

## Kimpton Hotels moves to Nexus for RFP Processing

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Kimpton Hotels & Restaurants, the largest boutique hotel company in the world has opted to move its Corporate and Travel Management Company contracting to Nexus in time for the 2009 rate season.

The Nexus system will provide Kimpton with a quick and easy way to solicit rates and information from its properties and then maximize the accuracy and speed with which Kimpton can communicate bid responses to its clients.

The RFP (Request For Proposal) process is an annual event for hotel groups, with the number of accepted bids having a direct impact on sales revenue for the following year. Using the Nexus system, Kimpton's properties will be able to respond to a bid in less than five minutes.

Says Geoff Andrew, Nexus Managing Director, 'Kimpton has established a great reputation for trendsetting in the hospitality industry, so we're very pleased to be associated as a business partner. Nexus also prides itself on offering superior service so we're looking forward to building a strong working relationship with a like-minded organisation'

**Nexus World Services** is a leader in providing sales management technology solutions to the hospitality industry and is currently providing services to a number of major hotel chains and groups around the world including, Choice Hotels International, design hotels, Dorchester Collection, Drury Hotels, Four Seasons Hotels & Resorts, Larkspur Hospitality, Mandarin Oriental Hotel Group, Millennium Hotels & Resorts, Omni Hotels, Outrigger Hotels & Resorts, The Peninsula Hotels, The Rocco Forte Collection, Steigenberger Hotels and Resorts, Von Essen Hotels, Warwick International Hotels, WORLDHOTELS.

San Francisco-based **Kimpton Hotels & Restaurants** is the first and leading collection of boutique hotels, throughout the United States and Canada. Founded in 1981 by Bill Kimpton, every Kimpton hotel features personalized guest services, comforting in-room amenities, specialty rooms and suites, and provides a range of exciting culinary experiences through affiliated top-rated destination chef-driven restaurants. Kimpton takes pride in its commitment to social responsibility and leads the hospitality industry in ecological practices through its innovative EarthCare programs. Privately held, Kimpton received the highest ranking in customer satisfaction scores by the Market Metrix Hospitality Index for the entire year of 2007, exceeding all other hotel companies, including those in both the luxury and upscale segment.

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