

PEAKWORK

PARTNER CONNECT

Breakout Session Accommodation Provider

The Peakwork Accommodation Team

Erol Ugurlu

Senior Key Account Manager Accommodation & Ancillaries

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Senior Delivery Manager Accommodation

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Delivery Manager Accommodation

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Team Lead Supply



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Peakwork Accommodation Supplier Network

50+
Suppliers

Wholesaler

	Bonotel Exclusive Travel		Destinations of the World (part of WebBeds)
	DIDATravel Technology		Jumbo Tours Group
	Hotelbeds		JAC Travel (part of WebBeds)
	Jonview		Miki Travel
	Olympia Europe		Paximum
	Peakpoint Global		PrimeTravel
	Ratehawk / Emerging Travel Group		Restel
	Sidetours		SMYrooms
	Sunhotels (part of WebBeds)		Travco UK
	W2M		Welcomebeds
	Yalago		

DMC

	Abbey Ireland & UK		Americantours International (ATI)
	AVRA Tours		Bergmann Touristik
	Cretan Holidays		Destination Touristic Services (DTS)
	Eurotours International		Garibaldi
	Ignas Tour		Italcamel
	Magic Arabia		MTS/OTS
	Team America		Ovest
	TourAlpin		Travco Group
	Travel Partner		

