

## hotel program 2021 - Fast Facts

### ehotel AG corporate rate hotel program - no listing fee!

ehotel AG provides hotel booking solutions for corporate clients and end users for hotels worldwide with its unique Meta-Search technology. The company is headquartered in Berlin, Germany.

For our worldwide corporate clients and affiliate partners we provide

- online and offline hotel reservation
- integration of corporate negotiated rates / hotels
- customized corporate web solutions
- ECB – ehotel central billing
- group and meeting solution
- interfaces for central payment solutions and virtual credit cards
- XML interfaces with corporate booking tools (Onesto, Atlasos, cytric – i:FAO)
- XML interface and affiliate program
- listing of sustainable hotels in cooperation with InfraCert

Most of our clients are headquartered in D-A-CH region (Germany, Austria, Switzerland) but are booking business hotels worldwide. They operate in different industry sectors such as pharmaceutical, construction industry, consulting, official governmental organizations, trade and services. Our customers are big international corporations but also medium- and small sized companies.

Hotel partners can either be connected through our Dhisco (Pegasus) UltraDirect interface, Amadeus or by using “ehotel suite” our extranet solution – for negotiated rates.

Additional interfaces at public rates to bedbanks / wholesaler, booking.com, Expedia.

The listing for [www.ehotel.de](http://www.ehotel.de) is **free of charge** as long as **commissionable rates** are provided. ehotel clients will pay directly at the hotel, commissions will be charged on a monthly basis after departure of the guest (for clients with central billing ehotel will provide a virtual credit card for check-out).

#### **Rate structures which are accepted for the hotel program:**

- Discount on BAR
- Consortia Rates / fixed rates

**Rate access may be limited to corporate websites and intranets to respect rate parity for all public distribution channels!**

The listing on [www.ehotel.de](http://www.ehotel.de) is based on the location of the hotel and/or the ranking. The ranking is based on contract status, ratings, content, rate structure, commission payment and other.

A hotel partner agreement should only be signed if rates are provided by chains, hotel cooperations or hotel representatives – you may request the agreement at [hotelprogram@ehotel.de](mailto:hotelprogram@ehotel.de)

**Deadline for submissions: December 01<sup>st</sup> 2020**

**General Information:**

**Number of agencies/offices:** 1

**Countries present:** Germany

**Top 25 cities booked in 2019/20:**  
 Berlin, Frankfurt, Munich, Hamburg, Duesseldorf, London, Paris, Basel, New York, Milano, Amsterdam, Vienna, Brussels, Madrid, Dubai, Prague, Singapor, Stockholm, Shanghai, Barcelona, Toulouse, Zurich, Warsaw, Copenhagen and Chicago.

**Number of hotels in current database (contracted):** 21,000

**Business mix – corporate/leisure:** 80% / 20%

**Key accounts (if applicable):** yes

**Destination ‘Wish List’:** Key business destinations.

**Contracting will be managed by:** Roland Gegenfurtner  
 Ingo Felskau

<b>ADDRESS:</b> Greifswalder Strasse 208, 10405 Berlin Germany
<b>CONTACT &amp; TITLE:</b> Mr. Roland Gegenfurtner Product Manager  Ingo Felskau, Hotel Account Manager
<b>TEL:</b> +49 30 47373-0/ +49 30 47373-140
<b>email:</b> hotelprogram@ehotel.de
<b>Website:</b> www.ehotel.de plus affiliates

**Specific criteria for participation:**

Preferred rates which must be **commissionable and last room availability..**  
 Dynamic discounts on BAR rate conditions will also be accepted. **BAR only will not be accepted for the hotel program.**

**Cost of participation including benefits:**

**FREE OF CHARGE**

**Marketing options available:**

t.b.a.

<b>Deadline for Submissions:</b> December 1st 2020
<b>ACCEPTANCE LIST RETURNED BY:</b> 15 <sup>th</sup> December 2020
<b>ACCESS CODES:</b> EHO, EHX
<b>CONTRACTING FORMAT:</b> Paper Contract No Electronic Yes Lanyon Yes