

GoldSpring Visual (GSV) Consultant

April 14th, 2023

MENU

SUMMARY

REGION


CHAIN


PROPERTY


MARKET TIER


DOWNLOAD


ABOUT

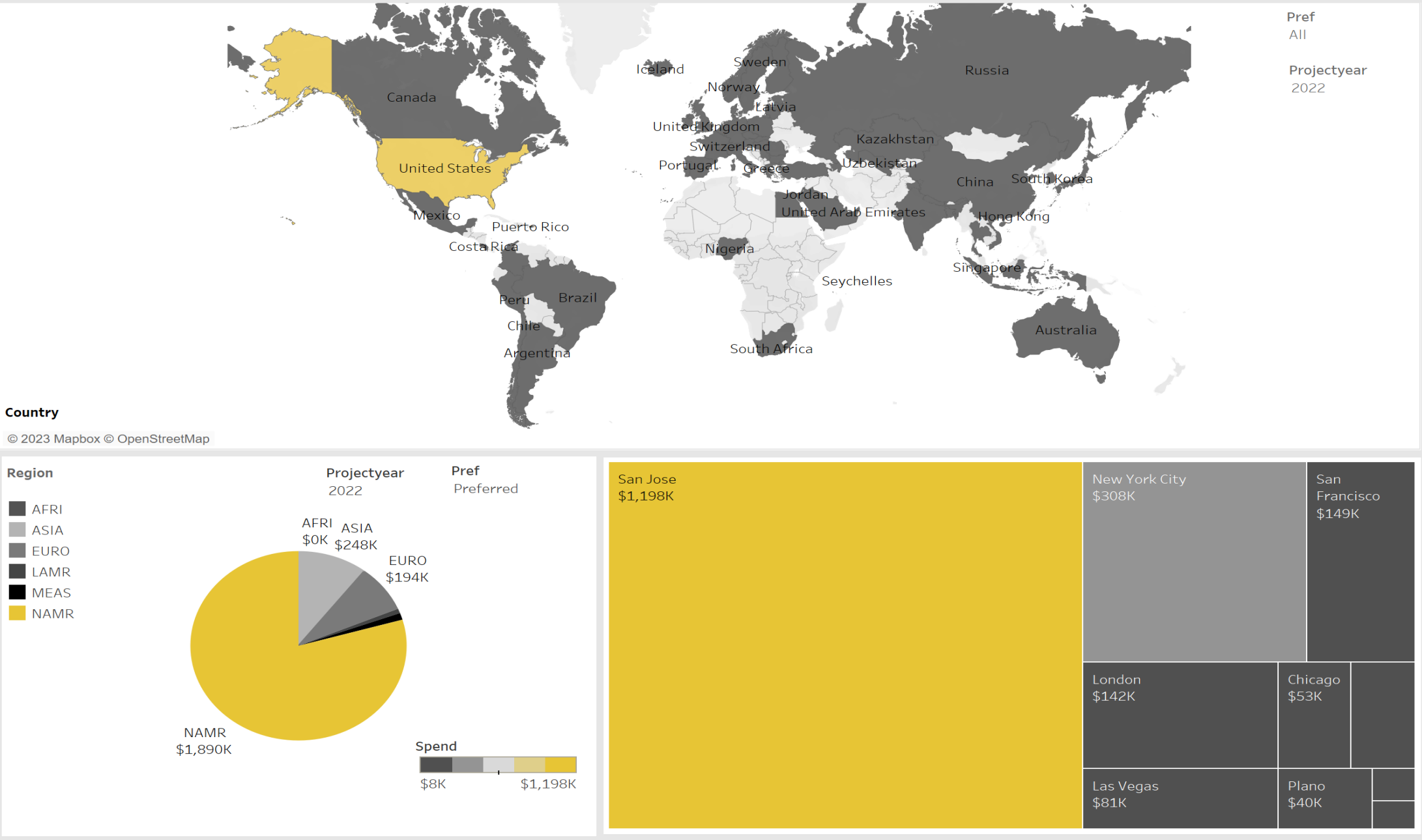