Travel Community

 Travelzoo

Switch & Channel Manager

 Derbysoft

OTA

 Expedia Partner Solutions

Hotel Chain

 Accor Hotels

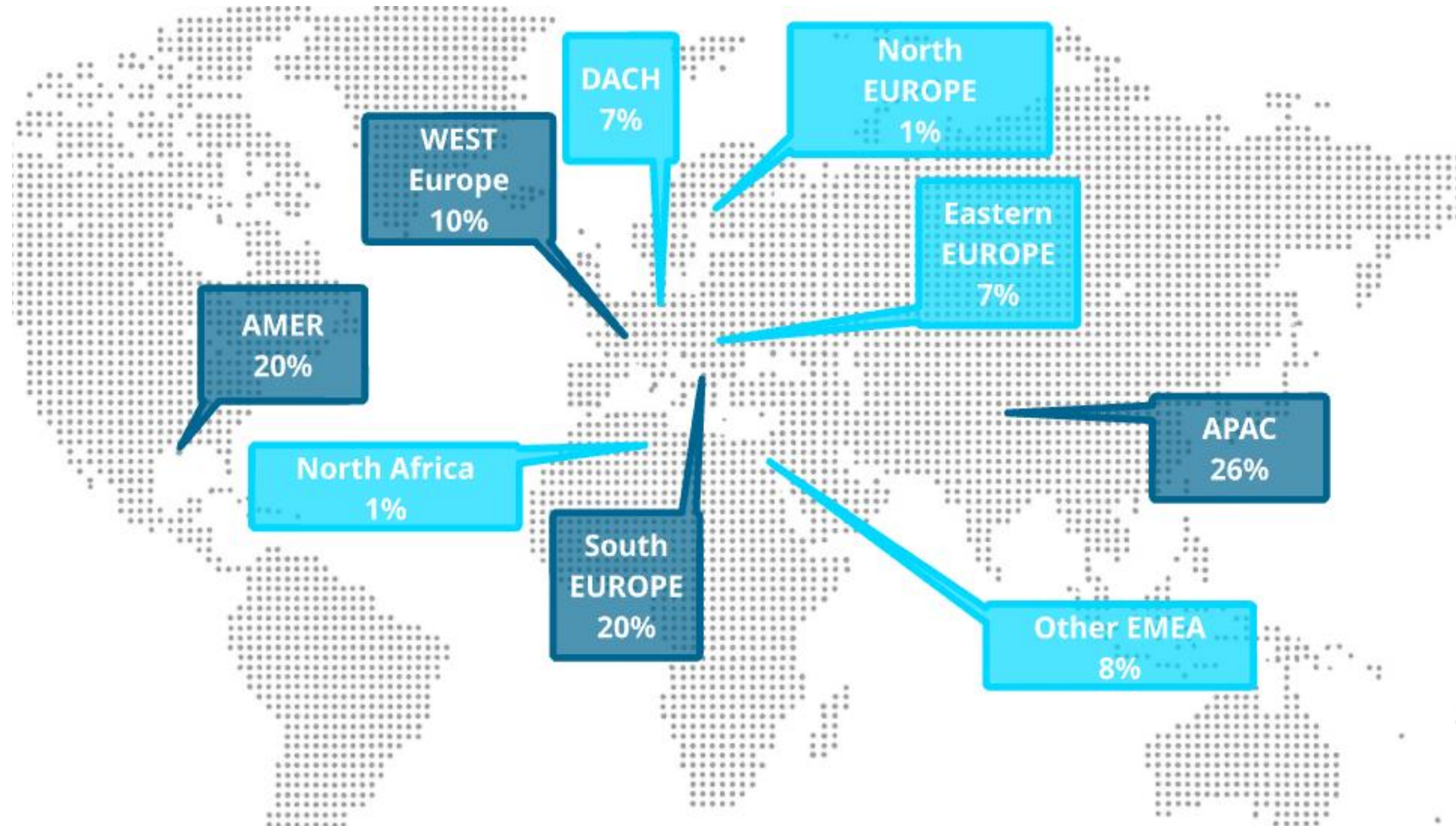
 Marriott International

 Starwood Hotels & Resorts



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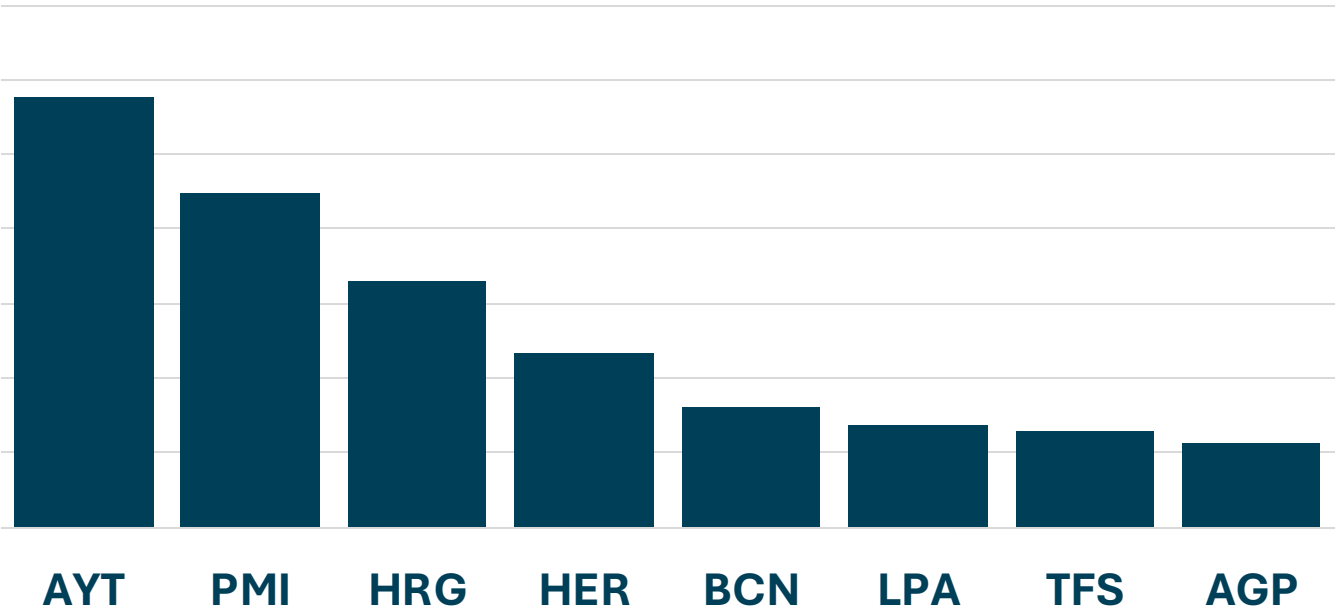
Hotels in Peakwork network



