

2026 CONSORTIA SEASON

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# A guide to Consortia and TMCs Hotel Programmes



A modern interior space featuring several warm, glowing, oval-shaped pendant lights hanging from the ceiling. In the background, a large window looks out onto a city at night, with blurred lights visible. In the foreground, a dark-colored sofa is partially visible. The overall atmosphere is cozy and sophisticated.

## Welcome to the 2026 Consortia Season!

To maximise visibility and bookings through Global Distribution Systems (GDS), you can participate in **leading Consortia and Travel Management Company (TMC)** programmes.

We know navigating these programmes can feel complex. That's why we designed this guide, to help you understand your options and choose the most valuable ones for your business.

# How to enrol in Consortia & TMC programmes?

## You have three options:



### **You have a Cvent license**

If you own a Cvent (Lanyon) license, you can discover the available programmes directly in your Cvent platform.



### **You don't have Cvent license**

You can ask Consortia to give you access to their online tool, or subscribe to Cvent using D-EDGE's preferred negotiated rate.



### **You prefer to outsource**

D-EDGE has a partnership with Smart eHotels, experts in Consortia programme participation. Through this partnership Smart eHotels will :

- **Handle your entire RFP process**
- **Manage your GDS distribution**
- **Align with your pricing and commercial strategy**

# What are Consortia & TMCs and what is their value?

## Consortia

Networks of travel agencies that collaborate to gain stronger market presence and booking power.

## Travel Management Companies (TMCs)

Companies that organise and manage business travel, securing negotiated rates across flights, hotels, cars, and rail for their corporate clients.

### By partnering with these organisations, your hotel can benefit from:

- Increased exposure to high-value corporate and leisure travellers
- Preferred placement in agency systems
- Negotiated rates that drive bookings

### To participate, hotels typically must offer:

- A minimum of 10% discount off the best available rate, depending on the programme
- Rate parity across all channels
- Last room availability
- 10% travel agent commission
- Rates valid year-round, with optional blackout dates

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# D-EDGE x Smart ehotels: Pay per Performance Programme

## Programme description



D-EDGE in partnership with Smart ehotels provide The Pay Per Performance programme to its GDS Solutions Clients. The Pay Per Performance programme is a unique way of being featured to consortia agencies without having to pay the annual participation fees.

### The following consortia are included in our Pay-Per-Performance programme:

- ABC - CCRA Global Services
- Thor
- World Rainbow Hotels

Rather than paying the annual participation fees for those consortia, you will only pay a small **one-time administrative fee** and then **fees per consumed room nights/stays**. You will never pay more room night fees than the value of the annual subscription per programme.

### Our partnership offers:

- Distribution on GDS and Online Booking Tools
- Access to marketing opportunities
- Monthly production reports

## Price

For all details regarding price, please contact:

**Laurence Corrieras**

GDS Expert at D-EDGE

## Requirements



- BAR -10%
- Wi-fi included
- 10% commission
- LRA



# American Express GBT

## Programme description



American Express GBT is the world leader of business travel, present in over 140 countries worldwide with 20,000+ clients globally.

## Top cities

New York

Chicago

London

Madrid

Paris

Cancun

Singapore

And more...

## Requirements



- Hotels must be GDS Bookable with Commissionable Rates
- Minimum 15% Discount off BAR
- Free Cancellation: Maximum 48 hrs.
- Last Room Availability (LRA)
- Loyalty Status/Points Eligible
- Wi-fi must be included
- Max of 25 BODs
- Accept AMEX card

## Price

from: \$1,895 to: \$3,090  
Preferred Rate for D-EDGE Clients

## Business Mix



## Deadline for submission (2025)

September

15

This is a chain agreement and is handled by D-EDGE

**Fill the form**

and send it back to  
[rfp@d-edge.com](mailto:rfp@d-edge.com)





# ABC Global Services & CCRA

## Programme description



For 46 years, ABC Global Services has delivered personalised service and technology that help travel agencies and TMCs run their businesses.

Over time, it has grown to provide the leading hotel programme and other services to over 11,000 agency locations around the world. Our agency clients range from large TMCs and agency groups to independent travel professionals.

## Top cities

Canada

USA

UK

Germany

France

Italy

China

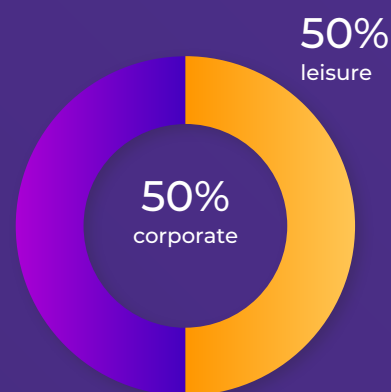
And more...

