

LODGING AS A SERVICE INTEGRATION PLATFORM:

PROCURE TECH



A fully digital platform managing the interaction between Buyer and Supplier, taking away the hassle of lengthy RFP project management and allowing to focus on actions that really drive value.

Spanning the entire process from setting the program priorities to loading the negotiated rates and making them bookable in the customer's system. Not only for transient, but also for longstay, groups, and meetings.

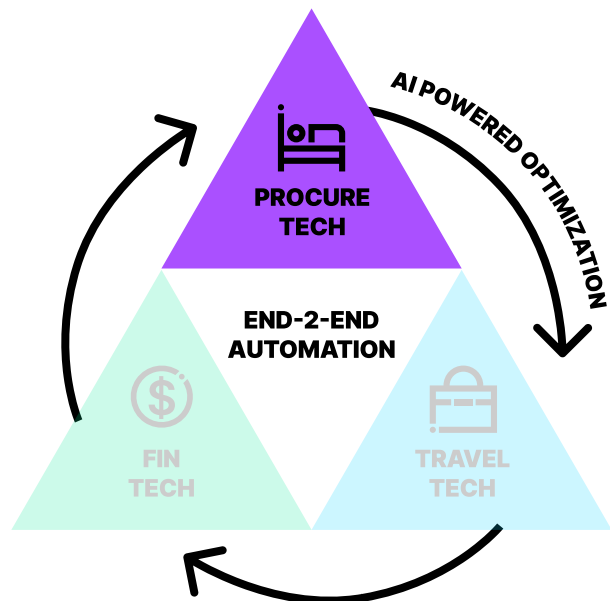
Based on past booking, payment, and expense data, customers get full visibility of their spend, whether managed or unmanaged, using the latest technology (API, ML) external data from the legacy systems that are being integrated, augmented, and contextualized with the platform's data (Availability, Sustainability, etc.) to become a single point of truth. From here, travel CEOs define their strategic program priorities with the integrated scenario builder, resulting in AI powered customized recommendations for the optimal program and using the most comprehensive content portfolio globally, including all Global Chains, Regional Chains, and independent hotels. Having identified white spot destinations on the negotiation map, properties that are popular with some travelers but not part of the program, or simply better price value alternative options, the platform will not only suggest the best coverage but also allow to prioritize upon dimensions of savings, satisfaction, safety, security or sustainability.

At any point, the platform displays all relevant information on geography, region, destination, and property level. Rates are benchmarked on a normalized rate approach, breaking down rates into their components (Breakfast,

Parking, LRA, NLRA...) and making them comparable.

Understanding the effect of prioritization of different objectives in the program is key in defining the program. Therefore, these objectives can be weighed individually, and the intelligent forecasting capability of the platform provides real-time information on the effect of this prioritization on all main KPIs. This is not only possible at the creation stage of the program but also at any time after to adjust the priorities when circumstances change.

With the CSRD approaching and a commitment of large global Enterprises to cutting their carbon footprint by 2030, HRS has created the Green Stay initiative to collect 80 qualitative indicators of environmental protection and quantitative footprint data for water, waste, and energy and further relevant criteria on property level for more than 50k hotels globally including more than 600 chains. With this initiative, it is possible to steer and optimize the program upon sciencebased Targets actionable in the procurement exercise based on state-of-the-art normalized, comparable metrics.



In the absence of one standard in the global hotel supply, GSI provides unique auditable data and reports to customers that are fully compliant with global reporting standards. This data is available on the procurement platform as well as at the point of sale to influence greener booking choices.

To further support net zero travel ambitions, as part of the Emissions Compensation Program, Hotels provide a Rate that already includes the compensation of unavoidable emissions for each stay. Consequently, this rate helps companies to reduce financial exposure to compensate for emissions caused by hotel stays and comply with audits.

WHY IS THIS UNIQUE?



Holistic program management vs. tedious and manual RFP project engagement: End-2-end solicitation to final bid process with automated rate loading



Destination Insights provides actionable insights into program adoption and adjustment recommendations.



Supplier-agnostic spend capture, ingestion, and matching leading into Insight Suite and providing next-best actions.



AI-powered Scenario Builder provides real-time forecasts on the entire lodging program upon weighing priorities around Sustainability, Security, Satisfaction, Safety, and Savings.



Fully supporting a converged procurement approach consolidates volumes from transient meetings, longstay, and groups, maximizing negotiation power as well as compliance.



Enriched property level data for security, satisfaction, and sustainability displayed and actionable in the platform.



Fully automated rate audit to secure vendor compliance in all aspects of the negotiated terms and re-shopping from the public spot market.



Most comprehensive benchmarking database from 180M room nights and 3000+ corporate programs sourced annually, including all rate points ever negotiated.



Embedded collaboration module for multiple stakeholders of a company in the platform, allowing for "glocal" and cross-functional decision-making as well as the identification of decision patterns to drive more efficient buying processes.



Most comprehensive content not only from global and regional chains but also from 75% of global properties represented by independent hotels and data extracted from it. Public distribution, closed shop, and negotiated rates - all in realtime.