



Campus Travel

The Smart Choice

Travel Intuition

Hotel options at your service



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Booking discounted room nights on hotel websites can be deceptively easy. Special packages and last-minute rates can be hard to pass up when they seemingly provide what you want at a great price.

But what if your travel plans change, and how do these rates really compare with those sourced by an academic travel specialist?

Discounted = prepaid = non-refundable

When you need accommodation in a hurry and savings are a priority, bookings on the web can be appealing. Yet the perception that last-minute web bookings are the cheapest, is a perception and nothing more. The reality is that companies like Campus Travel have access to all available rates as the discounted or 'distressed stock' becomes more limited. The hotels yield-manage their stock and any specials they send to the market are distributed on the same platform to websites, travel companies and agents.

Hotel websites and last-minute booking sites can offer deals that sit within your budget while giving you a quality stay. And that's good news if you're certain your travel plans will not change.

Research by Campus Travel, however, shows approximately one third of hotel bookings made in Australia via a global distribution system (GDS) is cancelled or amended. In 2009, around 90% of the bookings through Campus Travel were made via a GDS, reaffirming the demand for flexibility. Discounted accommodation, which usually needs to be fully prepaid, is rarely refundable. So if there's any chance your travel plans may change, these rates are not your most cost effective option.

Discounted rates vs the GDS

Despite the lure of last-minute rates on the web, a comparison study by Campus Travel in October 2010 demonstrated our ability to secure our clients' preferred hotel deals and access the lowest rates. At the following properties in Melbourne and Sydney for example, we could source the hotel's Best Available Rates (BAR) through the GDS, which in most cases were lower than the rates on last-minute sites.

Rates valid for 27 October 2010

Property	Third Party Website BAR	Campus Travel BAR
Jasper Melbourne	\$159 – deluxe twin room	\$140 – deluxe queen room
Mantra on the Park Melbourne	\$159 – 1 bedroom apartment	\$144 – 1 bedroom apartment
Mercure Spring St Melbourne	\$169 – standard city view twin room	\$160.65 – standard city view twin room
Central Sky Lounge Melbourne	\$149 – studio room	\$143 – standard studio
Travelodge Wynyard Sydney	\$191 – standard room	\$191 – standard room
Nth Sydney Harbourview	\$225 – double room	\$210 – double room
Sebel Pier One Sydney	\$229 – heritage room	\$218 – heritage room

This sample of properties is indicative of the cost benefits delivered by Campus Travel on accommodation bookings Australia-wide.

For further information please visit
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A U S T R A L I A

Education is essential

There are occasions when our clients specifically ask us to book prepaid, non-refundable hotel rooms. We usually make these bookings via our sister brand, Quickbeds.com, which provides extensive online choice and is on parity with other last-minute accommodation sites.

Due to the number of booking changes or cancellations required, however, we inform our clients about the conditions and restrictions of these bookings. Educating your travellers is also important, so they understand the benefits of booking through Campus Travel. In an emergency for example, a web booking will be of no assistance to an individual traveller, as there is no physical way our consultants can see that booking and help.

Your choices

Through our multi-channel platform, Campus Travel offers you three ways to make your bookings. These not only include the option of last-minute bookings, but also options for fully flexible and refundable bookings that will still save you.

Consistency delivers savings

Regardless of which option you use, the key to savings is making all of your accommodation bookings through Campus Travel. We not only give you the benefits of global choice and greatest value, but will save you substantially on change or cancellation fees over the long term.

What are your choices?

Last-minute bookings

Campus Travel's Global Hotel Programme

Campus Travel's specially negotiated academic rates

Key things you need to know

- Non changeable
- Non refundable
- Some sites have hidden fees that are only displayed late in the booking transaction.
- Often there is a minimum night stay.
- Fully refundable accommodation
- Extensive choice of properties at Best Available Rates – in many cases lower than last-minute rates
- Fully refundable at selected hotels
- Rates that are specific to your sector and more competitive – in many cases, even lower than last-minute rates

Campus Travel

Who We Are

Campus Travel provides Australia's most complete service in academic travel management.

