

Hotelbeds signs preferred agreement with RedDoorz to expand portfolio in South-East Asia

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- As a result of this deal, Hotelbeds' clients will have access to a range of preferential rates and offers in nearly 900 RedDoorz properties across South-East Asia.
- In exchange, RedDoorz gets full access to Hotelbeds' network of 60,000 travel trade buyers in over 140 source markets worldwide.

Palma, Spain, 20th July 2021 - [Hotelbeds](#), the world's leading bedbank, has today announced a preferred partnership with RedDoorz, South-East Asia's largest and fastest growing technology-driven hotel management and booking platform.

This agreement will provide Hotelbeds with exclusive offers and benefits for its clients at almost 900 RedDoorz properties across South-East Asia. The new deal will also offer Hotelbeds the ability to expand its portfolio for both international and domestic offerings in key destinations such as Indonesia and the Philippines.

In return, this new partnership will give RedDoorz the ability to expand its global reach by gaining access to Hotelbeds' 60,000 travel trade buyers based in more than 140 source markets worldwide, including high value channels such as travel agents, tour operators, airlines and points redemption programmes

Jorge Cortés, Global Sourcing Director at Hotelbeds, said: "Once again we are delighted to renew our partnership with RedDoorz, South-East Asia's largest hospitality company. The Singapore-based company has over 2,000 properties in the region, of which we currently work with almost 900. We intend to further strengthen this mutually successful partnership and continue to add more of their properties to our portfolio to further enhance our offering to our clients.

"Despite the difficult environment of last year, we remain deeply committed to building the future of hospitality in South-East Asia and RedDoorz brings us closer to realising our ambitious vision in the region."

About Hotelbeds

Hotelbeds is the world's leading bedbank.

In a fragmented and complex travel landscape, Hotelbeds provides over 180,000 hotel properties across the globe with access to high-value, complementary distribution channels that significantly increase occupancy rates and optimise RevPAR – whilst not competing with the hotelier's direct distribution strategy.

Hotelbeds does this by offering hoteliers access to a network of over 60,000 hard-to-access B2B travel buyers such as tour operators, retail travel agents, airline websites, and loyalty schemes in over 140 source markets worldwide. These channels provide hotel partners with returning guests that book further in advance, cancel less, spend more in-destination and stay longer.

In addition to accommodation, Hotelbeds is also the world's largest B2B seller of travel ancillaries, offering 25,000 transfer routes and 18,000 activities, as well as attractions, tickets and car hire.

Operating under the 'Beyond the Bed' product line, it provides both hoteliers and travel distribution partners with an efficient platform and powerful tools to easily integrate and commercialise its leading portfolio of high-margin products.

The company is headquartered in Palma, Spain.

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