

The right rate formula to maximize savings

We know fixed negotiated rates equal big savings.

But, limits exist.

The constraints of fixed negotiated rates

150+

Room nights a year for deep discounts. Savings are dependent on room nights.

44%

Hotels charging a last room availability premium. Availability isn't guaranteed, even if you pay.

12%

Chance travelers can't book a negotiated rate, even with Last Room Availability.

11%

Hotels that declined to bid on corporate RFPs. The big chains are in charge.

So, how can you maximize savings?

Pair your negotiated rates with CWT's hotel solution, RoomIt.

ROOMIT RATES

- Up to 20% off Best Available Rates
- Minimum 6 amenities guaranteed, like WiFi
- Last Room Availability

THIRD-PARTY HOTEL CONTENT SOURCES

- More choices beyond the GDS
- Additional rates and availability

PRICE TRACKING

- Automatically rebooks hotels
- Save up to 2% off total hotel program costs

