

## [Bedsonline supports its clients in the face of soaring booking demand](#)

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**Palma, Spain, 17 August 2022** - Bedsonline's latest figures show that booking demand is stronger than ever, with a 117% increase in global bookings for 2022 financial year compared to the same period in 2019. As international tourist arrivals continue to grow as the latest travel restrictions are lifted, Bedsonline provides its clients with the best tools to support the growth of the more than 60,000 travel consultants around the world who work with the company.

Taking to account the needs of its partners to manage this growing demand for the summer, Bedsonline booking engine speaks to their understanding of market requirements, as well as their command of technology: powered by a proprietary algorithm, the booking engine seamlessly pairs the best hotels from an expansive, 300,000-strong portfolio to an advisor's unique query, considering the criteria that matches the right experience to the end client. A wide variety of filters - ranging from board basis to sustainability credentials - enables advisors to put the client's preferences at the centre of every consultation, while further options (such as free cancellation, partial cancellation, non-refundable bookings and current promotions) offer reassurance and satisfy a desire for greater flexibility.

Through the Bedsonline booking engine, travel advisors can book not only accommodation, but also ancillary services to their bookings. From car rental to private transfers, theme park tickets and activities, Bedsonline offers its customers the possibility to book everything in one place.

"We are constantly working to enhance our clients experience through our booking engine. Is with that in mind, and to ensure advisors are compensated fairly for their efforts, that we've given control to advisors to add a customized fee (adjustable to a maximum of \$999.99) to their bookings. The fee - applicable on a quote-by-quote basis, or to all future bookings at the click of a button - doesn't just enable advisors to boost their income: it allows them to tailor the customer experience as appropriate" said **Bertrand Sava, General Manager for Retail at Hotelbeds, the parent company of Bedsonline.**

To get the most out of every booking, Bedsonline also has its award-winning marketing and trends tool exclusively for its customers, The Compass. Offering insights, with real-time global data revealing emerging trends which are then tailored to its user, based on what it can learn about their typical booking habits, The Compass makes it easier than ever for advisors to identify the right destinations to offer to their clients at the best possible time.

Indeed, the Flyer Creator tool - available to use from within The Compass and on other landing pages across the Bedsonline website - is an effective way for advisors to promote their product with minimal effort and at zero cost. "Our aim to make it very simple and easy to use. In under five minutes, advisors can craft attractive marketing materials complete with their own branding, unique disclaimers and up to eight hotels before saving the flyer, and sending it to the clients from within the tool itself" added **Bertrand.**

And with comfort and ease for its customers at the forefront, the company has simplified the way travel professionals can solve problems by introducing self-service tools.

Accessible via the Bedsonline website, the SelfSeT toolkit saves advisors time by allowing them to manage and modify bookings at their own convenience. From adding special requests at any time,

adding or removing room nights, to a flexible cancellation tool, travel advisors can now manage their bookings easier than ever before.

## **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 60,000 travel agencies backed by local sales teams in over 30 countries covering over 100 markets globally.

The company offers an extensive portfolio of over 300,000 hotels, worldwide coverage of transfer routes and 18,000 experiences in 200 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 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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