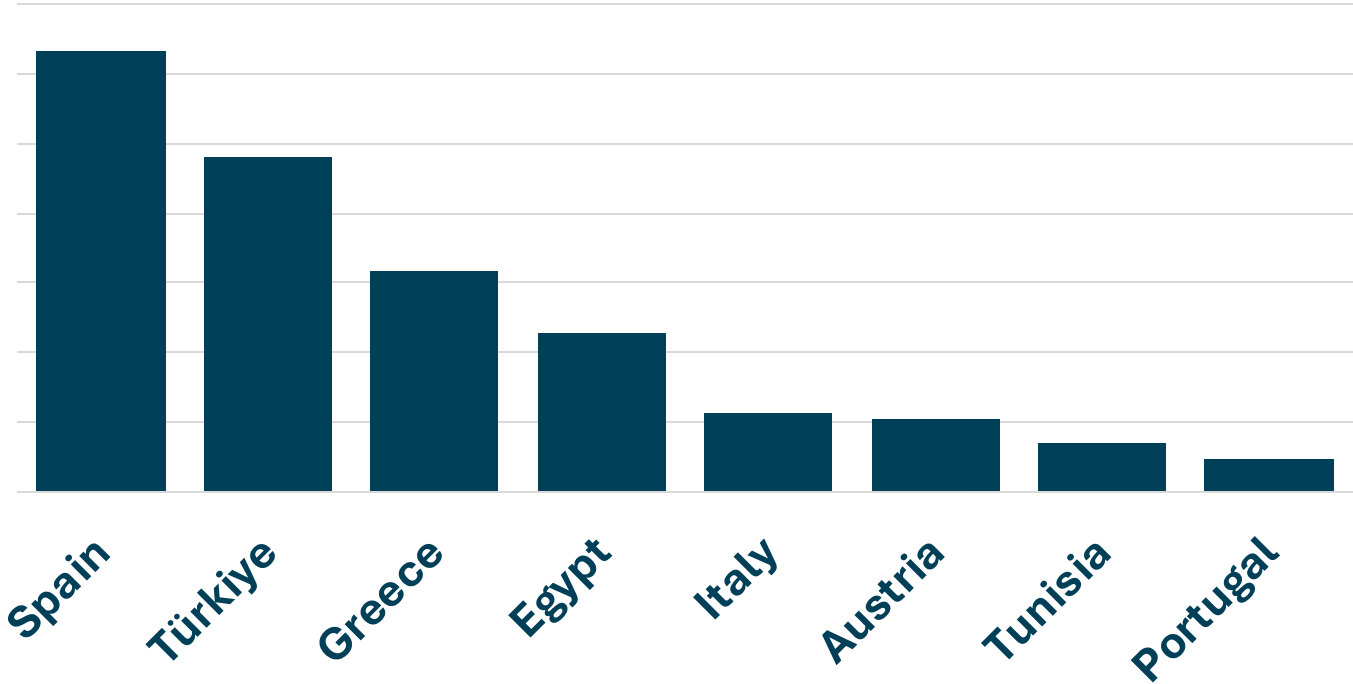
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Accommodation Stats 2024

