

## Preferred Hotels & Resorts 2019 RFP Program Consortia Fees

**\*\* Subject to change: 2019 final program confirmation details, pricing and due dates not yet finalized  
(currently reflects 2018 program pricing – subject to change)**

Consortia Name	Basic Fee	Marketing Options	Bid Deadline	Add. Transaction Fees/Conditions
<b>American Express GBT Preferred Extras XPV</b>	\$1000 (New for 2019)	Elite: 5% Additional Incentive Fee	15-Oct-18	2.5% on transactions & US \$1.65 per RN BAR Rate Parity
<b>American Express GBT Middle Market MQA</b>	15% Marketing Fee, Net 0% Commission	SME Program	15-Oct-18	2.5% on transactions & US \$1.65 per RN PEHP Acceptance required Breakfast + Internet inclusion required
<b>**BCD Travel</b>	Basic: \$925	Exclusive: + \$150 Additional	29-Sep-18	2.5% on transactions & US \$1.50 per RN BAR Rate Parity RFPs received after deadline will not be considered until 07 Jan 2018. Subject to late fee of US\$200
		Premium: + \$250 Additional		
		Leisure Listing: +\$300 Additional		
		BCD Great Rates SME Option (Free)		
<b>CWT (Carlson Wagonlit Travel)</b>	\$500 (New for 2019)	RoomIt SME Option Requires % off BAR, Loyalty Points, In-room Wi-Fi, Same day cancellation policy, Last room availability (LRA), Early check-in/Late check-out (Subject to Availability), Complimentary upgrade (Subject to Availability)	07-Sep-18	2.5% on transactions & US \$1.50 per RN BAR Rate Parity Required: 72 hour minimum cancel policy
<b>**Flight Centre Platinum Partner / SmartStay</b>	Platinum Partner:\$690	SmartStay SME Option Requires: Daily Breakfast, Free WiFi, Comp Upgrade or Late Check-out Subject to Availability	29-Sep-18	2.5% on transactions & US \$1.50 per RN BAR Rate Parity 10% Commission
<b>HRG (Hogg Robinson Group)</b>	Standard: \$1195	Elite Marketing: + \$400 Additional HRG SME "Fenced" Option	31-Aug-18	2.5% on transactions & US \$1.50 per RN BAR Rate Parity, fee in USD. RFPs received after deadline will not be considered until January 2019. Subject to late fee of US\$400
<b>**ABC Global Services</b>	Basic: \$975	PHP Plus: \$1495	01-Sep-18	BAR Rate Parity, fee in USD
		PHP Classic: \$2095		
		PHP Deluxe: \$3095		
<b>**ABC Advantage for Virtuoso</b>	\$499	NA	11-May-18	Requires BAR Commissionable Rates, Daily BF for two, Comp Wi-Fi, Upgraded Accommodations (BOA) & \$25 F&B Credit per Stay. Must be accepted in ABC Global Services Program
<b>CCRA</b>	Preferred: \$950 Gold: 1995 Platinum: \$2995	Supplier Membership: \$795 90 Day Feature: \$500 Directory Logo Placement: \$200 Niche Market Designation: \$300 Robust Marketing Bundle: \$5000 Media Portal Photo/Videos: \$250	14-Sep-18	BAR Rate Parity, Fee in USD
<b>**CWTSato Travel</b>	\$700	NA	14-Oct-18	Required: US Federal per diem rates mandatory, fee in USD. MIN 10% commission
<b>**DERHotel</b>	No Charge	NA	15-Sep-18	Required: minimum 10% commission BAR Rate Parity, fee in USD
<b>DERTour Consortia</b>	€380	NA	30-Sep-18	IATA guarantee = Guaranteed by DERTour agencies BAR Rate Parity, fee in USD

