

Hotelbeds strengthens distribution reach for ancillary partners via Servantrip agreement

Submitted by Antonia Aguilo on Thu, 30/07/2020 - 09:50

- Servantrip's travel trade buyers gain access to Hotelbeds' Beyond The Bed portfolio of 18,000 activities, 25,000 transfer routes and 500+ car rental providers.
- Servantrip will access the portfolio via Hotelbeds' ancillary API solution.
- Beyond The Bed's ancillary partners will benefit from real-time bookings from Servantrip's 7,100 B2B partners around the world, including TUI, BCD Travel, FCM Travel Solutions, Globalia Corporate Travel, Halcón Viajes, Uniglobe and Airmet.

Palma, Spain, 30 July 2020 - [Hotelbeds](#), the world's leading bedbank, has today announced a global strategic partnership with [Servantrip](#), a B2B platform that consolidates airport transfers, door-to-door drivers and activities in more than 170 countries.

The partnership will provide Servantrip with full access to Hotelbeds' Beyond The Bed portfolio via the API solutions offered by Hotelbeds, including:

- **Activities including tours, tickets and attractions** with over 18,000 activities in 690 destinations. Servantrip will have access to this via API connectivity from July 2020.
- **Transfers via Holidays Taxi Group (HTG)**, the worldwide transport service that is part of Hotelbeds, offering airport to city and resort transfers in 21,000+ destinations in over 150 countries worldwide.
- Additionally, from August 2020 Servantrip will connect to **Hotelbeds' transfer portfolio**, which has over 25,000 transfer routes in over 120 countries.
- **Car hire products** from 500 car rental suppliers through Hotelbeds' B2B car rental brand CARNECT. Servantrip will go live with this product from April 2021.

Meanwhile Beyond The Bed's ancillary supplier partners benefit from strengthened distribution through the Servantrip platform that will power real-time bookings from the 7,100 travel agencies and OTAs across 97 countries that use Servantrip.

In addition the Servantrip platform allows users to make several bookings in the same reservation, thus increasing cross-selling opportunities for Beyond the Bed partners.

Javier Arévalo, Managing Director of the Beyond The Bed portfolio at Hotelbeds said: "We are very pleased to announce this partnership with Servantrip as it is one of the leading B2B distribution platforms consolidating airport transfers, door-to-door drivers and other activities. We have been working hard over the last few years to offer our ancillary partners access to an even wider distribution network and Servantrip, with its own proprietary technology solution, will provide real-time bookings from more than 7,100 travel trade customers. This partnership works as the perfect win-win, with Hotelbeds working as the ancillary product specialist and Servantrip as the technology partner."

José Manuel Núñez, Managing Director at Servantrip added: "We are dedicated to giving our B2B clients the widest possible portfolio of ancillary solutions under the best possible terms and conditions. The high-quality products available from Hotelbeds' Beyond The Bed portfolio - over 18,000 activities, 25,000 transfer routes and 500 car rental providers worldwide - fulfills our commitment and additionally its cloud-based technology matches our need for a simple, no-fuss solution."

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 – while 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 partners 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.

Follow us on:

LinkedIn: <https://www.linkedin.com/company/hotelbeds-group>

Twitter: @Hotelbeds

Facebook: Hotelbeds

Instagram: Hotelbeds_official

About Servantrip

Servantrip is a global B2B consolidator - a "one-stop shop" solution for airport and door to door transfer services, hourly drivers and tours & activities, with the largest coverage worldwide.

Servantrip is leading and supporting tech transformation regarding services at destination in the B2B sector, being able through one-API-only integration to deploy full inventory in 170+ countries comparing the best offer to book among different main suppliers. Indeed, it's latest generation platform has been integrated into AMADEUS.

The use of state-of-the-art technologies such as artificial intelligence and other solutions aimed at personalizing and improving sales, allows Servantrip to offer not only a powerful booking platform but a better user experience by allowing partners to search, compare, check availability and prices in real-time, obtaining immediate confirmation for the entire product portfolio.

The company is headquartered in Madrid, Spain.

Follow us on:

LinkedIn: <https://linkedin.com/company/servantrip>

Twitter: @servantrip

Hotelbeds media contact

Media Relations & Corporate Affairs

Antonia Aguiló

a.aguiló@hotelbeds.com

Thumb image