TOP Destinations 2024

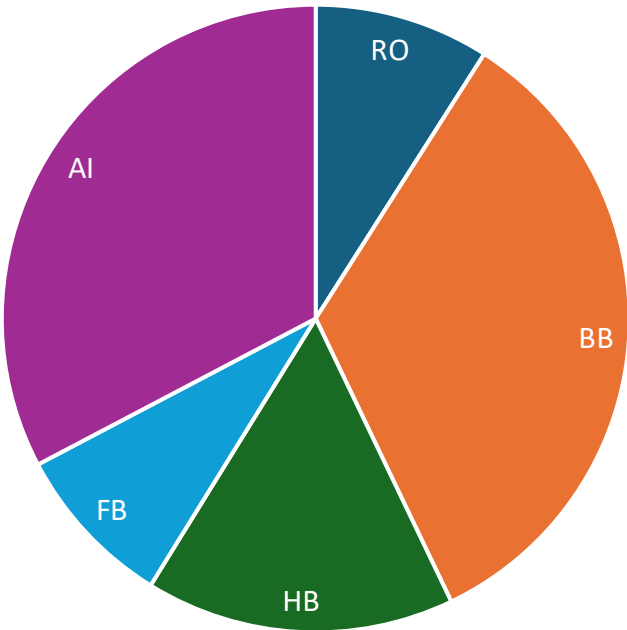


TOP Destinations 2024 by Country

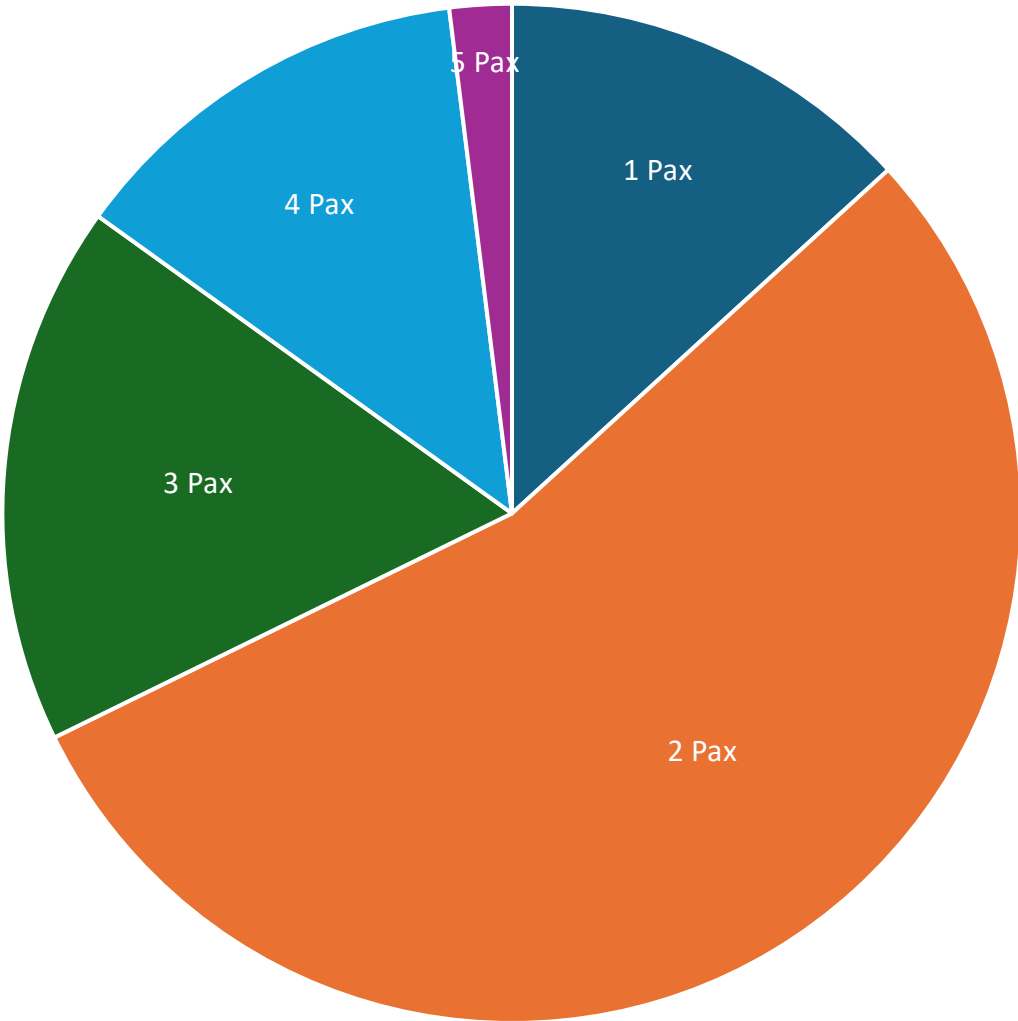


Accommodation Stats 2024

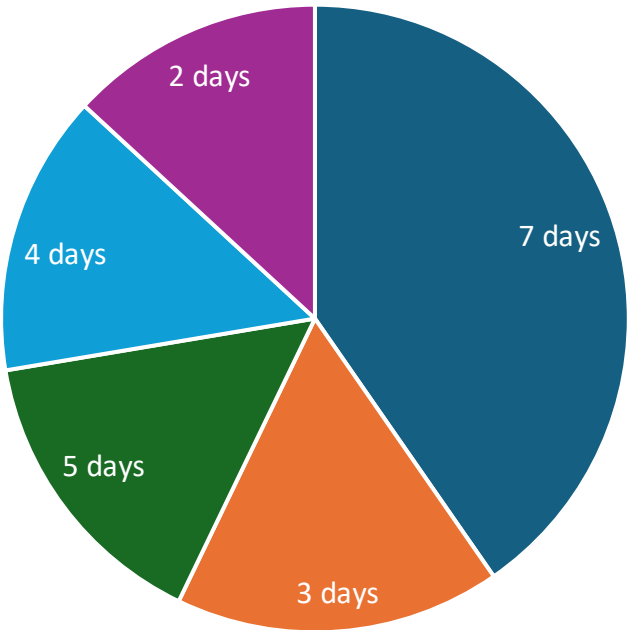
Top Board 2024



TOP Occupancies 2024



