



# NINA & PINTA

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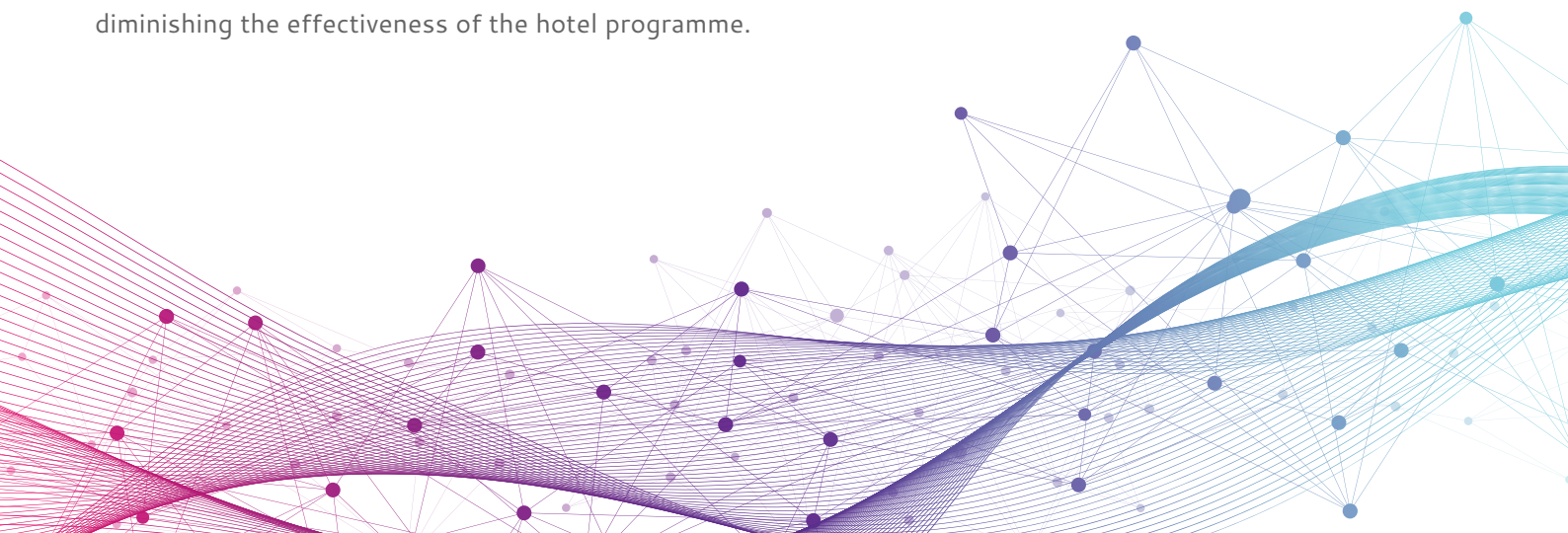
## HOTEL PROGRAMME SOURCING

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, and must achieve dual goals:**

- The best possible pricing structure
- 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 client's 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

### STAGE 1

#### PROJECT INITIATION

- Identify and define business requirements
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### 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
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### STAGE 4

#### DEVELOPMENT OF THE STRATEGY FOR THE HOTEL PROGRAMME

#### RFP ISSUANCE

- Issue RFP
  - Responses are received and evaluated
  - Negotiations underway
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### STAGE 5

#### INTEGRATION OF HOTEL PROGRAMME

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