TMC

AIRLINE

HOTELS

MEETINGS

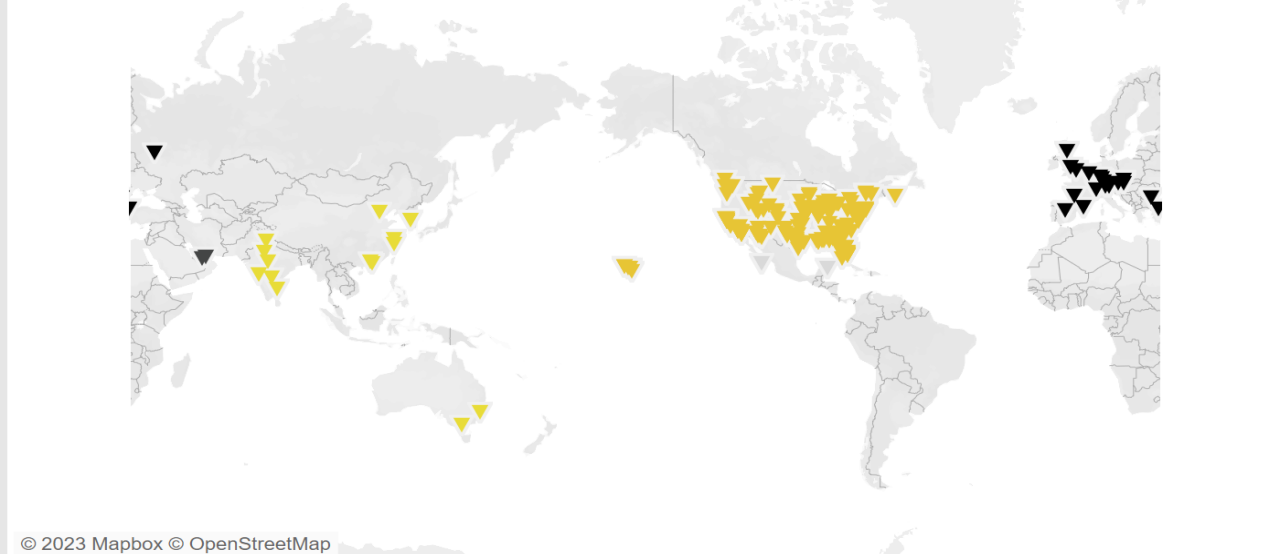
MAP



MAP

786/ 2022
TravelClick
\$80K

Chain Directory



