



HOTEL PROGRAMME SOURCING

USING DATA AND INFORMED DECISIONS
THROUGHOUT THE PLANNING, SOURCING, SELECTION,
IMPLEMENTATION AND AUDITING PROCESS

A comprehensive corporate hotel strategy is a vital part of any corporate travel programme. Apart from achieving the best possible pricing structure, the strategy also provides benefits that deliver enhanced productivity to all travellers.

At Nina & Pinta, we achieve this by applying our five-step sourcing process that focuses on the clients' core requirements. To support the core programme, we work with the client to integrate other technology to handle locations with smaller volumes. This reduces consulting costs without diminishing the effectiveness of the hotel programme.

The hotel sourcing process is only one element that forms part of a wider range of products and services that are offered by Nina & Pinta, all of which are designed to help travel buyers create valuable programmes for their companies.

THE HOTEL SOURCING PROCESS

STAGE 1

PROJECT INITIATION

- Identify and define business requirements

STAGE 2

CURRENT DATA ANALYSIS

- Compilation of 1-3 years of past hotel data
- Overlay of current hotel programme
- Customer requirements established
- Definition of hotel prospects

STAGE 3

DEVELOPMENT OF THE STRATEGY FOR THE HOTEL PROGRAMME

RFP ISSUANCE

- Issue RFP
- Responses are received and evaluated
- Negotiations underway

STAGE 4

INTEGRATION OF HOTEL PROGRAMME

- Rates are loaded
- Rates audit
- Ongoing evaluation
- Sampling (and correcting) of rate load auditing throughout the contract year – (optional extra)

STAGE 5

The end-to-end Nina & Pinta Hotel Sourcing process delivers hotel savings and benefits that enable your travellers to be their most effective while traveling. The Nina & Pinta comprehensive sourcing process will ensure success and a final product delivery that is the perfect complement to your business.