



localhospitality

Employee Travel Perks Program

- join our family of over 270 partners, reaching over 11 million consumers -

Kevin Armitage
President
Local Hospitality, Inc.

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karmitage@localhospitality.com
www.localhospitality.com

Travel Deals are Trending to Private Networks

Rates

Customer Acquisition Costs

Customer Loyalty

Hotel/Car Rental Chains



Online Travel Agencies



Private Networks



NA




Private Networks are the **only** way to deliver:

1. The most exclusive, below-market rates
2. The most savings back into consumer pockets
3. The most organizational branding/affinity

Our **Employee Travel Perks** program will capture your employees in your network, before they establish their allegiance elsewhere!



Sample Employee Travel Perks Partners



Below-market travel discounts around the world,
provided *exclusively* for VCH employees, friends & family

[Need a Hotel Discount? click here >>](#) [Need a Car Rental Discount? click here >>](#)

YOUR RESERVATION CAN HELP MAKE A DIFFERENCE. BOOK TODAY AND WE WILL DIRECT \$1 TO THE CANCER RESEARCH SOCIETY.

HOTELS

Search our worldwide inventory of hotels at exclusive discounted rates. Whether travelling for work or pleasure, individually or in a group, domestically or abroad, you can take advantage of savings that may exceed 50% and average 10-20% below best available rates. Any hotel, anywhere, anytime.

[Search Hotel Discounts](#)

Access our hotel negotiation service to arrange exclusive discounts on your group hotel blocks of 10 or more hotel rooms for meetings, conferences, reunions, weddings, teams, etc. At no cost to you, our experienced professionals will leverage our industry expertise to negotiate the very best rates and terms for your group. Any hotel, in any market, at any time.


[Submit Group Hotel Request](#)

CAR RENTALS

Search our worldwide inventory of car rentals at discounted rates. Whether travelling for work or pleasure, domestically or abroad, you can take advantage of savings that may exceed 35% with over 1,200 car rental suppliers at over 30,000 worldwide locations. Any car, anywhere, anytime.

[Search Car Rental Discounts](#)

Save time and money. Let us negotiate the best deals and comparison price for you.
Happy travels and happy savings!



Below-market travel discounts around the world, provided *exclusively* for SCCA employees, friends & family

[Need a Hotel Discount? click here >>](#) [WORLDWIDE CAR RENTAL DISCOUNTS](#)

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SEARCH CAR RENTALS


Type in city or airport name

☐ Return to a different location

Start date: 10:00

End date: 10:00

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Below-market travel discounts around the world,
provided *exclusively* for BCM employees, friends & family

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YOUR RESERVATION CAN HELP MAKE A DIFFERENCE. BOOK TODAY AND WE WILL DIRECT \$1 TO THE CANCER RESEARCH SOCIETY.

Note: When booking for BCM Business Travel, additional documentation may be required when submitting for reimbursement. Please refer to the BCM Travel Policy for guidelines.

SEARCH CAR RENTALS


Type in city or airport name

☐ Return to a different location

Start date: 10:00

End date: 10:00

[Search](#)



Travel discounts around the world,
provided *exclusively* for Fraser Health

[Need a Hotel Discount? click here >>](#) [Need a Car Rental Discount? click here >>](#)

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BELOW-MARKET TRAVEL DISCOUNTS AROUND THE WORLD, PROVIDED *EXCLUSIVELY* FOR PHC EMPLOYEES, FRIENDS & FAMILY

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Type in city or airport name

☐ Return to a different location

Start date: 10:00

End date: 10:00

[Search](#)



hotel discounts around the world
provided *exclusively* for BAREFOOT proximity

Search For Hotels By:
City Address Landmark Airport

City Search:

Check-in:

Check-out:

Rooms: Adults: Kids:

Hotel Name (Optional):

[Search for Discounts](#)

Preferences

Amenities: ☐ Airport Shuttle ☐ Complimentary Breakfast ☐ Fitness Center ☐ Internet Access ☐ Kitchen/Kitchenette ☐ Pets Allowed ☐ Pool ☐ Restaurant on-site

Rating: ☐ 5 Stars ☐ 4 Stars ☐ 3 Stars ☐ 2 Stars ☐ 1 Star


Property Type: ☐ Resort ☐ Hotel ☐ Ext. Stay ☐ B&B ☐ Motel ☐ Vac. Rental

Options

Currency: United States Dollars

10 results per page. Sort By Price: Unsorted

Below-Market
Hotel Discounts
Around the World
Provided for Sage (UK) Limited



Search For Hotels By:
City Address Landmark Airport

City Search:

Check-in: 2/18/2016

Check-out: 2/19/2016

Rooms: Adults: Kids:

Hotel Name (Optional):

[Search for Discounts](#)