## Price



Included in the Pay Per Performance Programme.

## Business Mix



## Requirements



- BAR -10%
- 10% commission
- Rate Parity
- Wi-fi included
- LRA

[More details](#)





Programme description



BCD Travel is a market leader in travel management, meeting & event management and corporate travel consultancy. BCD Travel supports over 2 million business travellers around the globe. Over 90% of the overall BCD Travel hotel bookings in 2024 were corporate travellers.

Stay by BCD Travel™, helps clients build hotel savings through innovative approaches. At the same time, these approaches help hoteliers attract more bookings, and a larger share of discretionary hotel spend.

Top cities

- New York
- London
- Seattle
- Berlin
- Chicago
- Houston
- Atlanta
- Shanghai
- Nashville
- Austin
- And more...

Requirements



- % discount off BAR (dynamic rate)
  - Static rates accepted but must be unrestricted commissionable rates, with minimum 10% discount off BAR
  - LRA
  - 10% commission minimum
- Maximum of 72hr Cancel policy
  - Wi-fi included
  - No minimum stay requirements will be accepted

Price



from: \$834 to: \$2,274

(Depending on % Discount Off BAR)

Business Mix



Deadline for submission (2025)

September

15

Please

Fill the form

and send it back to [rfp@d-edge.com](mailto:rfp@d-edge.com)



# CTM

## Programme description



CTM provides local service solutions to customers around the world, through a blend of CTM owned and operated offices and a network of independent partner agencies, who all have access to CTM's global hotel programme.

The CTM Global Hotel Programme sells your property to our customers, buyers at multinational corporations, and small to medium sized companies across CTM owned locations globally and at 150+ independent partner agencies using our GDS dedicated rate code.

We target small to medium enterprises as well as multinational corporations, which supports a higher-than-average daily rate (ADR) driving a successful return on your investment throughout the year.

## Top countries

Australia

China

Japan

France

Italy

USA

Mexico

And more...

## Requirements

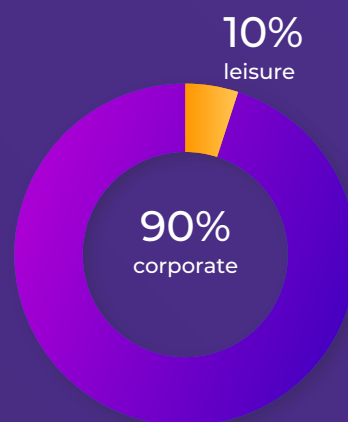


- Rate Parity
- Static or dynamic rate with discount
- Commissionable Rates, at least 10%
- LRA
- 24-hour Cancellation Minimum
- Wi-fi included
- Additional amenity offered

## Price

From \$2,500 to \$5,000  
2025 season pricing, 2026 not released yet

## Business Mix



## Deadline for submission (2025)

October

28



## Programme description



Direct Travel ranks as one of the top travel management companies year after year because we provide extraordinary service to our clients and travelers, utilising technology to streamline travel without sacrificing service.

Our clients are ideal customers for hotels – while their individual spend is typically not enough to command deeply discounted, individually negotiated rates, their collective spend is among the strongest in the industry. Our clients stay in primary and secondary markets, in hotel types from Luxury to Economy, concentrated in Midscale, Upper Midscale, and Upscale hotels.

## Top cities

- Canada
- China
- France
- Germany
- Japan
- Singapore
- USA
- And more...

## Requirements

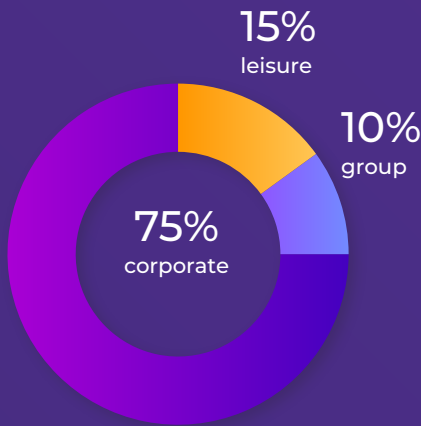


- Rate parity with other consortia
  - Commissionable, static rates
  - Flexible, unrestricted dynamic rates
- Full calendar year
  - LRA mandatory

## Price



## Business Mix



## Deadline for submission (2025)

October  
15

More details



# eHotel

## Programme description



ehotel AG provides hotel booking solutions for corporate clients and end users. We provide online hotel reservations and much more, for worldwide corporate clients and affiliate partners.

