

Cloudbeds increases distribution reach for its hotel partners through agreement with Hotelbeds

Submitted by AnnaMonreal on Tue, 16/07/2019 - 10:21

- The hotel partners of Cloudbeds will gain access to Hotelbeds' +60,000 B2B travel buyers, including retail travel agents and tour operators.
- Cloudbeds' inventory of 22,000 hotels, hostels and vacation rentals boosts Hotelbeds' inventory for the benefit of its travel trade clients.

Palma, 16th July 2019. [Hotelbeds](#), the world's leading bedbank, has announced today a preferred partnership agreement with Cloudbeds, an easy to use all-in-one hospitality management suite that simplifies the working lives of hoteliers and hosts.

With this agreement Cloudbeds aims to increase its connectivity partnership program by helping its 22,000 hotel, hostel and vacation rental partners reach the over 60,000 B2B travel partners – including tour operators, travel agencies, airlines and points schemes in over 185 source markets – that use the Hotelbeds booking platform.

Additionally, the accommodation provider partners of Cloudbeds will benefit from the high-value guests that Hotelbeds' B2B travel buyers typically offer, including guests that book earlier, pay more, cancel less, stay for longer and spend twice as much in the destination.

Cloudbeds creates cloud-based hospitality management software that simplifies the working lives of professional property owners and operators. The company has offices in San Diego, Dublin, and Sao Paulo Brazil and its employees are distributed in 31 different countries.

Through its powerful and simple suite of tools, Cloudbeds gives all properties, regardless of size, access to the best hospitality management technology. This means hoteliers and hosts can grow reservations and automate their workflows with confidence and ease.

Adam Krzciuk Kuna, Head of Supplier Connectivity Partnerships at Hotelbeds said: "We are really happy to partner with Cloudbeds to boost our distribution network and feel that their hotel partners will benefit immensely from gaining access to our over 60,000 B2B travel buyers.

"We are starting a new era in relationships with channel managers and we want to recognize their great importance to our business; that's why we recently launched a new preferred partnership program for channel managers and we're very excited with Cloudbeds being one of the first participants."

Sebastien Leitner, Director of Global Partnerships at Cloudbeds added: "Our partnership with Hotelbeds is an exciting milestone for us and we're very proud to be partnering with a leading business-to-business bedbank worldwide. We look forward to helping our hotels to increase their sales and boost profitability through offering them access to the hard-to-reach B2B buyers Hotelbeds offers, such as retail travel agents, tour operators, loyalty schemes and airline websites."

About Hotelbeds

Hotelbeds is the world's leading Bedbank.

In a fragmented and complex travel landscape, Hotelbeds provides over 180,000 hotels 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 24,000 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 and employs around 5,000 employees across over 60 offices globally.

Follow us:

Linkedin: <https://www.linkedin.com/company/hotelbeds>

Twitter: @Hotelbeds

Facebook: Hotelbeds

About Cloudbeds

Cloudbeds is one easy-to-use hospitality management suite that simplifies the working lives of hoteliers and hosts. Cloudbeds’ award-winning software is trusted by tens of thousands of boutique hotels, hostels, inns, vacation rentals and groups in over 148 countries. With over 300 distribution integrations, Cloudbeds helps properties grow revenue and automate their workflows with confidence and ease. Founded in 2012, Cloudbeds has expanded to over 200 people with local teams in 31 countries, speaking 17 languages.

For more information, please visit www.cloudbeds.com or reach us at Facebook.com/cloudbeds and on Twitter at @cloudbeds.

Hotelbeds Media contacts

Media Relations & Corporate Affairs

Antonia Aguiló

a.aguilo@hotelbeds.com

Thumb image



hotelbeds + Cloudbeds