

# **Bedsonline and Rally Investco sign strategic partnership**

Submitted by Antonia Aguilo on Mon, 19/10/2020 - 09:50

- Rally Investco will become the General Sales Agent (GSA) of Bedsonline in the Indonesian market.
- Indonesian travel agencies working with Bedsonline will continue booking accommodation, activities, transfers and car-hire via [bedsonline.com](https://www.bedsonline.com)
- [Rally Investco will enable agents to earn reward points as they book hotels, through their own agent incentive programme, Galileo Club.](#)
- The GSA will offer Bedsonline's local customers a dedicated help desk.

**Palma, Spain, 19 October 2020** – [Bedsonline](#), the leading global provider of accommodation and complementary travel products exclusively for travel agents, has today reached an agreement with Rally Investco – which collaborates with Galileo Indonesia – to manage the Bedsonline business in Indonesia.

As part of this agreement Rally Investco will be the General Sales Agent (GSA) of Bedsonline in Indonesia.

Indonesian travel agencies working with Bedsonline will continue to book all their accommodation, activities, transfers and car-hire via [bedsonline.com](https://www.bedsonline.com).

Rally Investco will now begin to offer to Bedsonline's local customers:

- A dedicated help desk located in Indonesia and operated in the local language (Bahasa Indonesia). This will include dedicated local telephone numbers which will also help reduce costs for Bedsonline's customers.
- Access to the rewards programme Galileo Club: Rally Investco, who collaborate with Galileo Indonesia, will enable agents to earn reward points as they book hotels through their own agent incentive programme, Galileo Club. Agents will also be able to earn points as they book flights through the Galileo GDS, meaning all points can be redeemed under one platform.

**Hui-Wan Chua, Regional Sales Director, APAC**, commented: "The Indonesian market is a top priority for us at Bedsonline and that is why we are very excited to announce that we will appoint Rally Investco as our key strategic partner in the market. Rally Investco also partners with Galileo Indonesia and has over 20 years' experience in the Indonesian market, thus giving our customers a truly unrivalled offering and service.

"To excel in the ever-changing travel landscape our Indonesian customers deserve a partner that is much more than just a booking engine. Therefore, we have chosen Rally Investco – who are collaborating with Galileo Indonesia – to operate our local Bedsonline business going forward, given their extensive local market knowledge, presence and relationships. Together we look forward to helping our Indonesian travel agent customers grow and prosper."

**Raymond Setokusumo, President Director, Galileo Indonesia also commented:** "We are glad to welcome Bedsonline as our new partner in this industry. We believe this partnership will bring a new extended variety of services and programs for all Bedsonline's clients in Indonesia. Furnished with our experience in serving and supporting our clients in the travel industry over the last 20 years, we are confident we will offer added value by making a seamless transition becoming Bedsonline's General Sales Agent (GSA). We trust that this new collaboration will enlarge the

capability of both parties in servicing our valued customers, the travel agents.”

## **About Bedsonline**

[Bedsonline](#) is the leading global provider of accommodation and complementary travel products exclusively catering to travel agents. Through its online platform, it distributes accommodation, excursions, tickets and transfers to more than 50,000 travel agencies backed by local sales teams in over 30 countries covering over 100 markets globally.

The company offers an extensive portfolio of over 180,000 hotels, 25,000 transfer routes and 18,000 activities in 185 destination countries worldwide, guaranteeing high availability, competitive prices and unique offers. This portfolio is backed by personalized local service and a powerful yet intuitive booking engine making Bedsonline the defacto partner for many travel agencies around the world.

Bedsonline has focused its strategy in recent years on the expansion of new markets in Europe, America and Asia, such as Germany, the Czech Republic, Mexico, the United States, Colombia, China, Japan and the Philippines. This strategic vision has led the company to occupy a leadership position in its segment.

Bedsonline is part of Hotelbeds, the world’s leading bedbank and business-to-business provider of services to the travel industry globally, headquartered in Palma, Spain.

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Thumb image

A banner image for 'bedsonline Rally'. It features a background of hands holding a smartphone and a tablet. The smartphone screen displays 'Terminal 2 D10' and 'Boarding Pass 1'. The tablet screen displays 'Terminal 2 D10' and 'Boarding Pass 2'. The text 'bedsonline Rally' is overlaid in white. The background has orange and blue geometric overlays.

# bedsonline Rally