



# HotelSwaps™

Quick facts | September 2019



## Travel club for hotel owners & professionals

HotelSwaps is the world's first hotel room exchange programme that allows owners and operators of high-quality hotels to trade their unused hotel rooms with other hotel members, using HotelCoins® as trading currency.

HotelSwaps has the main features of the sharing economy; bringing together hotel owners on a platform that facilitates the utilization of a currently un-used asset; unoccupied hotel rooms.



## How does it work?

1. Hotels advertise their available rooms in the HotelSwaps reservation system.
2. Hotels earn HotelCoins for each reservation received from other members.
3. Hotels can transfer their HotelCoins to any individual of their choice; hotel owners, hotel staff, hotel suppliers, charities etc.
4. Recipients of HotelCoins can book reservations from their own HotelSwaps account using HotelCoins as payment.



## What are the benefits for the hotels?

1. Savings on business travel expenses for hotel owners and staff.
2. Ancillary revenues from HotelSwaps guests during lower occupancy periods.
3. Operational cost savings from suppliers who accept HotelCoins as payment for their services.
4. Access to a cost-effective employee rewards currency.
5. Offer your hotel staff access to preferred hotel rates within the network.



## Key partnerships in place

- Corporate partnership with Design Hotels and Relais & Chateaux
- Reciprocal partnership with ThirdHome; the world's largest exchange programme for privately owned luxury vacation homes
- Reciprocal partnership with The Hideaways Club; one of the world's most prestigious private residence clubs
- Distribution partnership with SiteMinder allowing their over 35,000 hotel clients access to HotelSwaps directly from their PMS systems



## Achievements to date

- HotelSwaps was launched in 2014
- Over 450 high quality hotel members in 66 countries
- Over 1,000 hospitality professionals as registered users
- Over 35,000 room nights currently advertised for immediate reservation

[www.hotelswaps.com](http://www.hotelswaps.com)