Top Durations 2024



Peakwork TO / Distribution Network

Tour Operators



OTA + Metasearch



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Peakwork TO / Distribution Network

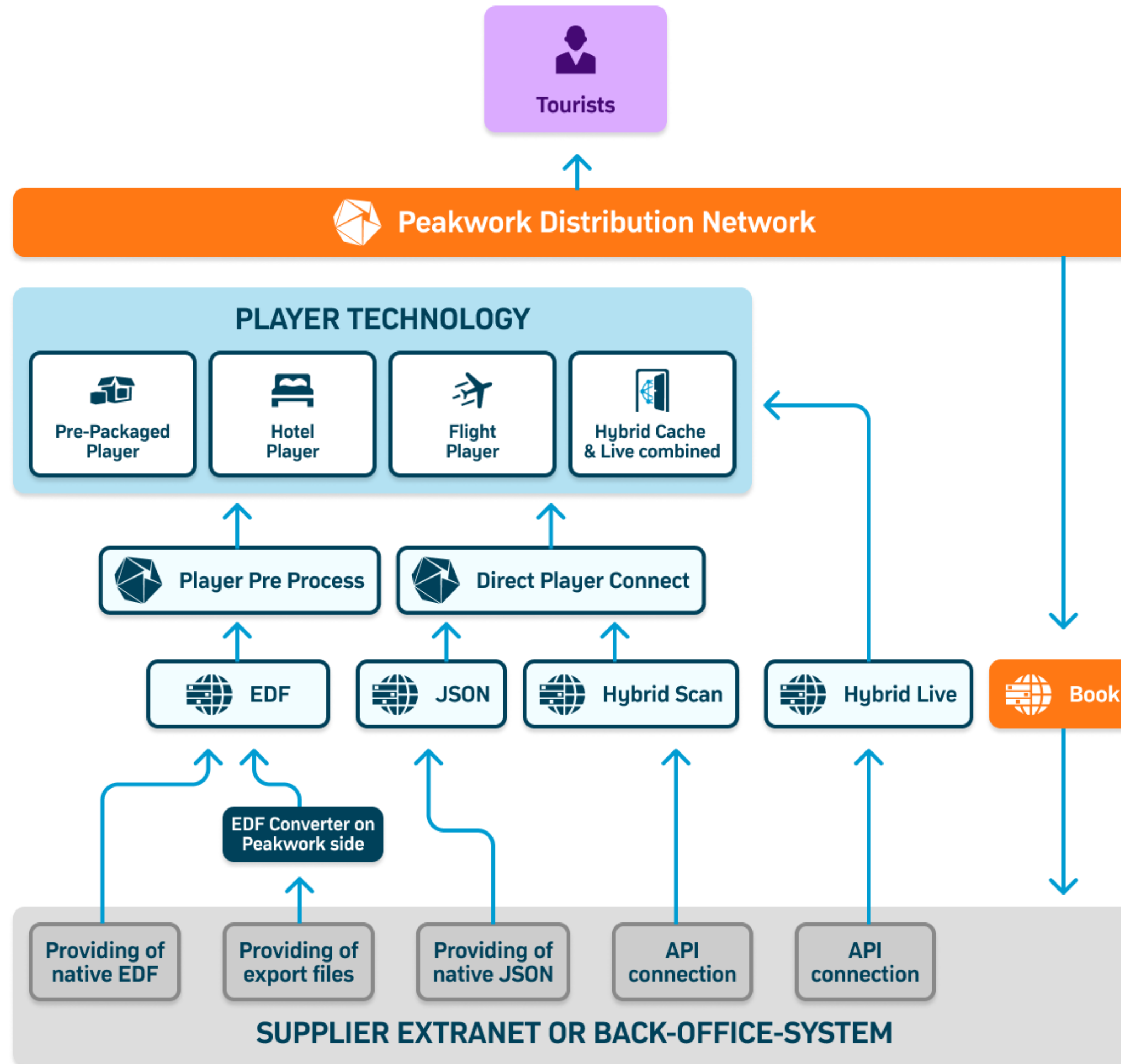
How to work with each partner in the network