<b>Direct Travel Premier</b>	Standard: \$750 Premium: \$900	Direct Travel Value Rates (no extra fee) <i>Requires: 4:00 PM cxl policy, % off BAR or fixed rate, &amp; at least one of the following: Unlimited Wi-Fi access, Breakfast/Meal Voucher per guest, or Guest room upgrade</i>	31-Aug-18	BAR Rate Parity, fee in USD
<b>eHotel</b>	No Charge	NA	31-Jan-19	BAR Rate Parity
<b>GlobalStar</b>	\$550	NA	30-Oct-18	BAR Rate Parity, fee in USD
<b>GTMC (Guild of Travel Mgmt. Co)</b>	£100/\$130/€130	NA	30-Nov-18	BAR Rate Parity, fee in GBP, USD, EUR
<b>Hickory Global Partners</b>	Gold: \$900	Platinum Marketing: \$2179	12-Sep-18	BAR Rate Parity, fee in USD
<b>ITP Pricing based on guestroom count, fee in USD.</b>	1-50 Rooms: \$275 51-100 Rooms: \$325 101-150 Rooms: \$385 151-250 Rooms: \$450 251-350 Rooms: \$495 351-450 Rooms: \$545 451-650 Rooms: \$575 650+ Rooms: \$595	<i>Enhanced Entry +\$180 Entry in MICE section +\$180 Broadcast w/ Graphics +\$330</i>	01-Oct-18	BAR Rate Parity, fee in USD
<b>JTB</b>	\$300	<i>Fee includes Unlimited Tailor-Made E-Promotion</i>	07-Oct-18	BAR Rate Parity, fee in USD
<b>Omega World Travel</b>	No Charge	Certificate for 2 free nights required	1-Dec-18	BAR Rate Parity
<b>Radius</b>	Standard: \$1495	Global Plus Package: \$1595	28-Oct-18	BAR Rate Parity, fee in USD
		Global Premium Plus Package: \$1995		
<b>Reed &amp; Mackay (formerly GSM)</b>	Bronze Tier: \$425	Silver Tier: \$550 Gold Tier: \$750	10-Aug-18	BAR Rate Parity, fee in USD
<b>THOR</b>	Premier: \$1099	<u>Optional Marketing</u> Bronze - \$1865 Silver - \$2350 Gold - \$3550 Platinum - \$5300	21-Sep-18	BAR Rate Parity, fee in USD <i>Late bid accepted thru June 2019. No Late Fees</i>
<b>Travel &amp; Transport</b>	\$1000	NA	15-Sep-18	US, Canada, Mexico, Caribbean hotels only, fee in USD
<b>TravelSavers</b>	Basic: \$675	Enhanced: \$760	14-Sep-18	BAR Rate Parity, fee in USD
<b>Travel Leaders Worldwide</b>	Worldwide: \$1395	NA	10-Oct-18	BAR Rate Parity, fee in USD
<b>ALTOUR for Select</b>	Varies by Invitation	NA	11-Oct-18	<i>Invitation Only RFP to be completed on ALTOUR website</i>
<b>WIN Lifestyle</b>	Online Listing Only: \$395	<u>SME Program</u> Marketing & Participation Package: \$995	25-Feb-19	BAR Rate Parity, fee in USD.
<b>WIN Dynamic Hotel Partnership</b>	<u>Up to 99 Guestrooms:</u> Gold: \$430 Platinum: \$530 Flagship: \$1120	<u>100+ Guestrooms:</u> Gold: \$490 Platinum: \$590 Flagship: \$1120	1-Oct-18	BAR Rate Parity, fee in USD. <i>Pricing based on Guestroom count</i>

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

Program Name	Rate Requirements	Participation Requirement	Participation Qualification	Participation Fee
<b>British Airways Holidays (DirectConnect Program)</b>	Dual net BAR rate offers: -25% and -18%, NET, non-commissionable	Participation Deed Required	Invite Only	No Charge
<b>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>	BAR rate including 13% Commission	NA	20-Dec-17	\$50
<b>Destinations of the World (DirectConnect Program)</b>	18% off BAR, net non-commissionable	Participation Deed Required	All Properties Eligible	No Charge
<b>Etihad Holidays (DirectConnect Program)</b>	Dual net BAR rate offers: -25% and -18%, net non-commissionable	Participation Deed Required	Invite Only	No Charge
<b>GTA Dynamic Rate Program (DirectConnect Program)</b>	25% off BAR, net non-commissionable	Participation Deed Required	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>PH&amp;R Corporate Rate Chain Program</b>	Minimum 15% off BAR, NET Non-Commissionable	Include iPrefer amenities	iPrefer Properties Only	No Charge
<b>PH&amp;R Dynamic Rate Corporate Chain Agreement</b>	Minimum 12% off BAR and 10% Commission	iPrefer Amenities	All Properties Eligible	No Charge
<b>PH&amp;R Leisure Net Rate Program</b>	Minimum 20% off BAR, NET Non-Commissionable	Bed & Breakfast or Room Only	All Properties Eligible	No Charge (Transaction fee of \$10 USD per booking)
<b>PH&amp;R Travel Agent Discount Program</b>	Minimum 35% off BAR NET Non-Commissionable	NA	All Properties Eligible	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 – Comp WiFi – Room Upgrade on Arrival – Priority Check-in (BOTH subject to availability)	Legend or LVX Collection Only	No Charge

Modified 07/02/2018