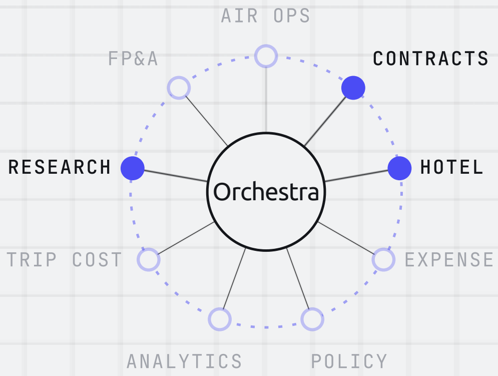
HOTEL SOURCING TEAM

Hotel RFP & Rate *Integrity*

RFP season: dozens of chain responses to score against your criteria, and a nagging suspicion that the rates you negotiated last year aren't the rates your travellers are actually paying.



METHOD	TIME TO DELIVERABLE	CADENCE
Analyse Hotel Market	**Minutes, not weeks**	**Annual RFP cycle · compliance re-runs monthly**

Process

01 **Upload once.** RFP scoring criteria and negotiated rate schedules become team assets: every future run references them automatically.

02 **Audit rate integrity.** The team pulls hotel spend by chain, city and property; the Rate-Parity Specialist audits every booked stay against the contracted rate to quantify leakage.

03 **Score and benchmark in parallel.** The Contract Analyst scores RFP responses against your criteria while Market Intelligence benchmarks proposals against market rates in your top cities.

04 **Discovery Checkpoint.** Surprises surface for review: properties consistently booking above contracted rate; a chain underperforming the dynamic market rate.

05 **Deliver.** Chain-by-chain scorecard, rate-integrity audit, shortlist recommendation, cited and formatted.

The team on this project

Project Manager COORDINATES

Rate-Parity Specialist: Booked vs contracted rate audit

Contract Analyst: Extracts rates, scores RFP responses

Market Intelligence: Static vs dynamic market rates by city

Validation Agent: Audits before delivery

Report Writer: Scorecard & shortlist

Outcome

An RFP evaluation you can defend to procurement, a quantified rate-leakage figure to take into the negotiation, and a shortlist backed by your data, not the chains' pitch decks.

Return on investment

2–4%	1–2 weeks	Leverage
Of hotel spend typically lost to rate leakage. $200–400k made visible on a $10M programme	Of analyst RFP scoring per season, done in minutes	Walk in knowing which properties honoured last year's rates, and which didn't