oct-17	2.5% on transactions & US \$1.65 per room night
<b>**American Express GBT Preferred Extras Middle Market</b>	15% Additional Marketing Fee Net 0% Commission	NA	31-Oct-17	2.5% on transactions & US \$1.65 per room night <b>Breakfast + Internet inclusion required.</b>
<b>**BCD Travel</b>	Basic: US \$950	Exclusive +US\$200 *Additional	31-Aug-17	2.5% on transactions & US \$1.50 per room night RFPs received after 31 Aug 2016 deadline will not be considered until 9 Jan 2017 and will be subject to late fee of US\$200
		Premium +US\$300 *Additional		
		Leisure Listing +US\$350 *Additional		
<b>**CWT (Carlson Wagonlit Travel)</b> 72 hour cxl required	No Charge	NA	7-Sep-17	2.5% on transactions & US \$1.50 per room night Required: 72 hour minimum cancel policy
<b>Flight Centre Corporate</b>	Platinum Partner \$690	<b>SmartStay Required Amenities:</b> - Breakfast Daily - Unlimited Free WiFi - Upgrade at Check-in or COMP Late Check-out (subject to availability)	31-Aug-17	2.5% on transactions & US \$1.50 per room night 10% Commission
<b>HRG (Hogg Robinson Group)</b>	Standard: US\$1145	Elite Marketing +US\$400 *Additional	31-Aug-17	2.5% on transactions & US \$1.50 per room night RFPs received after 31 Aug 2016 deadline will not be considered until January 2017 and will be subject to late fee of US\$400
<b>**ABC Global Services</b>	Basic: \$1000	PHP Plus: \$1345	26-Aug-17	BAR Rate Parity, fee in USD
		PHP Classic: \$2045		
		PHP Deluxe: \$3045		
<b>**Capita Travel and Events</b>	No Charge	NA	9-Dec-17	BAR Rate Parity
<b>**CCRA</b>	Preferred: \$1000	Gold Marketing Pkg: \$2045 Platinum Marketing Pkg: \$3045	15-Sep-17	BAR Rate Parity. Fee in USD
<b>**CWTSato Travel</b>	\$750 US	NA	14-Oct-17	Required: US Federal per diem rates mandatory, fee in USD
<b>**DERHotel</b>	No Charge	NA	31-Aug-17	Required: minimum 10% commission
<b>**DERTour Consortia</b>	€ 400	NA	31-Aug-17	IATA guarantee = Guaranteed by DERTour agencies
<b>**eHotel</b>	No Charge	NA	30-Nov-17	BAR Rate Parity
<b>**GlobalStar</b>	\$600 US / €525 EUR £425 GBP	NA	26-Sep-17	BAR Rate Parity, fee in USD
<b>**GSM (Global Specialist Markets)</b>	\$425	NA	8-Sep-17	BAR Rate Parity, fee in USD
<b>**GTMC (Guild of Travel Mgmt. Co)</b>	£150	NA	31-Oct-17	BAR Rate Parity, fee in EUR
<b>**Hickory Global Partners</b>	Gold: \$979	Platinum Marketing: \$2029	15-Sep-17	BAR Rate Parity, fee in USD
<b>**ITP</b> Pricing based on guestroom count, fee in USD.	1-50 Rooms: \$315 51-100 Rooms: \$365 101-150 Rooms: \$425 151-250 Rooms: \$490	251-350 Rooms: \$545 351-450 Rooms: \$590 451-650 Rooms: \$620 650+ Rooms: \$645	30-Sep-17	Enhanced Entry +\$180 Entry in MICE section +\$180 Broadcast w/ Graphics +\$330
<b>JTB</b>	\$290	Highlighted hotel name +\$20 Link hotel JTB website listing to hotel website +\$20	07-Oct-17	BAR Rate Parity, fee in USD
<b>**Radius</b>	Basic: \$1545	Premium: \$2495	21-Oct-17	BAR Rate Parity, fee in USD
		Premium Plus: \$2895		
<b>**THOR</b>	Basic: \$949	Preferred: \$1099	9-Sep-17	BAR Rate Parity, fee in USD
		Add-on Marketing Pkg: Silver +\$1380   Gold +\$2025 Platinum +\$2915		
<b>**Travel &amp; Transport</b>	\$750	NA	2-Sep-17	US, Canada, Mexico, Caribbean hotels only, fee in USD
<b>**TravelSavers</b>	Basic: \$725	Enhanced: \$810	14-Sep-17	BAR Rate Parity, fee in USD
<b>**Travel Leaders Worldwide</b>	Worldwide: \$1345	Worldwide Plus: \$2045	12-Oct-17	BAR Rate Parity, fee in USD, Select level includes Worldwide L1
<b>**Travel Leaders Select</b> (by Tzell invitation)	Select: \$3445	NA	31-Aug-17	
<b>**WIN Dynamic Hotel Partnership</b>	<b>Up to 99 Guestrooms:</b> Gold \$455 Platinum \$555 Flagship \$1145	<b>100+ Guestrooms:</b> Gold\$515   Platinum\$615   Flagship:\$1145	1-Oct-17	BAR Rate Parity, fee in USD. Pricing based on Guestroom count