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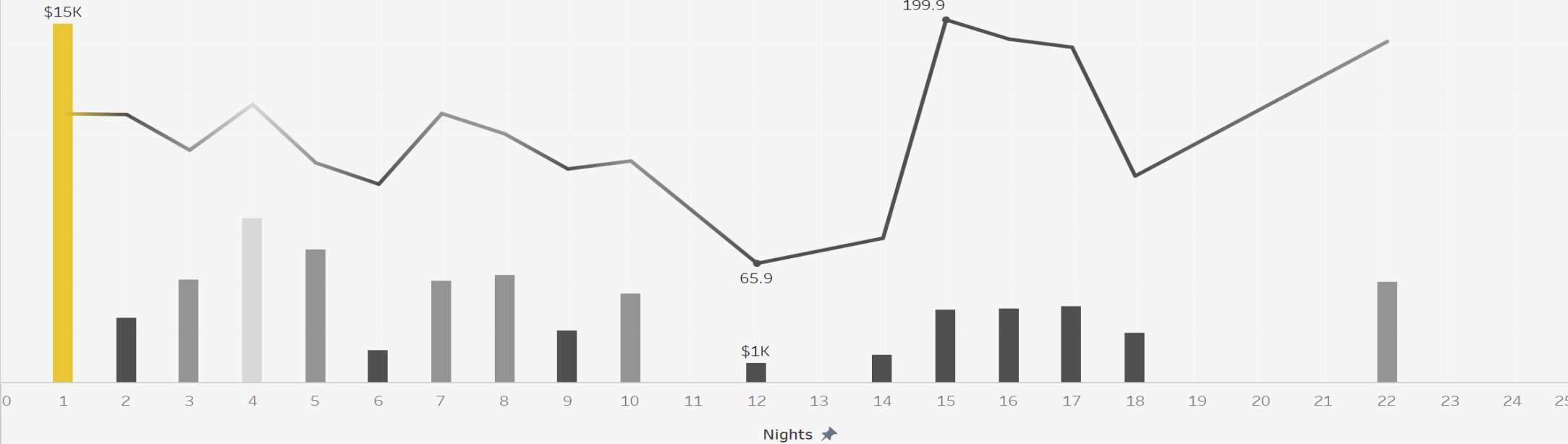
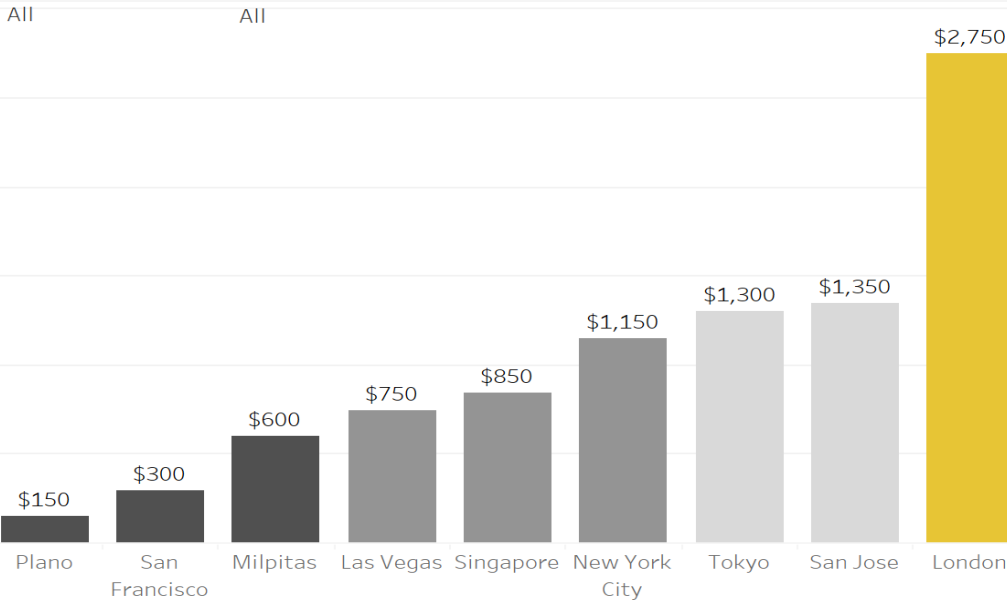
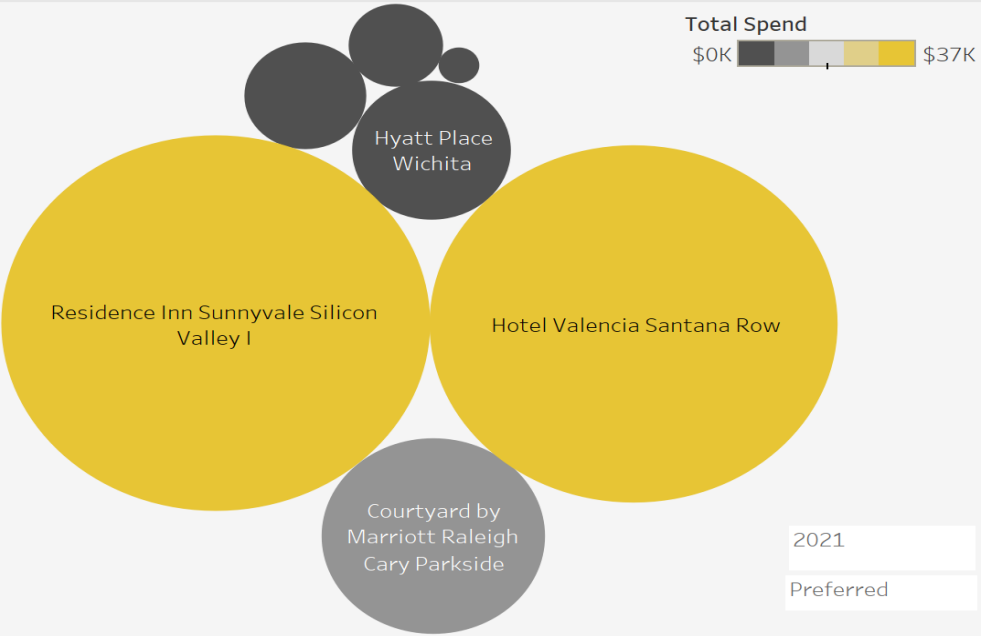
HOTELS



