

NBTA Adds Green Questions to Industry-Standard Hotel RFP for 2009 Bid Season

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Hotel Committee Updates RFP with Environmental, Dynamic Pricing Questions to Meet Industry Needs

The National Business Travel Association (NBTA) today announced that the NBTA Modular Hotel RFP has been updated for the 2009 bid season. The changes include the addition of six questions to help travel buyers and hotels reach common understanding of the hotels' environmental programs, as well as changes to the pricing grid to support dynamic pricing requests.

The Modular Hotel RFP, the industry-standard hotel RFP model, is managed by the NBTA Hotel Committee. The committee, which is made up of buyers, hoteliers, third-party RFP service providers, and related vendors, gathered feedback from the corporate travel community through a survey and extensive conversations to determine what enhancements and updates needed to be made to the industry-standard hotel RFP model. The structure of the RFP remains unchanged, changes were made within existing modules to enable information sharing related to hotels' green initiatives and dynamic pricing, additional changes were made to update and clarify the data gathered in the RFP process.

'The NBTA Hotel Committee provides an invaluable service to the entire business travel community by maintaining the Modular Hotel RFP. Because it is an industry-standard tool, the Hotel RFP saves a tremendous amount of time for buyers and suppliers alike, and creates a level field for the process of evaluating hotel bids for corporate business,' said NBTA President & CEO, Kevin Maguire, CCTE. 'For the RFP to remain useful, the committee must take into account changing industry trends without changing the document so much or so frequently that it is too costly for hotels and buyers to keep up. The changes for the 2009 bid season are a perfect example of how the committee meets that challenge. I have great respect for the work done by the members of the committee, and I thank them for their service to the industry.'

The NBTA Modular Hotel RFP is available to NBTA members at no charge. On www.nbta.org, select RFPs from the Research and Publications pull-down tab to find the 2009 RFP, with changes noted, and the 2008 RFP.

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