## Top cities

Frankfurt

Berlin

Munich

New York

Paris

Milano

Dubai

And more...

## Requirements

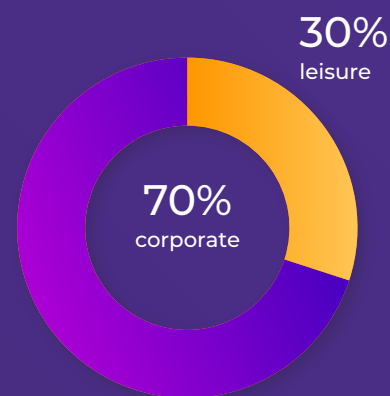


- BAR -10%
- 10% commission
- Rate Parity
- Wi-fi included
- LRA

## Price



## Business Mix



## Deadline for submission (2025)

November

01





# Flight Centre Travel Group

## Programme description



Flight Centre Travel Group is one of the leaders in global corporate travel providing thousands of companies with travel management services in 100 countries.

Flight Centre's brand diversity and scale coupled with our commitment to deep, authentic and enduring partnerships enable us to procure industry leading content with best in market commercial returns.

We optimise value for both our selling brands and suppliers who see us as an extension of their business and a key contributor to their success.

## Top countries

Canada

China

Finland

Denmark

Finland

France

India

Ireland

India

Ireland

Norway

Singapore

UAE

UK

USA

And more...

## Price

From: \$1,000 to: \$1,250

## Business Mix



## Deadline for submission (2025)

November

28

## Requirements



- Commissionable at 10% or greater

- % discount off BAR (dynamic rate)

- LRA

- cancellation policy or less



# Hickory Global Partners

## Programme description



Global Stays - The Accommodation Network, continues to bring together the combined strength of Hickory Global Partners and Advantage Travel Partnership, offering accommodation partners access to a powerful, united network. What began as a bold new joint venture in 2025 has quickly proven its value, demonstrating the strength of our collective membership and reinforcing our position as leaders in the global travel sector. Global Stays is the go-to accommodation solution for travel agencies, corporate travel departments, and travel management companies.

## Top cities

New York

San Diego

Shanghai

Beijing

London

Nottingham

Birmingham

And more...

## Requirements

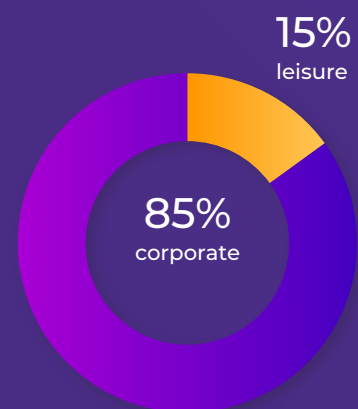


- Best available daily rate with no cancellation fees
- A maximum of 10 blackout periods, up to 20.
- Last Room Availability applies
- Rates and amenities must be in parity with all other consortia, or to TMCs, OTAs, or associations
- All rates are fully commissionable

## Price

From: \$1,049 to: \$1,799

## Business Mix



## Deadline for submission (2025)

October

15

[More details](#)



# Internova Travel Group

## Programme description



Internova Travel Group is one of the largest travel services companies in the world with a collection of leading brands, delivering high-touch, personal travel expertise to leisure and corporate clients including ALTOUR, Global Travel Collection, Nexion Travel Group, Travel Leaders Network and many more.

## Top countries

USA

Mexico

UK

France

Japan

UAE

South Africa

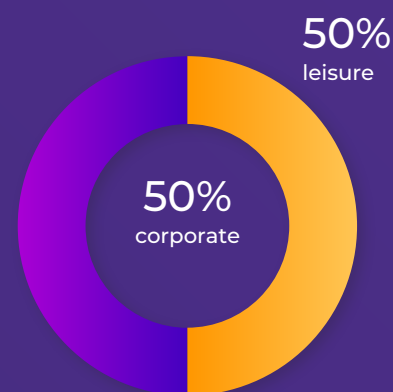
And more...