MEETINGS



MAP



TOTAL SPEND
\$7,147K

NIGHTS
36,274

ADR
\$164

YEAR
All

PREFERRED
All

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HOTELS



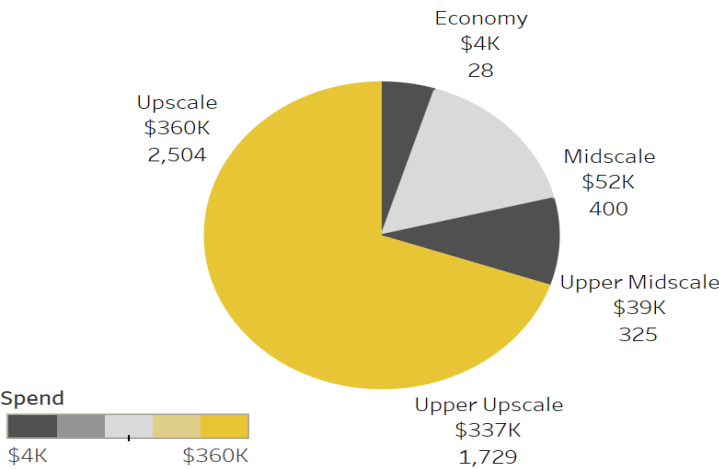
MEETINGS



MAP

2021

All

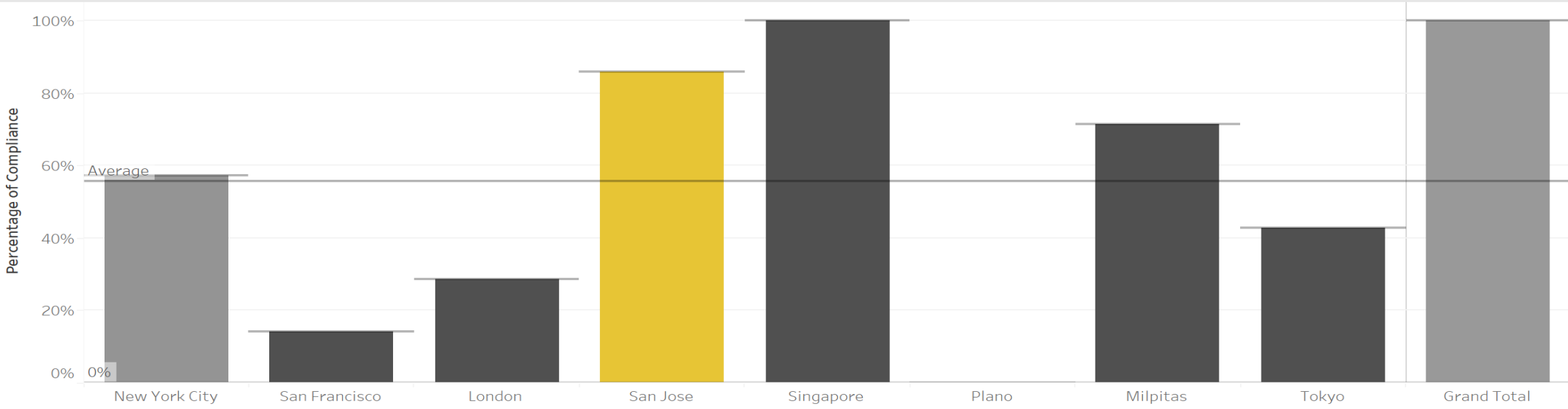








ADR by Market tier

2022

Tier	Spend Pref	NightsP	ADR Preferred	Spend Non Pref	ADR Non-Preferred	Nights NP	Cost of Non Compliance
Luxury	\$145,736	889	\$166	\$443,176	\$244	1,679	\$5,600
Upper Upscale	\$1,629,887	6,210	\$175	\$1,264,580	\$208	5,593	\$18,268
Upscale	\$513,892	2,973	\$154	\$1,237,031	\$161	6,925	\$36,250

