

## IHG and Hilton Connect to DerbySoft Hotel Switch in China

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The reservation received yesterday by the Hilton Garden Inn in San Mateo, CA from Hilton's CRS, OnQ, was unlike any before. It originated in a Chinese travel agency and was the first reservation coming from an Asian travel agency to a Hilton property using China's largest hotel switch to which OnQ recently connected. IHG also just completed the connection of its CRS, Holidex, to the same switch.

The switch is operated by DerbySoft Ltd., and is accessed daily by hundreds of Chinese travel agencies who, with the help of a software module developed and installed in their offices by DerbySoft, have been using it to make and manage reservations at hundreds of Chinese hotels. Now, with the IHG and Hilton CRSs connected to the switch, Chinese travel agencies can book rooms with both groups' brands domestically and worldwide without picking up the phone, and more importantly, can begin receiving commissions on those reservations.

This is the first internet/XML switch interface for IHG outside of the U.S. "We are excited by the new distribution opportunities being developed for the Chinese travel industry by DerbySoft", said Jos Weesjes, IHG's Vice President Distribution Marketing Asia Pacific. "This channel will provide agents with access to our best available online rates and better access to hotel inventory. We are committed to working with a wide variety of sales distribution channels and are pleased to certify and endorse DerbySoft as a valued distributor for our portfolio of InterContinental, Crowne Plaza, Holiday Inn and Holiday Inn Express hotels."

For the Hilton brand, this is the first interface to an XML-based switch in Asia. "As an owner of Hilton Garden Inns here in United States, we are excited with the possibilities that this new distribution technology can bring-a direct link to the international travelers outside of America," said Solomon Tsai, Managing Director of United Pacific Hotel Group, which owns hotels in the U.S. as well as exclusive development rights for Hilton Garden Inns in China. He added, "Our Hilton Garden Inns of San Mateo, CA and Fairfield, CA are the first two test properties for the Hilton system and we are proud to say that the results of the tests were flawless, and we're eagerly anticipating the "real" reservations that will be generated by the Asian market to the U.S. I know that all the owners and managers of Hilton brands will soon see the benefits of connecting to this switch and the opportunities that this type of global reservation system will mean to our hotels. The best part of this system is that for the hotels, collecting revenue and paying commissions occurs basically as we do business now."

The growing importance of China's travel industry not only as a destination but as a departure point for international travel makes DerbySoft's switch a valuable resource for hotels and distribution channels alike.

### **About DerbySoft**

Founded in Shanghai in 2002, DerbySoft is a leading technology company serving the hospitality and travel industries in China. Dedicated to creating the next generation of online distribution infrastructure, DerbySoft delivers and integrates systems designed to XML-based open standard specifications such as those of the Open Travel Alliance (OTA), of which DerbySoft has been China's only member since 2002.

DerbySoft has developed and now operates China's largest hotel switch serving thousands of large international and domestic chain hotels including Hilton, IHG, BTG-Nikko Hotels, Jinling Hotel Group, CTS Hotels and others as well as more than 500 independent Chinese hotels. On the buyer side, hundreds of Chinese travel agencies, corporate travel offices, online travel agencies and other online distribution channels are connected to the switch.

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