



Optimize your B2B set-up in a few easy steps

A quick guide to reviewing and
optimizing your Leisure Program
(LP) B2B rates on Expedia
Group Partner Central

#1 Rate Loading -

Ensure LP B2B rates are accurately loaded and assigned

The top screenshot shows the 'Room types' section in Expedia Partner Central. It displays a list of active rate plans for a 'Standard Room, 1 King Bed, Accessible, Non Smoking'. The rate plans are categorized into '14 active rate plans' and '7 inactive rate plans'. The active rate plans include AARP Rate (382229422), Advanced Purchase (208713540), Flexible Rate (208713533), Mobile Only Savings (209461690), Multi Night Stay Rate (208713538), and Multi Night Stay Rate (383150926).

The bottom screenshot shows a detailed view of the '14 active rate plans' for the same room type. The rate plans are listed in a grid format, each with its own details and actions (Edit, Deactivate, Copy). The rate plans include:

- AARP Rate (382229422)**: Notification code: RPC, Standalone, Cancellation policy: RPC.
- Advanced Purchase (208713540)**: Notification code: EC9, Standalone, Cancellation policy: EC9.
- Flexible Rate (208713533)**: Notification code: EC1, Standalone, Cancellation policy: EC1.
- Mobile Only Savings (209461690)**: Notification code: ECM, Standalone, Cancellation policy: ECM.
- Multi Night Stay Rate (208713538)**: Notification code: EC5, Standalone, Cancellation policy: EC5.
- Multi Night Stay Rate (383150926)**: Notification code: ECE, Standalone, Cancellation policy: ECE.
- Private Member Sale (254324876)**: Notification code: EMS, Standalone, Cancellation policy: EMS.
- Hotwire Exclusive (208713622)**: Notification code: PL, Package, Cancellation policy: PL.
- Leisure Program Net Rate 1 (254417024)**: Notification code: LP1, Distribution standalone, Cancellation policy: LP1.
- Leisure Program Net Rate 2 (254417033)**: Notification code: LP2, Distribution standalone, Cancellation policy: LP2.
- Leisure Program Net Rate 3 (254417040)**: Notification code: LP3, Distribution standalone, Cancellation policy: LP3.
- FIT Static Net Rate (390198494)**: Notification code: FIT, Distribution package, Cancellation policy: FIT.

You can find the full list of room types active for your property via Room and rates > Room types and rate plans, where you should see the below LP B2B rates under your active rate plans.

- i. LP1, LP1B – 10% discount
- ii. LP2, LP2B – 20% discount
- iii. LP3, LP3B – 25% discount

Note:

LP1B, LP2B, LP3B are rate plan codes that support meals. If you do not have a restaurant and include breakfast with the room by default, this does not apply to you.

Action:

- Check that LP1, LP2 and LP3 are loaded and assigned to all room types.
- Check that LP1, LP2 and LP3 attributes match those of EC1 (Flexible Rate) by having the same promotions (including value adds) and restrictions (e.g. cancellation policies, advance purchase and length of stay restrictions).

#2 Availability -

Ensure LP B2B rate plan availability and open dates against room types

You can review your LP B2B rate plan availability and open dates by reviewing the check marks (✓) and crosses (x) per room type and rate plan via

Room and rates > Rates and availability > Customize view > select 'Distribution (D) rate plans' > Save.

Note:

- You'll need to customize your view as distribution (LP B2B) rate plans are not shown by default.
- The price shown on Partner Central is the net rate we receive from your connectivity, and the discount is added on top of this rate. These are net prices rather than final sell prices. The sell price, inclusive of any promotions, won't be displayed on this grid.

Action:

- Check that your LP B2B rates (D) and EC1 Flexible Rate (S) are matched in terms of availability and open dates across your room types so your set-up is fully competitive and your most attractive LP B2B rate will be displayed.
- For the most optimal B2B set-up, we recommend always keeping your LP B2B rates (especially LP2 and LP3) open beyond 120 days (particularly during low occupancy) and available.

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Select room

Customize view

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Select all

For each room type, show:

☒ Booking limit

☐ Number of rooms booked

☐ Booking cutoff

For each rate plan, show:

☒ Rate

Number of occupants

All occupant levels

Rate Type

Net rate

☐ FPLOS

☐ Advance purchase window

Minimum and maximum days will be displayed.

Advanced options

☒ Standalone (S) rate plans

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☐ Corporate (C) rate plans

☒ Distribution standalone (DS) rate plans

☐ Distribution package (DP) rate plans

Save

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Search Partner Central...