Compliance by Market



<div><div></div><div>GOLDSPRING CONSULTING</div></div>		DIFFERENCE SPEND \$5,147,271	DIFFERENCE NIGHTS 24,518	DIFFERENCE ADR \$9	DIFFERENCE PREF PR 424	DIFFERENCE COMPLIANCE 23%			
<div>MENU</div> <div>SUMMARY</div> <div>REGION</div> <div>CHAIN</div> <div>PROPERTY</div> <div>MARKET TIER</div> <div>DOWNLOAD</div> <div>ABOUT</div> <div><div>TMC</div><div>AIRLINE</div><div>HOTELS</div><div>MEETINGS</div><div>MAP</div></div>	Summary Activity			Top 10 Chain Discounts					
		2021	2022	Masterchain	Total Spend	Total Room Nights	ADR	Number of Discount	Saving by discount
	Total Spend	\$999,629	\$6,146,900	Marriott International	\$12,703K	60,766	\$194	10	\$10,281
	Total Room Nights	5,878	30,396	Hilton Hotels	\$12,667K	71,337	\$157	8	\$1,368,058
	Average Daily Rate	\$158	\$167	Hyatt Hotels And Resorts	\$3,233K	16,880	\$188	8	\$173,923
	Avg. BAR	\$164	\$181	InterContinental Hotels Group	\$2,505K	16,985	\$147	10	\$282,071
	Preferred Properties	169	593	Accor Hotels	\$1,600K	10,555	\$150	6	\$129,413
	Compliance	16%	39%	Sabre Hospitality Services	\$1,219K	6,349	\$192	3	\$4,285
	Coverage	16,900%	59,300%	Independents	\$932K	10,477	\$114	5	\$2,101
	Total Saving	\$59,230	\$847,768	TravelClick	\$808K	5,030	\$175	4	\$2,158
Uncovered Market									
City	Total Room Nights	Total Spend	Spend Pref	Spend Non Pref	Cost of Non Compliance				
Chicago	267	\$65,301	\$0	\$65,301	\$1,744				
Las Vegas	694	\$165,207	\$7,224	\$157,983	\$1,952				
London	539	\$153,210	\$47,368	\$105,842	\$2,848				
Milpitas	57	\$9,953	\$3,406	\$6,547	\$147				
New York City	1,099	\$340,758	\$113,023	\$227,735	\$2,794				
Plano	290	\$44,805	\$2,768	\$42,037	\$442				
San Francisco	507	\$156,732	\$18,164	\$138,568	\$916				
San Jose	4,098	\$1,238,944	\$1,125,607	\$113,337	\$739				
Singapore	200	\$47,998	\$45,616	\$2,382	\$168				
Tokyo	52	\$8,724	\$2,725	\$5,999	\$237				

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GoldSpring is the leader in global business travel consulting, dedicated to helping buyers succeed with services to support all aspects of corporate-managed travel and meetings programs.

OUR GLOBAL SERVICES

We provide strategy, sourcing, implementation, and program management consulting to help our business travel clients achieve success. Backed by our proprietary benchmark and analysis software, our industry-leading team creates unique and custom solutions to help clients optimize their corporate travel and meetings programs on a global scale.

SPEND BY COUNTRY REPORT

SPEND BY CITY REPORT

SPEND BY CHAIN REPORT

CHAIN DISCOUNT REPORT

SPEND BY PROPERTY REPORT

SPEND BY UNCOVERD MARKET

WHY GOLDSRING?

BUYER ADVOCACY

We work and advocate for travel buyers. This means we are open-minded, unencumbered, and think critically when it comes to problem-solving. We know the supplier market very well, but we are purely client-focused and unbiased in our recommendations.



PROVEN SUCCESS

We have a long track record of delivering thought leadership and tangible solutions for our global clients and the industry. We've successfully managed hundreds of projects spanning 90+ countries. We have been called upon by all global associations to continually and consistently facilitate and educate travel buyers and suppliers alike on subjects impacting our industry.



COLLECTIVE EXPERIENCE

We are practitioners who understand where you are and know the internal requirements of a travel program. We have over 200 years of combined travel buyer and supplier experience, making us travel technicians with the unique ability to evaluate your program from all angles at all levels.



GOLDSPRING
— CONSULTING —