



PRESS RELEASE

HRS launches new corporate portal

The most functional platform in the industry offers the complete solution for online hotel and conference bookings

Europe's largest online hotel reservation portal HRS (Hotel Reservation Service) is offering a completely redesigned platform for travel departments and other booking decision-makers within companies. The whole process of selecting a room, booking and administration can be dealt with from a single location, as can the planning of group travel and conferences, all thanks to cost-saving tools. The portal also has another advantage: unbeatably cheap HRS Exclusive Prices: Hotels with an exclusive price icon - which are available in 150 different towns and cities - offer their rooms at least ten percent cheaper than on all comparable Internet-based platforms. From 2006, this service will be supplemented by best-price rates at all HRS-contracted hotels in Germany, across Europe and throughout the world.

Some 12,000 companies already regularly book their rooms for business trips, conferences and group travel through HRS. Corporate customers benefit from the large sales volumes which enable HRS to negotiate especially cheap rates. The new corporate customer portal offers access to all the major hotel chains and tens of thousands of independent private hotels around the world. The internationalization of sales is also an important issue for HRS. In addition to its existing offices in Shanghai, new branches were opened in London and Paris to support corporate customers on site and help make room booking more efficient. If need be, HRS staff can be on site to provide assistance during normal local office hours. The HRS reservation service can currently be used worldwide in 31 languages, making it the perfect solution for international corporations.

New applications for corporate customers

The Travel Arranger. Here, all user profiles can be administered separately and travel preferences configured. hotel categories, room type and budget can be defined for individual employees or hierarchical levels, as well as requirements such as non-smoking room or Internet connections. Company locations can also be defined in the Travel Arranger in order to minimise travel costs from the hotel to the company. The hotels are also geocoded by HRS to make them easy to find by printing out a city or surroundings maps.

Meetings Online and Groups Online HRS has set up specialist departments to coordinate bookings for conferences, conventions, seminars, incentives, group travel or business trips. Meetings Online is a free and efficient HRS tool for companies that enables conference and



special event enquiries to be processed quickly and easily – taking existing corporate rates into consideration. Would-be customers enter details of their event on the HRS form as well as the criteria hotels must meet in order to be considered for the relevant event. The HRS system then queries its database and, within seconds, provides a list of all hotels available for booking, including up-to-date room prices. Meetings Online makes preparing conferences and other special events considerably easier. The same applies for group trips where no conference facilities are required. The free application reduces manual work to an absolute minimum.

Statistics Online. HRS helps companies to make booking processes transparent and produces reports in real-time. It is easy to keep an overview of multiple departments, subsidiaries or regional companies within larger conglomerates making bookings through the HRS portal. Which employees are where and when? Who can meet up with whom for a meeting and where? Who is affected by airline strikes or other incidents? The statistics tool can also be used to analyse all the booking data and make comparisons to previous years.

Use of existing corporate rates. Any company can enter the special corporate rates it has negotiated with individual hotels and chains into its customer profile at HRS. This tool allows different categories to be set up and priorities defined. The selection of hotels which can still be booked at corporate rates is displayed in real time – whether they are in Germany or China.

Corporate, long term and last minute discounts. Many hotel partners offer attractive last-minute deals on short-term bookings. There are also special long-term rates which are considerably below the already low HRS daily rates for employees who stay in other cities or countries for several weeks.

The aim of the new, free service is maximum transparency and cost savings for business travellers. This ensures HRS can underpin its leadership on price and establish itself as the worldwide hotel portal.

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