- TOs
- OTAs – fulfilment necessary
- METAs - fulfilment necessary

Priority of the next integration of supplier

How to connect directly to Peakwork

- ☑ Single integration to reach the entire Peakwork network
- ☑ Data delivery to fill the cache:
 - Product types (hotels)
 - Static products
 - Dynamic products



NEW: Upselling of Multiple Transfers

As DMC, Wholesaler etc.

Own transfers can be used for dynamic packaging and upselling

More relevance on the distribution side

- › Your hotel with your transfers
- › Your hotel with other transfers
- › Other hotels with your transfers

Next steps for transfers:

Packaging of transfers

- › Global-Extras (Transfer EDF)

Upselling of transfers

- › Distributor's website via API connection

Combination

- › Possibility to change transfer type (basic to private)



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Outlook: Accommodation Ancillaries

Ancillary Types

- › In room extras: flowers, wine, celebration pack
- › Tours, activities, experiences, car rentals
- › In hotel extras, wellness, spa, etc.

As DMC, Wholesaler, Ancillary Provider

More relevance on the distribution side:

- › Your hotel with your ancillaries
- › Your hotel with other ancillaries
- › Other hotels with your ancillaries

Next steps for Ancillaries

Packaging of ancillaries

- › Global-Extras (Ancillaries EDF)

Upselling of Ancillaries

- › Distributor's website via API connection

Combination

- › Possibility to change or delete ancillaries



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DRV Globaltypes



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT03-24RE	24-hour reception	peakwork	18.01.2011 11:01			ST03-09HO	9-hole	peakwork	17.11.2014 15:11		



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT05-24RS	24-hour room service	peakwork	14.10.2024 13:10			ST05-BABA	baby bathtub	peakwork	18.01.2011 11:01		



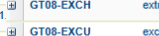
GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-ACSP	accommodation-specific services	peakwork	18.01.2011 11:01			ST08-1CRF	1st class rail & fly	peakwork	18.01.2011 11:01		