## Price



Worldwide Programme:  
\$1,995

## Business Mix



## Requirements



- 10% minimum commission (if a higher commission is offered, the hotel will be promoted to our 100,000+ travel advisors)
- Rates Parity or better, with other consortia programmes
- LRA required
- BAR or better rate is requested for ALL room categories
- The preferred commission payment process for our agencies is via a commission Clearing House; Onyx or TACS

## Deadline for submission (2025)

September

19

[More details](#)



# JTB Business Travel

## Programme description



The JTB Global Hotel Program is distributed online and offline and offers exclusive opportunities to market your hotel directly to JTB Business Travel staff and clients - travel advisors and travelers. The Program gives you unprecedented access to the JTB Business Travel global network combining the buying power of North America, Europe, South America and the Asia Pacific including Japan.

## Top cities

Amsterdam

Budapest

Copenhagen

London

Paris

Singapore

Tokyo

And more...

## Requirements



- Parity Rate with all other TMCs, Consortia and OTAs
- Best Available Rate (or better)
- In-room Wifi
- Additional value add amenities optional
- Commission of 10% domestic, 8% international
- Last room availability
- 72-hour cancellation (or better)
- JTB rate eligible for loyalty points

## Price



## Business Mix



## Deadline for submission (2025)

October

30





# Navan

## Programme description



The Navan Lodging Collection (NLC) is an exclusive, invitation-only corporate hotel programme designed to increase hotel visibility and conversion across all Navan booking platforms – desktop, mobile, and app.

### Participating hotels benefit from:

- Priority placement in search results.
- Access to over 11,000 corporate clients and 4+ million frequent business travellers.
- Increased exposure, stronger booking performance, and improved return on investment.
- Reduced reliance on OTAs, with better distribution control and revenue management.

## Top countries

UK

USA

Germany

France

Spain

Italy

Nordics

And more...

## Requirements



- Minimum 10% discount off BAR (all room categories)
- Match or beat Consortia and OTA flexible rates
- Early check-in / late check-out
- Complimentary upgrades (where available)
- Waived resort fees
- Loyalty points (if applicable)
- Welcome drink / welcome letter
- Complimentary parking, premium Wi-Fi, or F&B discounts

## Price

No upfront listing fees.  
**12% commission**  
on actualised bookings.

## Business Mix



[More details](#)



# Thor

## Programme description



THOR, Inc., an international travel services company, has been providing products and services to the world's leading travel providers since 1977. THOR's travel agency members have access to a variety of programs, including the THOR Hotel Program, THOR Car Program and THOR Services Program.

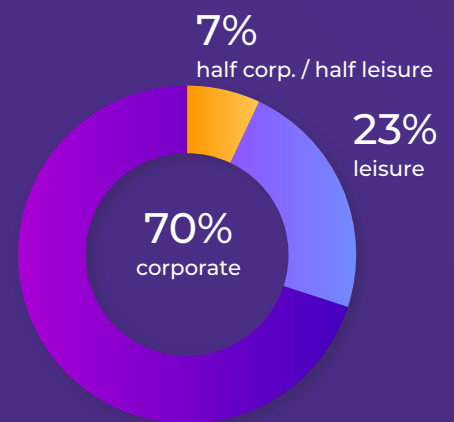
A wholly owned subsidiary of Travelport, THOR continues to increase customer value and transform products and services to meet its customers' ever-changing needs.

## Price



Included in the Pay Per Performance Programme.

## Business Mix



## Requirements



- BAR -10%
- 10% commission
- Rate Parity
- Wi-fi included
- LRA

[More details](#)



# World Rainbow Hotels

## Programme description



World Rainbow Hotels (WRH) brings together a global community of Gay & Lesbian welcoming hotels, providing them with unprecedented visibility and access to the affluent LGBT (lesbian, gay, bisexual, transgender) market.

WRH is the first and only GDS accredited LGBT consortia programme, qualifying its member hotels to be part of the alliance and promoting them to a community of 24,000 affiliated agencies.

## Top countries

USA

UK

Germany

France

Spain

China

Australia

And more...

## Requirements



- 2 rates must be loaded: a public BAR rate as well as a negotiated consortia rate (minimum 5% discount off BAR)
- Rate parity for the consortia rate
- 15% commission apply when receiving bookings from [www.worldrainbowhotels.com](http://www.worldrainbowhotels.com)

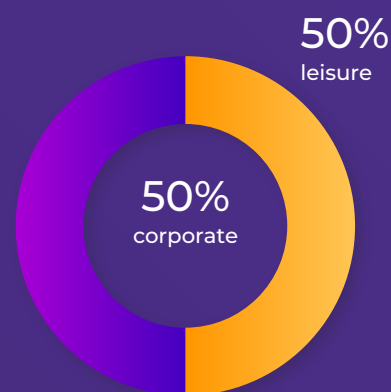
- Hotel must produce a PDF document titled 'OUT & ABOUT' providing useful information about your local LGBT scene including restaurants, bars, cultural events etc.