Our trained consultants understand the distinctive world of academia and are educated in your domestic and international needs. Drawing on our vast experience in travel and our knowledge of your sector, we deliver savvy and flexible solutions, as well as global choice.

Our consultants are skilled advisors in all aspects of travel, from air and hotel bookings, to complex multi-point itineraries, to travel security. With our blend of dedicated service, industry-first technology and rate negotiation specific to academia, Campus Travel is the 'smart choice' for more than 20 universities and research organisations nationwide.

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Hotel bookings - your questions answered

Booking your accommodation can be like navigating your way around hotel corridors. With methods ranging from last-minute bookings on the internet, to Campus Travel's academic rates and our Global Hotel Programme, which method is the best for your needs? The following information answers the questions Campus Travel is often asked, so you can better understand how each method works.

What are last-minute bookings?

These are discounted or packaged room rates you can book direct via hotel websites or online booking websites, at the last-minute if necessary.

- **When should we use them?**

Only when you have missed the opportunity to make an advance hotel booking and are absolutely certain your travel plans will not change. Campus Travel can assist you with a corporate login for our affiliated online brand, Quickbeds.com, and with bookings via OctopusTravel.com.

What is the Best Available Rate (BAR)?

This is the best non-negotiated rate available at the time of booking. BAR rates fluctuate with the market, however, each hotel has the capacity to change the rate (on a daily basis if they wish) to meet local conditions.

- **When should we use it?**

When making any booking, your first step should always be to work with your travel company to determine the best available rate.

What is dynamic pricing?

Many hotels offer dynamic pricing, a discounted rate off the BAR, based on forward bookings. Customers can negotiate a fixed discount off the BAR if they have sufficient room night volume. The discounted rate fluctuates in line with BAR fluctuations.

Dynamic pricing usually guarantees you the lowest unrestricted rate available on the day - even lower than internet rates. When hotel demand is high however, your rates are likely to increase above fixed rates if you are using dynamic pricing.

- **When should we use it?**

Campus Travel can advise you on the best time to use for a dynamic pricing strategy. However, if your hotel budget is set a year in advance and is very restrictive, this strategy may not be recommended.

What is the Global Hotel Programme?

Campus Travel has access to a Global Hotel Programme (GHP) that is supported by more than 15,000 properties across 4,000 cities in 160 countries. Rates are lower than rack rates and standard corporate rates. Some hotels do not work on BAR but allow us to negotiate a fixed Last Room Available rate. This gives you total flexibility and allows you to budget for the maximum rate when occupancy levels are high.

With the majority of our hotel programme partners, last-minute changes can be made with few or no penalties. There may also be occasions where our partners offer value-adds such as complimentary breakfast and cocktail vouchers. When making bookings via the GHP, our consultants can instantly view the prices on offer from different hotels, and check any restrictions.

- **When should we use it?**

While there may be times when our hotel rates are slightly higher than those on a supplier website, paying a little extra provides insurance on any potential changes to your plans. The GHP is recommended if you have high-volume accommodation needs at a variety of properties across Australia and/or overseas, as it provides you with the overall best value for money.

What are specially negotiated academic rates?

These are hotel rates Campus Travel negotiates specifically for your industry, by being Australia's largest academic travel specialist. If your volume of accommodation in certain Australian cities is high, we can also negotiate rates with properties in those cities exclusively for your university. In some instances, academic rates can be up to 30% lower than the rates you will find on supplier websites. They are usually fully refundable and flexible, however, they are only available at selected hotels.

- **When should we use them?**

Campus Travel recommends using academic rates if you are booking any of the properties with whom we have negotiated them.

Want to know more about these hotel booking methods?

Please contact the Campus Travel team on **1300 882 021** for answers to all your questions.

For further information please visit
campustravel.com.au