



Smarter Solutions for Meetings, Events & Travel.

Lanyon Travel

PART OF THE SMART EVENTS CLOUD™

Transient RFP Sourcing



Quickly and Easily Get the Best Transient Deals/Rates

“Prior to Lanyon, Excel spreadsheets would be received from suppliers and would have to be uploaded into the system manually. In addition, all RFPs would have to be updated individually, as there was no way to do a mass update across all RFPs.”

- Industry Consultant

Part of the Smart Events Cloud™ — which offers unmatched software solutions to manage meetings, events and travel — Lanyon Travel is the industry-leading corporate travel solution providing organizations with complete visibility into transient travel spend and sourcing.

Save time and money searching, finding, and selecting from over 100,000 hotels for your transient travel programs, engagements and projects. For corporations and consortia, this includes sending RFPs and negotiating with hotels online versus manually, a customized dashboard based on your day-to-day tasks, and the ability to ensure traveler compliance via a central hotel directory.

Source Hotels and Manage RFPs Easily

Automate manual tasks involved in sourcing hotels and sending RFPs — and easily review and respond to all hotel bids. Use GBTA- compliant RFP form that features standardized data fields used by hotels to further streamline the process.

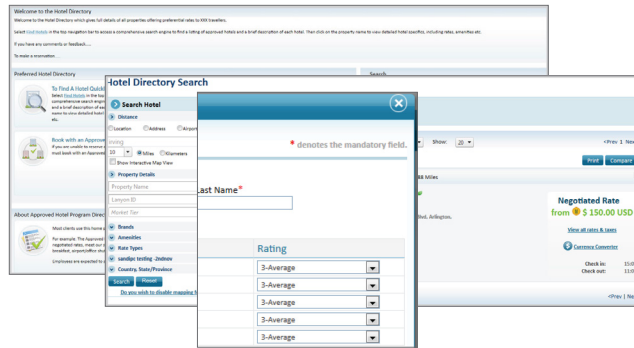
Manage and Centrally Control Your Program

Source and close more deals by appointing an unlimited number of staff to use the system. Each staff member views and manages only the hotels they're responsible for within their region.

Negotiate Cost Savings and Measure ROI

Improve your negotiating position with hotels. View standard reports or build custom reports on your RFPs and resulting bids, allowing you to analyze and spot trends when negotiating with your suppliers. Share reports with your stakeholders, travel management or online booking companies to measure ROI and identify further cost saving opportunities.

Bid Summary for Lanyon Sales Test Account					
	Solicited	Unsolicited		Solicited	Unsolicited
Hotels Solicitation List	1450	--	Final Decision	1424	0
RFPs Not Sent	20	--	Program Accepted	1424	0
Participation Email Failed	1	--	Acceptance Pending	0	0
RFPs Sent	1430	--	Program Declined	0	0
No Response	0	--	Decline Pending	0	0
Responses (100%)	1429	0	Rate Loading Reminders	0	0
All Bids Received	1424	0	Confirmation Requests Sent	0	0
New Bids Received	0	0	Hotel Confirmed	0	0
Hotel Declined	5	0	Rate Audits by Lanyon	0	0
Negotiating	0	0	Failed live GDS Audit	0	0
Reply Received	0	0	Passed live GDS Audit	0	0
Waiting Reply	0	0			
Negotiation Declined	0	0			



Central place to show preferred hotels, communicate corporate travel policies, and capture traveler feedback.

Auctions												
Manage Auction												
Sample Auction - Seattle Area												
Start Date/Time: Feb 15, 2:45 PM Local Time												
End Date/Time: Feb 15, 5:15 PM Local Time												
Activity Status: Closed												
Current Bids												
Bidder	Bid Score	Rate	LR	Ameny Value	Comp Bid	Comp Hotel	Comp W/ H	Local Calls	Comp W/ H	Algt	Office	Comp Pkg
Starbucks Hotel #120	135	✓	27									
Starbucks Hotel #128	140	✓	16									
Starbucks Hotel #129	155	✓	98									
Starbucks Hotel #131	153	✓	45									
Starbucks Hotel #130	160	✓	83									
Starbucks Hotel #133	160	✓	71									
Starbucks Hotel #132	165	✓	92									

Hotels compete for your business via reverse auctions offered by Lanyon.

Sourcing for Transient Travel, Engagements & Projects, Consortia

Manage the entire RFP process from a central system — enabling you to compare and negotiate rates for even better cost savings on your transient travel programs. Likewise, ensure you're getting the same cost savings when your employees travel to a location for an extended work project. Automate your project planning and sourcing process, quickly calculate project costs and needs with an online request form, and generate reports to calculate, highlight and report savings to senior management.

For consortia, you're managing multiple clients — each with its own requirements and travel needs. Easily track and manage all the tasks associated with handling multiple RFPs, and hotel bid activity — and communicate with your clients from a single place. When needed, you can custom map GBTA specifications to your requirements. Plus, take advantage of your cumulative buying power to reach more hotels and grow your commissions!

Spotlight Preferred Hotels and Corporate Policies

Ensure your travelers choose your preferred hotels for business travel and small meetings. As soon as you accept a hotel's bid, your negotiated room rates and amenities are automatically added to the hotel directory. Travelers simply log into the directory on your corporate intranet travel site, find hotels using multiple, powerful search options, and review results organized by negotiated rates and amenities.

Get Better Rates as Hotels Vie For Your Business

Reverse auction supports corporate travel buyers with online auction sites, showing their expected rate types and complimentary amenities. Hotels receive auction invitation requests via email from the buyers — including details needed for participation. Invited hotels may then compete against each other, resulting in better RFPs to win your business.

After the auction is closed, auction data is automatically pushed back into Lanyon Travel and the hotel directory. Reporting tools also show the value gained through the auction, as well as historical data to keep for the next season.

Save time and money on your corporate travel programs with Lanyon.

www.lanyon.com | @Lanyon