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-ARDE	arrival/departure	peakwork	18.01.2011 11:01			ST08-1CTR	1st class train	peakwork	18.01.2011 11:01		



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-AREX	art exhibition	peakwork	12.06.2013 16:06			ST08-2CRF	2nd class rail & fly	peakwork	18.01.2011 11:01		



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BATH	bathroom	peakwork	18.01.2011 11:01			ST08-2CTR	2nd class train	peakwork	18.01.2011 11:01		



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BATU	bathtub	peakwork	18.01.2011 11:01			ST08-ACBO	active body relaxation	peakwork	18.01.2011 11:01		



GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BEID	bidet	peakwork	18.01.2011 11:01			ST08-ADLU	additional luggage	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BERD	bedroom	peakwork	18.01.2011 11:01			ST08-ADTO	adventure tour	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BIDU	bidet	peakwork	18.01.2011 11:01			ST08-AERO	aerobics	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BUDU	bunk bed	peakwork	18.01.2011 11:01			ST08-AFNO	Afternoon Tea	peakwork	08.10.2024 14:10		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CHAM	chambermaid	peakwork	18.01.2011 11:01			ST08-AILO	airport lounge access	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CHBE	children's bed	peakwork	18.01.2011 11:01			ST08-AIRP	airpass	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CHFR	child-friendly	peakwork	18.01.2011 11:01			ST08-ALAD	Aladdin	peakwork	19.10.2015 15:10		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-COHA	corridor/hallway	peakwork	18.01.2011 11:01			ST08-ALCO	alcoholic	peakwork	09.06.2015 12:06		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-COMA	coffee machine	peakwork	18.01.2011 11:01								

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CONS	conservatory	peakwork	18.01.2011 11:01								

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-COTT	cot	peakwork	18.01.2011 11:01								

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-COUC	couch	peakwork	18.01.2011 11:01								

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-COWA	cold flowing water	peakwork	18.01.2011 11:01								

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-HYDR	Hot/warm products	peakwork	10.07.2020 11:07								

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-ACSP	accommodation-specific services	peakwork	18.01.2011 11:01			ST08-1CRF	1st class rail & fly	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-ARDE	arrival/departure	peakwork	18.01.2011 11:01			ST08-1CTR	1st class train	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-AREX	art exhibition	peakwork	12.06.2013 16:06			ST08-2CRF	2nd class rail & fly	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BATH	bathroom	peakwork	11.02.2016 08:02			ST08-2CTR	2nd class train	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-BUTL	butler service	peakwork	15.10.2013 10:10			ST08-ACBO	active body relaxation	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CAMP	camping	peakwork	11.02.2016 08:02			ST08-ADLU	additional luggage	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CATO	car tour	peakwork	11.02.2016 08:02			ST08-ADTO	adventure tour	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-COUR	course	peakwork	18.01.2011 11:01			ST08-AERO	aerobics	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-CUSE	customer pickup service	peakwork	11.02.2016 08:02			ST08-AFNO	Afternoon Tea	peakwork	08.10.2024 14:10		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-DECH	deck-chair/parasol	peakwork	18.01.2011 11:01			ST08-AILO	airport lounge access	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-DIVI	diving	peakwork	18.01.2011 11:01			ST08-AIRP	airpass	peakwork	18.01.2011 11:01		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-DRIN	drinks	peakwork	09.06.2015 12:06			ST08-ALAD	Aladdin	peakwork	19.10.2015 15:10		

GlobalTypes®						SubTypes					
Code	Name	Created by	Created	Status	Category	Code	Name	Created by	Created	Status	Category
GT08-EMIN	Email Inbox	peakwork	19.05.2016 10:05			ST08-ALCO	alcoholic	peakwork	09.06.2015 12:06		

