

TBO.com is the
world's leading
B2A multi product
platform



Connecting over..



100,000
Travel Buyers



110
Countries



1 Million
hotel suppliers
globally



What sets TBO aside from everyone else? With TBO's focus being on business to agent (B2A), we give our hotel partners exposure to hard to reach and fragmented retail travel agents. We understand that travel bookers are trusted advisors to travellers and are the experts in guiding their customers with hotel choice hence we have created tools to influence the customer booking behaviour and generate high value, incremental guest bookings. We cater seamlessly for those booking **multiple destinations** or **multi product trips**, with **mid to high end** budgets and those that need a tailor made service approach.

We offer **controlled password protected distribution** to our retail travel agents – giving hotels **protection against rate leakage** or down streaming of rates. We pay hotels using VCC which is chargeable at the last cancellation deadline – IE : NRF would be chargeable at the time of booking, flex at check in.

We have state of the art business intelligence that can give you insights into trends or patterns in advance to allow you to plan your leisure strategy accordingly.

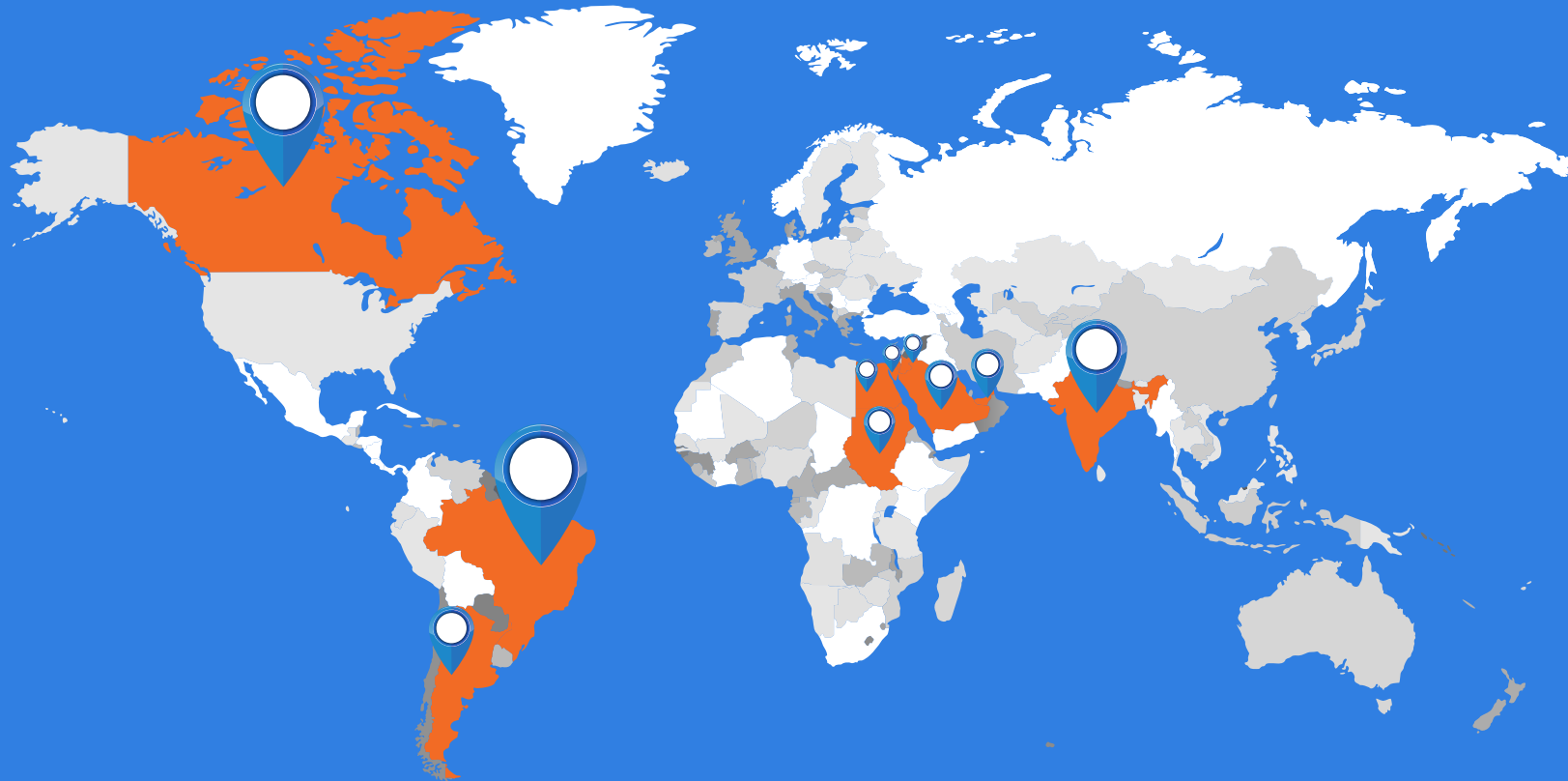
We are a global company,
headquartered in India with offices across

**Europe, United States, Latin America,
the Middle East and Asia**



Our top source markets in 2022 are

UAE | Brazil | Saudi | Israel | Canada | Kuwait
Qatar | Argentina | Egypt | India



Our clients tend to **stay for longer, book higher room categories and have a lower cancellation ratio**

We at TBO do not want to work with every hotel in a market, we have a hand picked list of hotels which fit our requirements of customer service, quality and competitiveness. To ensure we generate maximum value to our bookers and in turn hotels, we have created some great tools to help us to sell hotels more effectively

TBO+

Is our customer loyalty programme, giving the bookers the ability to earn points on every USD they book with us, they can then convert these points into vouchers, gifts, experiences or travel. It's a great tool for client retention, showcasing a hotel and reducing the cancellation ratio. TBO funds basic level points for all suppliers however there is an opportunity to partner with us on a double or triple points campaign – please speak to your assigned Contract Manager for more details on this.

TBO Packages

TBO is the only non B2C player that offers a true, dynamic packaging solution to our clients. We can bundle flights, hotels, sightseeing, theatre tickets and much more in our packaging tool which is a great way to further distribute your rooms. We also have the ability to partner with airlines to run their dynamic packaging – for example we do the packaging for Ethiad Airlines.

TBO Academy

Is a learning platform which give the bookers access to educational webinars on destinations/ hotels - we can partner with Tourist Boards, chains or a destination to set up webinars so they can promote hotels/ destinations. We would then run a quiz so at the end of the webinar the booker gets a joint branded certificate.



For more information or to start a collaboration

✉ newhotelpartner@tbo.com