

# [Hotelbeds launches its product portfolio on the B2B booking platform Xeni](#)

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**Palma, Spain, 11<sup>th</sup> May 2022** - [Hotelbeds](#) has just announced a partnership to distribute its full hotel and car rental portfolio on Xeni, a B2B service offering a complete white label travel booking and payments platform.

Xeni users - which include small to medium-sized leisure agencies, experience sellers cross-selling travel and organisations seeking discounted travel for their community - will gain access to 300,000 hotels and 500 car rental providers that are part of the Hotelbeds portfolio.

“Through this agreement, we will further increase our reach of hard-to-access B2B buyers, while Xeni will expand its product selection to allow its B2B clients to create their own packages and trips, including flights, hotels and cars” says **Leon Herce, Core Commercial Director at Hotelbeds**. He adds that: “we are very excited to distribute our extensive portfolio of hotel and car rental products through the platform and look forward to continuing to grow our relationship with Xeni in the future.”

Besides accessing great content available at net rates, the users of the Xeni platform benefit from full freedom over commissions with no debit memos, commission shares, clawbacks, or limits; an integrated and simplified payment solution; a no-code required implementation that takes minutes; and a self-branded booking engine.

**Sachin Narode, CEO of Xeni**, added: “Travel agents and experience-sellers want to focus on their expertise and client network. Today, they are distracted by problems accessing wholesale inventory, creating an online experience for travelers, and manually performing administrative tasks. By providing smaller organizations with the complete travel booking platform they need, we are democratizing the ability to resell travel online. We’re very excited to expand our partnership with Hotelbeds to enhance our inventory selection at best-in-industry prices for our users around the world.”

## **About Hotelbeds**

Hotelbeds is the world’s leading bedbank.

In a fragmented and complex travel landscape, Hotelbeds provides over 300,000 hotel properties across the globe with access to high-value, complementary distribution channels that significantly increase occupancy rates- 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.

In addition to accommodation, Hotelbeds is also the world’s largest B2B seller of travel ancillaries, offering worldwide coverage of transfer routes and 18,000 activities, as well as experiences and car rental suppliers. 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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