

### What is tripmakery.com?

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tripmakery.com is an innovative hotel booking platform for groups.

Every month more than 11.000 groups like social clubs, companies, school classes, friends & families are using tripmakery.com as their preferred hotel booking platform.



Specialist for group bookings (300,000+ groups handled to date)



Founded in 2016 with HQ in Vienna (15 employees)



We support groups with their hotel bookings using our advanced booking system and our experienced service team.

### Who are the customers of tripmakery.com?





**70%**Leisure Clients



**Business Clients** 



#### Average group profile:

- 25 persons
- 2 nights
- ~ 4.000€ budget

**New since 2024:** Group tool for hotels

### How can we work with tripmakery?

There are **two ways** to work with tripmakery.com:



# Cooperation via Channel Manager

- automated group offers
- 90% less manual effort
- 3x higher conversion rates
- Group tool for your own enquiries



## Cooperation via e-mail requests (RFPs)

- simple cooperation based on e-mail requests
- fast offer creation via online-form
- easy handling of complex requests

### Cooperation via Channel Manager





By using the Chanel Manager connection, you provide us with rates\* and availabilities (including our 10% commission).



You define which groups can be booked directly through the channel manager (e.g. <15pax) and which groups need your approval beforehand (e.g. >15pax; school classes etc.).



We combine your rates\* coming through the channel manager with your group conditions stored in our extranet and create automatic group offers.



Once the group books your offer, you can send the contract to the group organizer. Any after-sales changes concerning the booking will be handled between the customer and the hotel directly.



We will request your hotel only with concrete booking intentions. Mass group requests with low conversion rates will become a thing of the past.



tripmakery will send you an invoice of 10% commission after the group's departure. Any changes concerning the booking will be taken into account.

### Cooperation via E-Mail Request (RFPs)





Customers enter their accommodation search on tripmakery.com.



tripmakery.com selects automatically the best fitting hotels and suggests them to the group.



Selected accommodations will get an e-mail request with all relevant group information to either make an offer or decline the request.



Customers receive the offers in their tripmakery dashboard and chose one of them. After the booking, the accommodation will get the customers' contact information.



If suitable, the accommodation sends an offer to the group by using our online form including our 10% commission.



Once the group books your offer, you can send the contract to the group organizer. Any after-sales changes concerning the booking will be handled between the customer and the hotel directly.



tripmakery will send you an invoice of 10% commission after the group's departure. Any changes concerning the booking will be taken into account.

#### How can accomodations participate?

Basically every accommodation whether a hotel, hostel, or B'n'B can list their offer on tripmakery.

Preconditions are an interest for travel groups (from 5 pax) and the agreement to our terms and conditions (see online).

We work with a 10% commission that has to be included in the group offer. tripmakery acts as an intermediary and the the customer receives the offer directly. We will not sell your offer to third parties. Once the group leaves you will get an invoice from us.

Our goal is to create a barrier-free hotel marketplace without any pitfalls. Therefore, you don't have to subscribe to any listings or pay any sign-up fees.

We want to create a **holistic inventory**. Therefore we are interested in basically every cooperation. In the mid-term, we will of course re-evaluate the cooperation to ensure that that the offers work well for us and our customers.







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