Kickstarter guide
for connecting to Channel Managers

intuitive - the leading travel technology provider - have over 20 years of experience integrating travel APIs and helping travel companies overcome the challenges and complexity of hotel connectivity.

Our Universal Hotel Connectivity API solution - iVectorOne - is highly connected with the world's leading Channel Managers and is designed to increase bookings, secure best rates and expand distribution to their customers' source markets.

Connectivity Challenges

More and more hotels are requesting that Tour Operators and OTAs connect through Channel Managers to access their dynamic rates and inventory.

For many, this requirement represents a new connectivity challenge which they have not faced before, and are struggling to add new connections quickly and efficiently.

Tour Operators and OTAs are not always able to secure the internal resources they need to manage the onboarding process, certification and testing to ensure they go-live within weeks, not in months or, in some cases, even in years.

This requires them to ensure alignment with four parties simultaneously: the hotel, the channel manager, the tech partners, and their own team.

Besides the hotel onboarding process, they need help with direct channel manager recommendations and personal introductions to the right people that can save them time, money and resources.

Plus, iVectorOne provides Tour Operators and OTAs with their own application for directly contracted (static) and dynamically contracted (channel managed) contracts and with a Hotel Extranet to manage bookings, audit the agreed rates and provide manual updates.
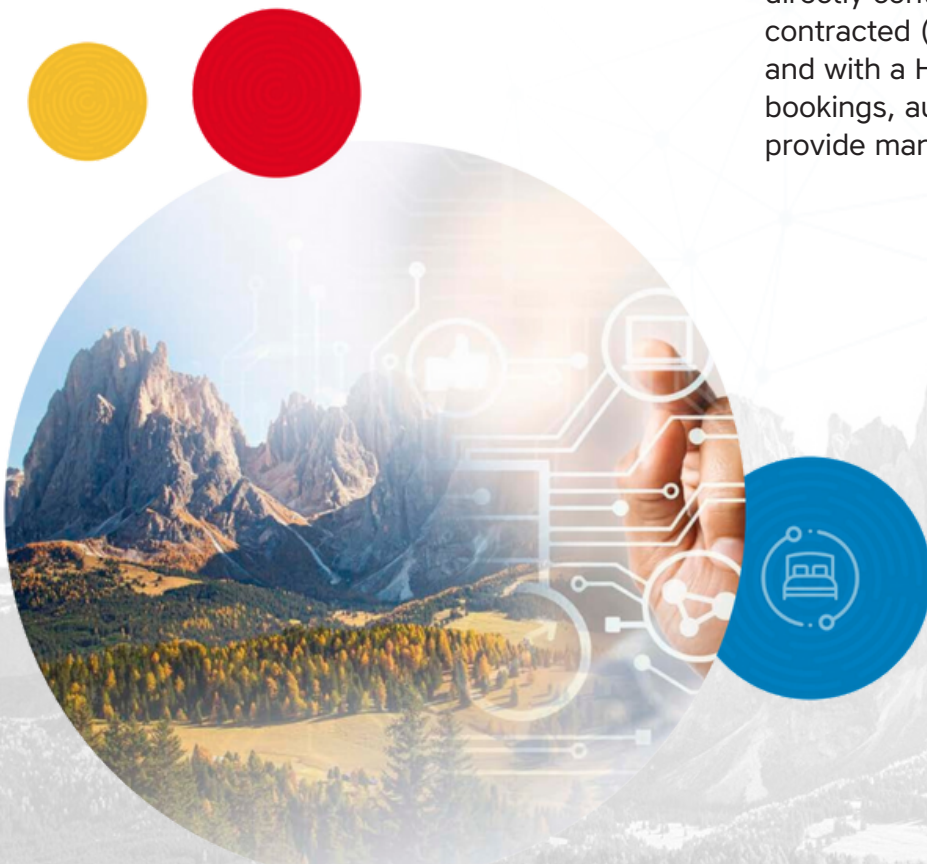
intuitive will get you connected to Channel Managers **in 1-2 months**

To simplify the connectivity process, we launched our Channel Manager Kickstarter.

This innovative full-service package empowers Tour Operators and OTAs to harness our vast experience in efficiently onboarding hotels when collaborating with Channel Managers.

Based on our experience, the typical onboarding duration, when the travel company oversees the onboarding and certification process, may range between 3-6 months, depending on the availability of internal resources to liaise between the hotel and Channel Manager.

By opting for our Channel Manager Kickstarter, the travel company is expected to go live and start selling within 1-2 months as intuitive takes on the responsibility of engaging with all four parties involved, easing the burden for the company and reducing the connectivity time.

intuitive introduces the Channel Manager Kickstarter

Kickstarter guide: 5 key steps in connecting you with Channel Managers

Establishing a direct relationship with hotels for Channel Managers to push rates and inventory typically involves the following stages when connecting via a 3rd party solution such as iVectorOne.

1

Discovery

2

Engagement

3

Configuration and Loading

4

Certification

5

Training and Support

Discovery

1

Our team will assist you navigate the Channel Manager onboarding process, offering advice on how to engage with hotels to identify which channel connections are required.

We can offer source market recommendations for suppliers and channels including personal introductions to speed up the initial contact phase.

Engagement

2

You will need to complete the onboarding application for the Channel Manager before finalising commercials and prioritisation milestones.

If you are encountering delays, our team can provide advice on alternative approaches to access the hotels' rates.

Configuration and Loading

3

intuitive's dedicated team have extensive expertise engaging with the hotel and Channel Manager to finalise the initial stages ready in preparation for certification.

This involves:

- Engaging the pilot hotel to obtain all property, room type and rate plan information
- Configuring the Channel Manager, hotel, room types and rate plans in the iVectorOne Channel Manager portal
- Creating the shell contract ready for when rates and inventory are pushed into iVectorOne
- Coordinating with the hotel and Channel Manager to ensure they have enabled you in the eco-system ready for testing

Certification

4

We organise and attend the certification calls with the Channel Manager to validate the rates and inventory ensuring that everything is returning correctly.

In addition we send a test booking and cancellation as part of the final sign-off.

Training and Support

Following certification, we will provide the following guides to assist you with adding new properties with the Channel Manager:

- Recording of end-to-end set-up, inlcuding configuration and loading of property details including room types, rate plans and shell contracts
- Step-by-step loading guides for easy reference
- Handover and guidance on the steps required to complete certification

During and after this period, you will have access to iVectorOne help desk support.

You will receive dedicated support for four weeks after the handover to address any queries related to loading new properties.

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**Click here to book
a 30-minute consultation with us**