

[Historic partnership between Hotelbeds Group and IHG to boost business globally](#)

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- Both companies will intensify relations to reach record-breaking results for this year
- Unprecedented access to the chain's full network of over 5,000 hotels in 100-plus countries

Palma de Mallorca, 22 March 2017 - Hotelbeds Group, the number one bedbank worldwide and a business-to-business provider of services to the travel industry, has announced today a new partnership with InterContinental Hotels Group (IHG), one of the world's leading hotel companies.

The new agreement will allow Hotelbeds Group to connect to IHG's central reservation system, giving access to IHG's network of 12 brands (including InterContinental, Kimpton, HUALUXE, Crowne Plaza, and Holiday Inn) in a real-time, dynamic environment that spans over 5,000 hotels in 100-plus territories and countries around the world.

This exciting development means that rates, inventory and availability will be fully controlled by the hotels and transmitted in real-time via IHG's central reservation system via Hotelbeds Group's distribution network active in more than 120 markets. This will improve distribution of IHG's hotels and increase sales from all source markets.

With a strong focus on wholesale and retail distribution, this new agreement further emphasizes the commitment of both companies to innovative technology to deliver the most competitive and complete range of rates and products to their mutual clients.

Carlos Muñoz, Managing Director of Hotelbeds Group's Bedbank business said: *"We are excited and honoured to forge a partnership with IHG that demonstrates our shared confidence in the future growth of the B2B industry. Partnering with IHG, one of the world's largest hotel companies, will generate significant incremental revenues and will consolidate Hotelbeds Group's position as the world's leading Bedbank. This collaboration will give our client partners access to a leading product portfolio featuring more destinations than ever before - numbering in excess of 120,000 hotels worldwide."*

Andrew Rubinacci, Senior Vice President, Distribution and Revenue Management at IHG stated: *"This is a landmark deal for us and helps further our wholesale strategy by moving towards dynamic pricing and away from property based static rate agreements. Hotelbeds is the right partner for us and we're excited about our new agreement with them."*

About Hotelbeds Group

Hotelbeds Group is a business-to-business provider of services to the travel industry globally.

Operating mainly under the Hotelbeds and Bedsonline brands, the company connects 35,000 travel intermediaries across more than 120 source markets globally with travel providers in over 180 countries representing more than 120,000 hotels, 20,000 transfer routes and 12,000 activities.

Additionally the Group also operates a Destination Services division offering in-bound destination services, such as tours or transfers, in around 40 countries. The Group also owns several other B2B travel brands such as Pacific World (focusing on the MICE area), Intercruises (shore side cruise solutions), TT Services (visa outsourcing) and more.

In September 2016 the company became independent under the ownership of Cinven and the Canadian Pension Plan Investment Board (CPPIB).

The company is headquartered in Palma de Mallorca, Spain and has 6,150 employees working across over 150 offices globally.

In the financial calendar year of 2014 / 15 Hotelbeds Group sold around 26 million room nights and achieved a Total Transaction Value (TTV) of €3.8 billion.

About InterContinental Hotels Group

IHG (InterContinental Hotels Group) is a global organisation with a broad portfolio of hotel brands, including InterContinental Hotels & Resorts, Kimpton Hotels & Restaurants, HUALUXE Hotels and Resorts, Crowne Plaza Hotels & Resorts, Hotel Indigo, EVEN Hotels, Holiday Inn Hotels & Resorts, Holiday Inn Express, Staybridge Suites and Candlewood Suites.

IHG franchises, leases, manages or owns nearly 5,000 hotels and more than 750,000 guest rooms in almost 100 countries, with nearly 1,500 hotels in its development pipeline. IHG also manages IHG Rewards Club, the world's first and largest hotel loyalty programme, with nearly 99 million members worldwide.

InterContinental Hotels Group PLC is the Group's holding company and is incorporated in Great Britain and registered in England and Wales. More than 350,000 people work across IHG's hotels and corporate offices globally.

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