

# Lanyon Transient

PART OF THE SMART HOTEL CLOUD™

## Rate Integrity



### Ensure Hotel Rates Are Loaded, Accurate, and Available with Lanyon's Rate Integrity

The Lanyon Smart Hotel Cloud™ enables hotels to generate more profitable transient and group business. Lanyon Transient – part of the Smart Hotel Cloud – offers a suite of solutions that simplify how hotels attract, manage and win corporate travel business, publish data to GDSs and OTA websites, and use GDSs.

Setting up corporate travel rates and amenities for thousands of Corporate customers is complex, and errors easily happen. The Rate Integrity module in Lanyon Transient ensures that your contracted rates are correct in every global distribution system (GDS) – avoiding customer service issues and penalties when customers book rooms. Rely on Lanyon's fully automated online suite of services to handle proactive hotel rate assurance reviews and to generate follow up e-mails.

#### Operate Easily From One Cloud-based System

Manual audits are time consuming and expensive for hotels. Rate Integrity provides a proactive system to compare rates contracted through Lanyon Transient RFP Management against rates returned in all GDSs. Guarantee that negotiated room rates are loaded, accurate and bookable – in less time and at lower cost.

#### Automate Rate and Availability Auditing

Manual audits of your hotel's rate access codes, availability and pricing is time consuming and nearly impossible for

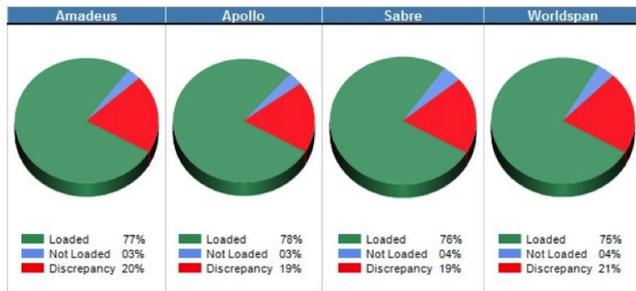
thousands of corporate travel clients. Lanyon provides the automated tools to ensure that corporate hotel contracted rates match those returned in all GDSs so you can avoid costly penalties and increase customer satisfaction.

#### Save Money With A Reliable Audit Process

Avoid significant and unnecessary revenue loss by catching discrepancies before they become problems. Lanyon data shows that GDS loading issues account for nearly 32 percent of pricing and booking differences. These errors include numerous examples where the rate loaded was lower than the agreed pricing, leaving money on the table when the booking occurs.

#### Alert Hotels to Discrepancies – So They Can Take Action

Ensure that audit issues are addressed quickly through email alerts provided by the rate integrity feature. Hotel chain management can automatically send customized emails directly to properties with audit issues based on a number of parameters – or they can choose to first review results before alerting. You control it with Lanyon.



Standard audit's reports give a clear look at your hotel programs, including easy-to-read pie charts that highlight the accuracy of your negotiated rates within each GDS.

Property Code	Availability	Status	Flags	Notes
32748	13	13	13	No Assigned Notification Template
32749	13	13	13	LASTEST Error Template
32800	1	13	13	No Assigned Notification Template
32801	1	13	13	No Assigned Notification Template
31823	4	13	13	No Assigned Notification Template
31742	13	13	13	No Assigned Notification Template
31750	224	13	13	No Assigned Notification Template
31749	9	13	13	No Assigned Notification Template
31743	28	13	13	No Assigned Notification Template
31747	44	13	13	No Assigned Notification Template
31746	9	13	13	No Assigned Notification Template
31745	14	13	13	No Assigned Notification Template
31744	9	13	13	No Assigned Notification Template
31649	10	13	13	No Assigned Notification Template
31647	60	13	13	No Assigned Notification Template
31648	4	13	13	No Assigned Notification Template
31643	10	13	13	No Assigned Notification Template
31644	20	13	13	No Assigned Notification Template
31649	14	13	13	No Assigned Notification Template
31638	5	13	13	No Assigned Notification Template
31633	400	13	13	No Assigned Notification Template
31622	4	13	13	No Assigned Notification Template
31623	400	13	13	No Assigned Notification Template
31620	14	13	13	No Assigned Notification Template
31619	14	13	13	No Assigned Notification Template

Management summaries identify hotel rates that are loaded too high or too low, and those not loaded at all.

## Verify Your Rates With Comprehensive Reporting

Lanyon offers a suite of audit tools to verify and discover errors in rates and availability before your corporate clients do. Excel-compatible reports include preferred hotel rate audits throughout the year (by five seasonal dates) and hotel grouping for global, regional, hotel chain, or brand audits.

## Audit Every GDS for Rate and Access Code Accuracy

Standard audit checks rate access codes and rate values in every GDS against corporate hotel contracts, checking up to five dates in up to five seasons for each hotel property. This makes it easy to guarantee that negotiated rates are loaded and loaded accurately and to keep high customer satisfaction.

## Know Your Rates Are Available to Book Throughout the Year

Availability audit uncovers issues related to availability of rates through the GDSs. Availability can be checked based on travel patterns, and rates are shown in the currency appropriate to the country. A simple, color-coded report consolidates all data for easy evaluation, and it includes automated email notification to simplify report retrieval.

## Automate rate and availability audits and improve customer satisfaction with Lanyon Transient Rate Integrity

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