## Preferred Hotels & Resorts Leisure, OTA and Net RFP Programs

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Program Name	Rate Requirements	Participation Requirement	Participation Qualification	Participation Fee
<b>**Accessallrooms.com</b>	Dynamic BAR rate, commissionable 10%	1 <sup>st</sup> phase: Hotelier qualification through Lanyon RFP 2 <sup>nd</sup> phase: Accessallrooms.com website	Invite Only	No Charge
<b>**British Airways Holidays</b> (DirectConnect Program)	Dual net BAR rate offers: -25% and -18%, NET, non-commissionable	Participation Deed Required	Invite Only	No Charge
<b>**BidTravel</b>	15% off BAR, 10% Commission OR 10% off BAR, 15% Commission <b>AFRICA HOTELS ONLY:</b> Dual Rates: NET non-commissionable, 20% off BAR + 10% off BAR, 15% Commission	NA	City Center Properties Only	No Charge
<b>**BlueTeam</b>	<i>Discounted 12%-15% off BAR rate 10% commission</i>	NA	All Properties Eligible	No Charge
<b>**CWT MasterCard Luxury</b>	Standard BAR, commissionable rates	<b>Core Amenities Required:</b> \$50/\$100 value add for 4/5 star properties respectively (full details outlined in program document)	4 & 5 Star Properties	No Charge
<b>**CTRIP</b>	\$50	NA	Invite Only	<i>BAR rate commissionable at 13%</i>
<b>**Destinations of the World</b> (DirectConnect Program)	18% off BAR, net non-commissionable	Participation Deed Required	All Properties Eligible	No Charge
<b>**ENI S.p.A</b>	Minimum 10% off BAR, NET, non-commissionable	NA	All Properties Eligible	No Charge
<b>**Etihad Holidays</b> (DirectConnect Program)	Dual net BAR rate offers: -25% and -18%, net non-commissionable	Participation Deed Required	Invite Only	No Charge
<b>**GTA Dynamic Rate Program</b> (DirectConnect Program)	25% off BAR, net non-commissionable	Participation Deed Required	All Properties Eligible	No Charge
<b>**MeritTrip</b>	<b>Floating Net Rate:</b> NET, non-commissionable rate representing 20% off BAR <b>Fixed Flat Net Rates:</b> Annual FIXED NET rate, non-commissionable agreement representing 25% off BAR	NA	Invite Only	No Charge
<b>**Middle Eastern Corporation</b>	Fixed Corporate NET LRA Rates, non-commissionable	iPrefer Amenities	All Properties Eligible	No Charge
<b>**MLT / Delta Vacations</b>	<b>Top Tier Dual BAR Rate Offer:</b> 15% off BAR for room only; 25% off BAR for rooms to be packaged with other travel such as air or car OR <b>Secondary Tier Dual BAR Rate Offer:</b> 15% off of BAR for room only; 20% off of BAR for rooms to be packaged with other travel such as air or car	Participation Deed Required SynXis – HSBi Data Template Required	Invite Only	No Charge
<b>**Nirvana Travel</b>	DUAL Rates: 18% off BAR, Room Only; 25% off BAR, Dynamic Package Rates	Participation Deed Required	All Properties Eligible	No Charge
<b>**Omega World Travel</b>	Standard BAR, minimum 10% commission	Certificate for 2 free nights required	All Properties Eligible	No Charge
<b>**PH&amp;R Corporate Rate Chain Program</b>	Minimum 15% off BAR, net non-commissionable	Include iPrefer amenities	iPrefer Properties Only	No Charge

<b>**Preferred Platinum Partner</b>	BAR Rates or Discount off BAR No Blackout Dates 10% Commission	Daily Breakfast - \$75 USD Resort or Hotel Credit – Personalized Welcome Note and Amenity on behalf of Travel Agent – WiFi – Room Upgrade on Arrival <i>(subject to availability)</i> – Priority Check-in <i>(subject to availability)</i>	Legend or LVX Collection Only	No Charge
<b>**Tourvest Travel Services</b>	10% off BAR, 15% Commission (Corporate & Leisure) <b><u>AFRICA HOTELS ONLY:</u></b> Dual Rates: NET non-commissionable, 20% off BAR (Corporate Business) + 10% off BAR, 15% Commission (Leisure Business)	NA	All Properties Eligible	No Charge
<b>**Tourvest Travel Services Corporate Net Programme</b>	Minimum 10% off BAR – NET	NA	All Properties Eligible	No Charge
<b>**Travel with Flair</b>	Consortia rates: net and commissionable, can offer fixed rates	Room only basis, include breakfast or both	All Properties Eligible	No Charge
<b>**Viacom Leisure</b>	Minimum 15% off BAR, net, non-commissionable	NA	All Properties Eligible	No Charge
<b>**Vision Elite</b>	10% commissionable	Include exclusive amenity	Invite Only	US\$365
<b>**White Sands Tours (DirectConnect Program)</b>	20% off BAR, net, non-commissionable	Product Template Required	All Properties Eligible	No Charge

Modified 06/05/2017