9/12/2023

Select room

Customize view

Legend

	Sep 12 Tue	Sep 13 Wed	Sep 14 Thu	Sep 15 Fri	Sep 16 Sat	Sep 17 Sun	Sep 18 Mon	Sep 19 Tue	Sep 20 Wed	Sep 21 Thu	Sep 22 Fri
Flexible Rate (S)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	84.15	84.15	84.15	109.65	118.15	84.15	84.15	84.15	84.15	92.65	118.15
Net rate, 2	84.15	84.15	84.15	109.65	118.15	84.15	84.15	84.15	84.15	92.65	118.15
Mobile Only Savings (S)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	84.15	84.15	84.15	109.65	118.15	84.15	84.15	84.15	84.15	92.65	118.15
Net rate, 2	84.15	84.15	84.15	109.65	118.15	84.15	84.15	84.15	84.15	92.65	118.15
Multi Night Stay Rate (S)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	65.64	65.64	65.64	85.53	92.16	65.64	65.64	65.64	65.64	72.27	92.16
Net rate, 2	65.64	65.64	65.64	85.53	92.16	65.64	65.64	65.64	65.64	72.27	92.16
Multi Night Stay Rate (S)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	74.05	74.05	74.05	86.49	103.97	74.05	74.05	74.05	74.05	81.53	103.97
Net rate, 2	74.05	74.05	74.05	86.49	103.97	74.05	74.05	74.05	74.05	81.53	103.97
Private Member Sale (S)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	84.15	84.15	84.15	109.65	118.15	84.15	84.15	84.15	84.15	92.65	118.15
Net rate, 2	84.15	84.15	84.15	109.65	118.15	84.15	84.15	84.15	84.15	92.65	118.15
Leisure Program Net Rate 1 (DS)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	89.1	89.1	89.1	116.1	125.1	89.1	89.1	89.1	89.1	96.1	125.1
Net rate, 2	89.1	89.1	89.1	116.1	125.1	89.1	89.1	89.1	89.1	96.1	125.1
Leisure Program Net Rate 2 (DS)											
Availability	✓	✓	✗	✗	✗	✗	✗	✓	✓	✓	✓
Net rate, 1	79.2	79.2	79.2	103.2	111.2	79.2	79.2	79.2	79.2	87.2	111.2

#3 Pricing -

Ensure LP B2B and EC1 rate plans are priced competitively

You can use the Rates & availability report to compare your sell rates across all rate plans to determine whether the B2B equivalent rates are mapped, priced correctly, and have the same restrictions as your Standalone rates. You can also check your sell price before promotions in this section.

Set up your report via Room and rates > Rates and availability report > select date range, room type, as well as all EC1, LP1, LP2 and LP3 rates > select Continue for comparison.

Action:

- LP1 should be loaded with a 10% discount, LP2 should be loaded with a 20% discount and LP3 should be loaded with a 25% discount.
- Once the rate plans are loaded, check that your LP rate plans sell price match your EC1 rate plan sell price, and have the same promotions (including value adds) and restrictions (e.g. cancellation policies, advance purchase and length of stay restrictions).

Search Partner Central... Q

Sep 12, 2023 - Oct 13, 2023

Rooms Edit

1 room selected

Select Rate Plans (Optional)

Rate plan status

☒ Active

☐ Inactive

Rate type

Non-length of stay

[Select all](#) [Select none](#)

☐ Select all standalone (S) ☐ Select all package (P) ☐ Select all corporate (C)

Standard Room, 1 King Bed, Accessible, Non Smoking [2297429]

[Select all](#) [Select none](#)

☐ AARP Rate (S)(RPC (M), RP (A))

☐ Advanced Purchase (S)(EC9)

☒ Flexible Rate (S)(EC1 (M), EX1 (A))

☐ Mobile Only Savings (S)(ECM (M), EXM (A))

☐ Multi Night Stay Rate (S)(EC5 (M), EX5 (A))

☐ Multi Night Stay Rate (S)(ECE (M), EXE (A))

☐ Private Member Sale (S)(EMS)

☐ Hotwire Exclusive (P)(PL)

☐ Package (P)(PKG)

☐ Business Rates (C)(ECR (M), EXR (A))

☒ Leisure Program Net Rate 1 (L(P1)

☒ Leisure Program Net Rate 2 (L(P2)

☒ Leisure Program Net Rate 3 (L(P3)

☐ FIT Static Net Rate(FIT)

Continue **Cancel**

#4 Reservations -

Ensure the LP rate codes are added and mapped into your PMS system

Bookings from Expedia Partner Solutions will appear in your PMS under a CID named Expedia Partner Solutions.



#5 Analytics - Review B2B performance

To further elevate your B2B strategy, you can use the [Partner Reporting Suite](#) on Partner Central to analyze performance results and booking trends. You can access this via Performance > Quick links > Partner Reporting.

Search Partner Central...

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Partner reporting suite

Report created on: Sep 9, 2023 – Currency: USD

Filters (16) [Reset all filters](#) [Hide ▲](#)

Compset	Booking type	Brand
☒ Competitive Set (EPC) ☐ Exclude	☒ Select All ☒ Agency ☒ Merchant ☒ GDSP Merchant ☒ Hybrid Agency ☒ Opaque Merchant ☒ Direct Agency ☒ Third Party Merchant ☒ Prepaid Agency ☒ Merchant Commissionable Car ☒ EC Agency Net ☒ EC Agency Gross ☒ Unknown ☒ Not Applicable	☐ Select All ☐ Brand Expedia ☐ Hotels.com ☒ Expedia Partner Solutions (EPS) ☐ Vrbo ☐ Egencia ☐ Hotwire ☐ Travelocity ☐ Wotif ☐ Orbitz ☐ ebookers ☐ Classic Vacations ☐ Other

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This can help you identify opportunities to help increase production as well as maximize revenue performance and market share. We recommend adjusting the filter to include or only be focused on Expedia Partner Solutions (EPS) to view data specific to your B2B business.

The Partner Reporting Suite features five key reports, which can be exported as PDFs for sharing or reference:

- **Flash Report YOY:** Displays a snapshot of how your property's year-to-date room nights and average daily rate compare with your competitive set. See how you're pacing in the next month and if any adjustments are needed.
- **Monthly Stays:** Shows performance trends and indicates whether your property's actual share of Expedia Group's business meets the fair share.
- **Future Stay Production and Booked Production reports:** Shows room night details and year over year comparison.
- **Booking Trends:** Provides property insights into regions, segments, and other booking details.

For additional information, please contact:

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