

Preferred Hotel Rate Auditing

Sometimes very time consuming, but typically very cost effective, negotiating corporate discounts at preferred hotels only pays off when the rates are properly loaded and available. In many cases the preferred rate is incorrect, not available, or not taken by the traveler when booking. Until now, companies had to rely on spot auditing or periodic GDS rate auditing to ensure their discounts were available. And studies show approximately 10% lost savings each time a traveler books a non-preferred property.

KesselRun is excited to announce a better way to both audit and manage preferred hotel programs. With our standard rate auditing service, we provide monthly pass/fail rate auditing and all necessary follow-up with the hotel property. With our full PNR rate audit, we provide all of the tools necessary to ensure both compliance and return on investment.



STANDARD RATE AUDIT SERVICE

- Conduct GDS rate audits on a monthly basis
- Check for preferred rate availability on 3 random dates in the future
- Provide a Pass/Fail report of each rate check
- Make all appropriate follow-ups with hotel and travel management company to rectify any “fails”
- Generate both cost and lost-savings reporting to aid in management reporting and future hotel negotiations



FULL PNR RATE AUDIT SERVICE

- Review every generated PNR that includes a preferred hotel segment to ensure the preferred rate was available and utilized
- Provide reporting to show other less expensive preferred properties within a defined radius for re-booking
- Make all appropriate follow-ups with hotel and travel management company to rectify any “fails”
- Generate savings reports based on hotel re-books at less expensive preferred properties as well as a gap analysis for non-compliance

For more information or to get started please call **Michael Brennan** at **770-640-9100 ext. 10** or email at mbrennan@kesselrunconsulting.com