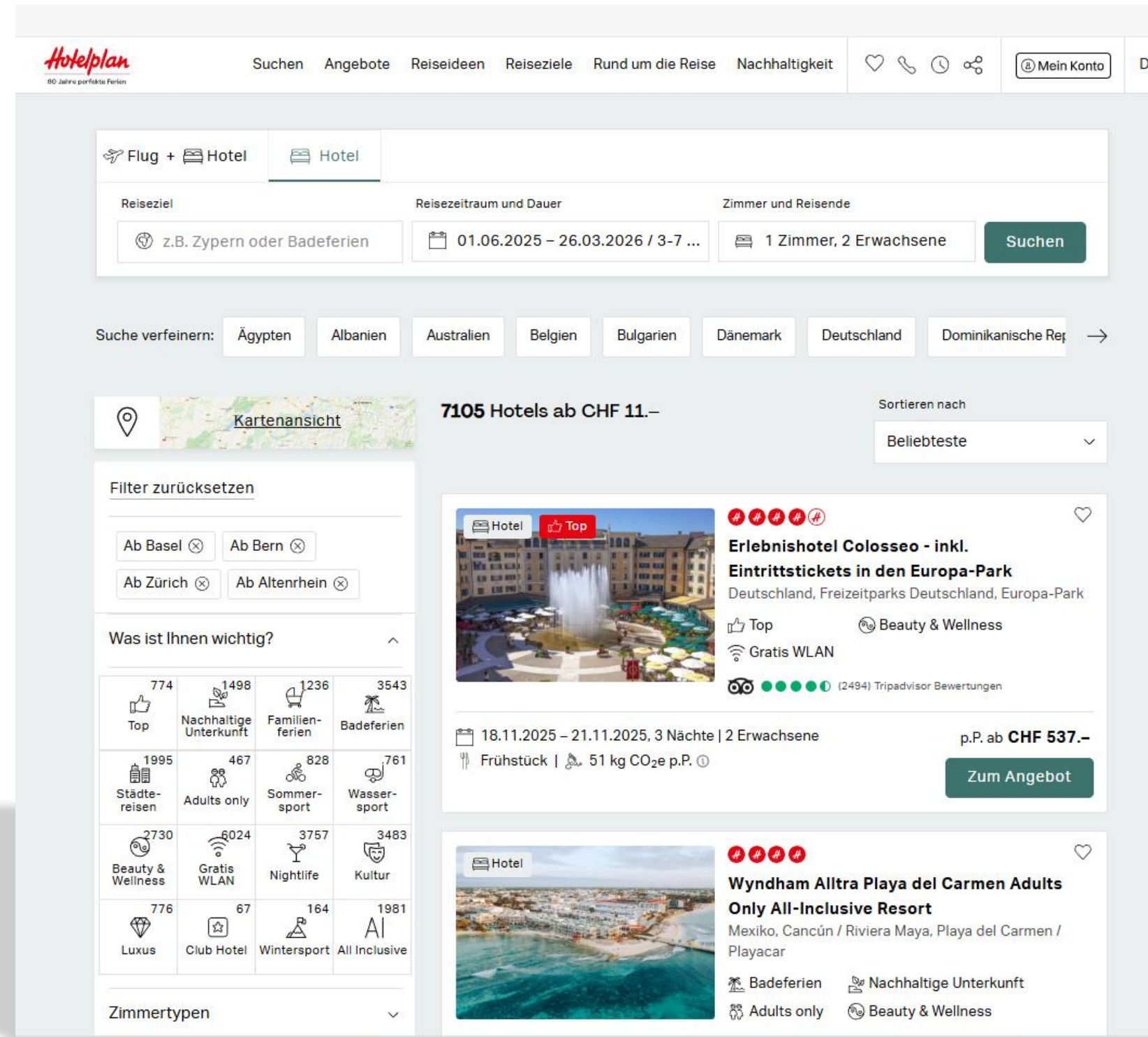
GlobalTypes®

DRV Globaltypes

How does it look on a website?
Example: hotelplan.ch

High importance of delivered data
quality

Supplier costs





Erol Ugurlu

Senior Key Account Manager -
Accommodations & Ancillaries



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