

# **Hotelbeds signs strategic agreement with Juniper**

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- Hotelbeds' ancillary supplier partners are now able to sell their products to Juniper's 300+ clients in over 50 countries.
- Clients of Juniper gain access to Hotelbeds' Beyond the Bed portfolio, that includes 18,000 activities, 25,000+ transfer routes, as well as theme-park attractions, event tickets and car rental with exclusive rates and conditions.
- Juniper will connect to Beyond the Bed using Hotelbeds' API connectivity.

**Palma, Spain, 2<sup>nd</sup> February 2021** - [Hotelbeds](#), the world's leading bedbank, has announced a strategic partnership with [Juniper](#), a global travel technology company and leader in online solutions for the tourism industry under the Juniper and Cangoroo brands.

Thanks to this agreement Hotelbeds' ancillary partners - via the Beyond the Bed portfolio - will now have access to Juniper and Cangoroo's 300+ clients - increasing Hotelbeds' ancillary distribution reach in over 50 countries, including Spain, USA, Colombia, Brazil, and the UAE.

The partnership will provide Juniper's clients with access to preferential conditions from Beyond The Bed's portfolio of more than 18,000 activities in 690 destinations, 25,000 transfer routes in 1,100 destinations, car rental from 30,000 pick-up locations in 170 countries - as well as theme-park attractions and entrance tickets for events all over the world.

**Chris Leonard, Beyond the Bed Managing Director at Hotelbeds**, said, "During these challenging times of vast health, social and economic impact on the travel industry we have been working together with Juniper to make this alliance a reality. We are very proud to extend an already long-standing relationship, as Juniper's customers are highly-valued by our supplier partners all around the world.

"We have worked hard over the last few years to make our ancillary product range more relevant and competitive and as a result we expect to generate significant sales growth together for our supplier partners around the world."

**Juan Mateos, General Manager at Juniper**, said, "We're very excited to gain access to in-destination ancillary services via Hotelbeds' Beyond the Bed portfolio. Many of our customers look for unique travel products that can give them authentic local experiences when travelling internationally and the Hotelbeds range of products and high level of exclusive deals is incomparable."

## **About Hotelbeds**

Hotelbeds is the world's leading bedbank.

In a fragmented and complex travel landscape, Hotelbeds provides over 180,000 hotel properties 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 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.

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### **About Juniper**

Juniper is a global Travel Technology company leader in providing the best online solutions for the Tourism Industry (OTAs, DMCs, BedBanks and Wholesalers). Juniper provides flexible and modular Booking Engines (Juniper and Cangoroo Booking Engines) that can adapt to the needs of each business. With more than 360 XML integrations with external suppliers, Juniper has the most extensive connectivity portfolio. More than 350 clients over 50 countries already trust Juniper. Since 2003 Juniper offers a quality and service commitment to all of its clients, taking care of their needs in an environment which is in permanent change and evolution. It has a team of more than 280 experienced professionals in Technology and Travel Industry, located in Palma de Mallorca Juniper Headquarters (Spain), São Paulo Cangoroo Headquarters (Brazil), Miami (USA), Cali (Colombia) and Dubai (UAE). Juniper is part of Constellation Software Inc. (TSE:CSU).

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