

B2B Travel Solutions: Retail Travel Agencies

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What if there were a way of maximising revenues from every booking? Especially in the current state of the industry, with customer expectations rising, the market constantly changing, and emerging technologies becoming a part of how we work. Enter B2B solutions for travel agencies. With access to the right platforms and tools offered by partners like HBX Group, you can reach the right clients, broaden your portfolio, and access competitive rates.

Below is a breakdown of how HBX Group's B2B solutions can help with the top challenges you may face as a travel agent or advisor.

Challenge: Maximising your earning potential

Many agents choose to focus on profitable niches like luxury or business travel, segments which serve clients with more complex and specific needs. However, higher rates do not always reflect the true value of a booking: you also need to consider the time spent on research, planning, and communication with clients. And since clients have high expectations, it often means you manage various platforms while booking hotels, experiences, concierges, transfers, and more.

Solution: Find a platform with all travel partners in one place

Instead of booking hotels, experiences, and transfers separately, check out travel agent tools that centralise all your partners on one platform. This way, you'll save time, broaden your network — thus increasing the value you bring to clients — and earn the ability to make more out of each booking.

[Bedsonline](#) (part of HBX Group) boasts a global portfolio, connecting agents and advisors with over 250,000 hotels, 500 car hire providers, and 23,000 travel activities, all in one place – including those suited to higher-ticket travellers. By joining, you'll not only gain access to a wide range of travel partners, but also exclusive rates offered only to Bedsonline members.

For discerning luxury travellers, explore [The Luxurist](#) - a complete B2B ecosystem crafted exclusively for luxury travel professionals. With The Luxurist, travel agents can gain access to 24/7 concierge service (for both advisor and guests), 5000+ exceptional hotels, and exclusive privileges at no cost. Now available through Bedsonline, any booking tagged as 'The Luxurist' entitles your clients to premium privileges, including a 24/7 in-destination concierge service, welcome amenities, and check-out till 2:00 PM (outside of peak season). Alternatively, travel agents may prefer to book directly through the Luxurist's own website.

No matter how broad or niche your clientele, travel agents can experience the best of all worlds with HBX Group's retail offering: whether catering to premium travellers, offering budget-friendly stays, or producing all-encapsulating itineraries (think stays, transfers, experiences and insurance as an example), adjusting your offering to satisfy all client needs could not be easier.

Challenge: Finding the best rates and offers

You want to offer your clients properties that match their budget, activities that fit their travel style, and seamless transportation options to make the trip smoother. But it's not always easy to find the right products, let alone competitive rates – especially if you need to navigate multiple platforms, keep up with fluctuating prices, and ensure supplier reliability. And when you add limited availability during peak seasons or last-minute changes, the process becomes even more complicated.

Solution: Join a travel agent booking platform

No matter your needs as a travel advisor, we have the platform to support you – and deliver exceptional experiences for your clients.

When you become a member of **Bedsonline**, you get access to its extensive product portfolio. The brand also negotiates the best rates for travel agents, which include exclusive agreements, agent-only offers, and priority availability for travel advisors.

Bedsonline has over 2000 exclusive offers and a large network of hotels and experiences for all types of travellers, from budget-friendly to luxury. Partners get access to exclusive rates, with discounts reaching up to 60% off.

Challenge: Standing out in a crowded market

With so many options available to travellers, agents need to differentiate their offerings to stay relevant. This could mean promoting alternative destinations in the wake of over-tourism, finding reliable travel partners around the world, or using AI to improve customer service.

Solution: Broaden your portfolio, equip yourself with the best tools, and keep up with current travel trends

While there are different ways travel agents can stand out, one effective strategy is to combine a broad, diverse portfolio with a clearly defined niche. That's where HBX Group can help:

Bedsonline's travel portfolio covers various niches, such as eco-tourism, business travel and sports tourism – just explore the filters in its Booking Engine, with hotels and experiences to suit all client types. Of course, sticking to one niche isn't necessary – serving all client types is no issue with Bedsonline's vast product portfolio!

In search of a distinctly premium travel offering? **The Luxurist's** property portfolio can also be sought from within the Bedsonline Booking Engine. Simply select 'The Luxurist' in the Booking Engine's 'Promos' section. For more complex or multi-stop itineraries, advisors can go a step further with The Luxurist Itinerary Builder — a dedicated platform designed to plan, book, and manage luxury trips end-to-end, with exclusive content, dynamic roadbooks, and concierge support built in. To make use of this, [head directly to the Luxurist website](#), submit your Bedsonline login email, and receive your Luxurist credentials.

When you become an HBX Group partner, you'll get plenty of inspiration on how to use the latest travel trends to grow your business. Each year, we publish actionable reports, share countless consultative articles across our brands' Resource pages, and launch marketing campaigns, timed at

opportunistic moments to support travel agents in selling more.

Challenge: Streamlining operations, campaigns, and seasonal offers

Organising trips, finding the best deals, and staying on top of peak seasons' demands can be time-consuming. You may find that you're constantly juggling client requests, supplier availability, and different platforms for booking, tracking, and communicating with clients.

Solution: Sign up for personalised, data-driven insights for business growth, and benefit from a range of powerful tools

Bedsonline's booking tool for travel agents simplifies and streamlines day-to-day operations. Through the platform, travel agents and advisors can manage bookings, add additional travel products, and make updates. Within its award-winning artillery, users will find a quote management tool, allowing them to keep track of the itineraries and quotes that they've spent time building. Similarly, Bedsonline offers a helpful comparison tool, making it easy for agents to compare up to four properties side-by-side in a visual PDF, which can be shared with their clients and in their own branding.

Bedsonline also comes with Insights, an AI-driven search and marketing platform. By using real-time data, Insights helps identify trending destinations relevant to your market. It learns from your booking behaviour — such as the destinations you've booked, saved, or discarded — to offer you personalised recommendations. With advanced filters, it simplifies the search process, helping you quickly find the right options based on location, theme, traveller type, region, or hotel star rating.

Elsewhere, the **Luxurist's** range of tools continue to impress. Its powerful Itinerary Builder offers access to over 5000 curated luxury hotels; real-time availability and AI-powered suggestions to streamline planning; and dynamic roadbooks to delight clients and convert quotes into confirmed bookings.

Are you a supplier looking to improve your distribution and reach travel agents?

Whether you're a hotelier, destination marketing organisation, experience provider, or car rental/transfer supplier, HBX Group can connect you with thousands of travel agents. Our booking engines process 7 billion searches and 90,000+ bookings a day; what's more, depending on your desired strategy, your products have the potential to be booked in 170+ markets around the world.

Broaden your network and increase your earnings with HBX Group

At HBX Group, our B2B solutions for travel advisors focus on broadening your network, simplifying your administrative tasks, and giving you personalised recommendations that save time. Once you join, you'll also benefit from the best rates for travel agents, which we've thoroughly negotiated with our travel partners, exclusively for you.

[Learn more about HBX Group and become a partner today!](#)

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