

Delivering the Right Hotel Options for your Travel Program's Success

Leverage Egencia's purchasing power to maximize the value of your hotel spend. Provide your travelers with access to over 60,000 hotel options to help them find convenient, low cost and in-policy accommodations wherever they need to travel.



Understanding different rate types

It's about choices, or more importantly, the right choices:

- Egencia™ Preferred Rates (EPRs) were designed to meet the needs of the business traveler
- Expedia® Special Rates (ESRs) were initially created for the vacation market, yet they too have a place in a centralized billing environment or for travelers seeking maximum hotel availability
- Published or Rack Rates round out our hotel offerings, with an amazing inventory available to the hotel booker

EPRs: Greater business traveler flexibility

Egencia™ Preferred Rates (EPRs) deliver the flexibility, amenities and savings that business travelers need, and the extras they've come to expect such as complimentary parking, Internet connections and breakfast. With no cancellation fees*, EPRs are an ideal choice for business travel that may change at a moment's notice.

Contact a Sales
Consultant today
1-866-328-0110



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ESRs: Centralized billing benefits and broad hotel availability

Expedia® Special Rates (ESRs) are ideal for travelers seeking a centralized billing solution, maximum T&E control, and the broadest hotel inventory. ESRs are a great option for last minute hotel booking as the space is held for Egencia customers and not available for general public booking. The expanded flexibility of ESRs including the waived Egencia cancellation fee* and delayed charge until day of check-in allows you to better leverage the savings potential of this special rate.

Published Rates: Maximum hotel availability

Published Rates or Rack Rates are most often displayed when clicking “View More Rooms and Rates,” which is ideal for maximizing availability and hotel offerings. Published or Rack Rate bookings are still tracked with your other hotel spending in our comprehensive hotel reporting, as long as they are booked within your Egencia account.

Egencia Hotel Programs

	Egencia Preferred Rate (EPR)	Expedia Special Rate (ESR)	Published/Rack Rate
Payment	Credit card charged the morning of check-in	Credit card charged the morning of check-in	Credit card charged at check-out
Egencia cancel/change penalty*	No charges or penalties	No charges or penalties	No charges or penalties
Hotel cancellation window to avoid charge	90% allow cancellation until check-in 10% require 24 hours	24-72 hours prior to check-in	Usually 24 hours prior to check-in
Cancellation charge before check-in within hotel cancellation window	No greater than one night's stay and tax	In some cases full balance	Varies by hotel
Commitment to honor room requests (non-smoking room, desired location in hotel, etc.)	Yes	No	No
Negotiated amenities and perks	More (complimentary Internet, parking and breakfast)	Less	No
Loyalty points eligible	Yes	No	Yes
Purchase restrictions (length of stay, day of arrival, booking window)	No	Sometimes	No

*Egencia does not assess a cancellation fee in these instances, but hotel cancellation fees may still apply.