

Amadeus signs 60 hotel brands to pioneering Worldwide Commission Manager and launches solution in France

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Solution provides travel agencies with a single screen to track all hotel commissions from all hotels and payment providers - Hotels get more bookings from travel agents confident of commissions

Amadeus, a global leader in technology and distribution solutions for the travel and tourism industry, has signed up 60 hotel brands around the world to Amadeus Worldwide Commission Manager (WCM) and today launched the solution in France following a successful international pilot. More than 20,000 hotel properties in Amadeus have subscribed to this initiative and the solution is today available to all 4,400 travel agencies in France.

'Our travel agencies are telling us that hotel commissions are a key source of revenue for them and at the same time administratively challenging to keep track of,' says Jean De Durfort, Head of Hotel distribution, Amadeus, 'We have launched WCM to give our Agencies visibility on the status of the commission owed to them across the range of hotels they work with from just one tool. Participating hotels benefit from the transparency they are willing to provide and that becomes a sales argument for their hotel and travel agencies benefit from having a single view of the commissions owed to them.'

Amadeus Worldwide Commission Manager (WCM) makes it easy for travel agencies to track hotel commissions by offering travel agents a web-based single point of information on hotel bookings and the status of commission payments.

WCM tracks the progress of payments resulting from fulfilled active hotel reservations, regardless of the commission payment system used by each hotel. The tool has no technological set-up costs, maintenance or fees and provides a reliable overview of the commission payment process for all hotels on Amadeus' GDS.

Hotels that have already signed up include hotel.de, Supranational, Sol Melía and all brands of the Accor group. A full list is included below.

'We chose to be part of the Amadeus Worldwide Commission Manager program to really show the travel agents that we are willing to be completely transparent and communicate openly in terms of commission payment. This has enabled us to build a positive image of our hotel chain,' said Catherine Agier, Director, International Sales, Accor.

abba hotels	hotel.de	Ringhotels
AC HOTELS	Hotusa Hotels	Small Luxury Hotels of the World
Acc Nifos Hotels	ibis hotel	Sofitel Luxury Hotels
Adagio Hotels	INTER-HOTEL	Sol Hoteles
All Seasons	Keytel	Sol Meliá
ATAHOTEL	Kyriad Prestige	Steigenberger Hotels and Resorts
ATEL Hotels Network	Logis de France	Suite Hotel
Barceló Hotel and Resorts	Luxury Lifestyle Hotels and Resorts	Supranational Hotels
Bonsai Hotels	Luxury Resorts and Hotels	The Leading Hotels of the World
Campanile	ME	Thistle Hotels
Châteaux et Hôtels de France	MELIÁ	Top International Hotels
Classic International Hotels	Mercure	Town&Country Hotels Group
Columbus Reservation Services	Mövenpick Hotels and Resorts	TravelClick
CONCORDE HOTELS & RESORTS	Novotel Hotels	TRYP Hoteles
DERAG HOTEL&LIVING	Otedis Hotels	UniVisit
DOMINA HOTEL GROUP	Pacific International	WorldHotels
Exclusive Hotels Collection	Paradisus Resorts	
Golden Tulip	Premiere Classe	
Grange Hotels	Quality Reservations	
Graves Hotels.Resorts	reconline CRS	

About Amadeus

Amadeus is the chosen technology partner for providers, sellers, and buyers of travel. The company provides distribution, IT and point-of-sale solutions to help its customers adapt, grow and succeed in the fast-changing travel industry. Customer groups include travel providers (airlines, hotels, car rental companies, railway companies, ferry lines, cruise lines, insurance companies and tour operators), travel sellers (travel agencies) and travel buyers (corporations and travelers).

Amadeus has central sites in Madrid (corporate headquarters & marketing), Nice (development) and Erding (operations - data processing center) and regional offices in Miami, Buenos Aires and Bangkok. At market level, Amadeus maintains customer operations in 75 countries covering more than 215 markets. The company has nearly 6,700 employees worldwide, representing 95 nationalities.

More information about Amadeus hospitality solutions are available at: www.amadeus.com/hotels.

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