

## Home Inns and Derbysoft Announce Partnership

2008-09-02

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Home Inns, the fast-growing chain of budget hotels in China, has announced it is significantly expanding its overseas hotel distribution market by partnering with DerbySoft, a company that provides connectivity solutions to hotels and online travel agents across the world.

Home Inns was attracted by DerbySoft because of its' extensive network of online channels including Booking.com, Agoda, Ratestogo, Venere, Hotel.de, HotelClub, Miki-Travel, Hotusa, Hotelbeds, and other worldwide distributors, enabling Home Inns to sell its inventories to more foreign clients.

The direct connection process between the companies' platforms was recently completed by Derbysoft's engineers, and Home Inns as already seen in increase of about 30% over its previous volume of reservations from international travelers.

'With this partnership Home Inns' inventories can better reach the global market through Derbysoft's online distributors. We are delighted to increase our brand recognition outside of China,' said Frank Li, Sales Supervisor for Home Inns.

'The partnership between Derbysoft and Home Inns creates a bridge between Home Inns' hotels and overseas online distributors. Home Inns is already beginning to see an increase in reservations from inbound travelers through foreign OTAs,' said Jin Zhou, General Manager of Derbysoft's hotel business department.

### **About Home Inns**

Home Inns was founded in 2002 with a ground breaking vision of a new kind of comfortable lodging experience throughout China. With professional and courteous service, comfortable rooms, convenient locations, and prices that make sense for individual business and leisure travelers, Home Inns is helping to redefine travel in China for the 21st century.

Home Inns distinguishes itself from its competitors by its extensive network of more than 300 properties operating in 80 cities across China. As it continues to grow, Home Inns remains dedicated to the philosophy of consistent quality and superior service that guides each and every hotel in the Home Inns family.

### **About DerbySoft**

Founded in Shanghai in 2002, DerbySoft is a new generation technology company serving the hospitality and travel industries in China. DerbySoft has developed and now operates China's 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 1500 independent Chinese hotels. On the buyer side, well over 1000 Chinese travel agencies, corporate travel offices, online travel agencies and other online distribution channels are connected to the switch. Contact: Dave Reville [dave.reville@derbysoft.com](mailto:dave.reville@derbysoft.com).

This article comes from Hotel News Resource

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