## Price



Included in the Pay Per Performance Programme.

## Business Mix



[More details](#)

# FAQ (Frequently Asked Questions)

## •— Can I change my rates?

A rate cannot be increased higher than the contract agreed rate, however a hotel can choose to lower a rate at any time.

## •— Can I change my mind, and cancel my contract?

It is not advisable to cancel your contract. Consortia/TMCs may eliminate your property from other considerations and may advise their agencies not to book at your property. The consequences can be severe.

## •— Can I offer different rates to different programmes?

Parity is the rule when dealing with Consortia/TMC's. What one programme gets the other must as well.

## •— What is BLOCK SPACE programme?

It is a guaranteed room block set aside for certain programmes, in your property. The block includes sold out dates.

## •— Do I have to participate in BLOCK SPACE?

Some programmes require hotels in certain markets to participate in the BLOCK SPACE programme.

## •— Do I have to give last room availability?

Last Room Availability is a standard requirement for most programmes. The contract that you sign will authorise the Consortia/TMCs to have last room availability.



# FAQ (Frequently Asked Questions)

## •— What does my participation fee into the programme entail?

Each programme is different and offers different marketing advantages, so review each one carefully before making your decision.

## •— If I miss the deadline set by the consortia, can I still participate?

Many programmes allow hotels to participate in a limited fashion after deadlines have been missed. A contract must be completed and submitted. Some will charge late fees. For more details contacting the consortia directly is recommended.

## •— Should I offer a fixed rate or a “Dynamic Rate”?

Each Consortia Programme will specify the type of rate they are looking. We strongly advise you to offer ‘Discount off BAR-rates’ as indicated on your rate authorisation document.

## •— What should I include in my rates, what are travel managers looking for?

Today’s savvy travel managers are looking for value-added savings in all areas of their travel spend. Get an edge by including complimentary amenities in your rates – free high-speed WiFi/Internet access, breakfast, fitness facilities, parking, airport shuttle, etc.



# Glossary

## **BAR - Best Available Rate**

The lowest non-restricted rate bookable by all guests. This rate can change several times a week up to several times a day. Also called Best Flexible Rate (BFR).

## **BOD - Black Out Date**

Black Out Dates are specific dates or periods when rooms are unavailable, sold out, or when the best available rate (BAR) is applied. Corporate users can define the maximum number of blackout dates and periods they are willing to accept when setting up their travel programme for a contract period.

## **LRA - Last Room Available**

Last room availability, or LRA, is a contract between a company and a hotel. It guarantees that the hotel will sell their rooms to the company at the contracted price, regardless of how many rooms are left.

## **NLRA - Non Last Room Availability**

NLRA is an agreement between a hotel and client whereby the negotiated rate is available to travellers only at the discretion of the hotel. This means that during peak periods, hotels can block NLRA rates and charge a higher rate to maximise revenue.

## **OBTs - Online Booking Tools**

An online booking tool is a tech solution allowing corporate travellers to book and manage their travel itineraries in a centralised system, while enabling company administrators to manage their travel programme.

## **OTA - Online Travel Agency**

Websites offering comprehensive travel shopping and Reservations solutions to consumers. An OTA is an IATA accredited agent that can sell both hotel rooms and packages (minimum of 2 services such as flight + hotel).

## **RFP - Request For Proposal**

An RFP in the hospitality industry is the annual consortia and the corporate rates negotiation process between hotels and TMCs or corporations. Corporate travel managers (buyers) use RFPs to identify the hotels (suppliers) that they may want to work with, decide if the hotels meet their criteria and negotiate rates with them.

## **SMEs - Small and Medium-sized Enterprises**

Small and medium-sized enterprises or small and medium-sized businesses are businesses whose personnel and revenue numbers fall below certain limits. Small and medium-sized enterprises (SMEs) represent 99% of all businesses in the EU.

## **Regions**

APAC: Asia Pacific

EMEA: Europe, Middle East and Africa

LATAM: Latin America

NA: North America

NORAM: North American Region