Preferences

Amenities: ☐ Airport Shuttle ☐ Complimentary Breakfast ☐ Fitness Center ☐ Internet Access ☐ Kitchen/Kitchenette ☐ Pets Allowed ☐ Pool ☐ Restaurant on-site

Rating: ☐ 5 Stars ☐ 4 Stars ☐ 3 Stars ☐ 2 Stars ☐ 1 Star


Property Type: ☐ Resort ☐ Hotel ☐ Ext. Stay ☐ B&B ☐ Motel ☐ Vac. Rental

Options

Currency: United Kingdom Pounds

10 results per page. Sort By Price: Unsorted

[Search](#) [Link](#) [Rate Guarantee](#) [FAQ](#) [Terms & Conditions](#) [Privacy Policy](#) [Support](#) [Cancellation](#)



Below-market travel discounts around the world, provided *exclusively* for PHSA employees, friends & family

[WORLDWIDE HOTEL DISCOUNTS](#) [Need a Car Rental Discount? click here >>](#)

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SEARCH HOTELS

City Address Landmark Airport

City Search: Check-in: 5/6/2016 Check-out: 5/9/2016 Rooms: 1 Adults: 2 Kids: 0 Hotel Name (Optional):

[Search](#)

OPTIONS >

Amenities: ☐ Airport Shuttle ☐ Complimentary Breakfast ☐ Fitness Center ☐ Internet Access ☐ Kitchen/Kitchenette ☐ Pets Allowed ☐ Pool ☐ Restaurant on-site



Rating: ☐ 5 Stars ☐ 4 Stars ☐ 3 Stars ☐ 2 Stars ☐ 1 Star

Property Type: ☐ Resort ☐ Hotel ☐ Ext. Stay ☐ B&B ☐ Motel ☐ Vac. Rental

Sort By Price: Unsorted

Currency: Canada Dollars

Sample Professional Association Partners



Below-market travel discounts around the world, *exclusively* for members, friends & family

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[Search Car Rental Discounts](#)

Save time and money. Let us negotiate the best deals and comparison price for you.

Happy travels and happy savings!



YA Hotel and Car Rental Discount Program

Receive below-market travel discounts around the world. This program is exclusively for Yoga Alliance members, friends & family!

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Start date:

End date:

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Home Tours Special Programs About



Below-market hotel discounts around the world, provided *exclusively* for USC Alumni, friends & family

YOUR RESERVATION CAN HELP MAKE A DIFFERENCE. BOOK TODAY AND WE WILL DIRECT \$1 TO THE CANCER RESEARCH SOCIETY.

SEARCH HOTELS


City Address Landmark Airport

City Search: Check-in: Check-out: Rooms: Adults: Kids: Hotel Name (Optional):

[Search](#)

OPTIONS >

Amenities:	Rating:	Property Type:	Sort By Price:
<input type="checkbox"/> Airport Shuttle	<input type="checkbox"/> 5 Stars	<input type="checkbox"/> Resort	Unsorted
<input type="checkbox"/> Complimentary Breakfast	<input type="checkbox"/> 4 Stars	<input type="checkbox"/> Hotel	Currency:
<input type="checkbox"/> Fitness Center	<input type="checkbox"/> 3 Stars	<input type="checkbox"/> Ext. Stay	<input type="text" value="United States Dollars"/>
<input type="checkbox"/> Internet Access	<input type="checkbox"/> 2 Stars	<input type="checkbox"/> B&B	
<input type="checkbox"/> Kitchen/Kitchenette	<input type="checkbox"/> 1 Star	<input type="checkbox"/> Motel	
<input type="checkbox"/> Pets Allowed		<input type="checkbox"/> Vac. Rental	
<input type="checkbox"/> Pool			
<input type="checkbox"/> Restaurant on-site			



Below-market travel discounts around the world, provided *exclusively* for BCTF members, friends & family

[Need a Hotel Discount? click here >>](#) [WORLDWIDE CAR RENTAL DISCOUNTS](#)

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SEARCH CAR RENTALS


Type in city or airport name

☐ Return to a different location

Start date:

End date:

[Search](#)



AIR FORCE ASSOCIATION

EXCLUSIVE WORLDWIDE HOTEL DISCOUNT PROGRAM

BELOW-MARKET HOTEL DISCOUNTS AROUND THE WORLD, PROVIDED *EXCLUSIVELY* FOR AFA MEMBERS, FRIENDS & FAMILY

EDUCATE ADVOCATE SUPPORT

YOUR RESERVATION CAN HELP MAKE A DIFFERENCE. BOOK TODAY AND WE WILL DIRECT \$1 TO THE CANCER RESEARCH SOCIETY.

SEARCH HOTELS



City Address Landmark Airport

City Search: Check-in: Check-out: Rooms: Adults: Kids: Hotel Name (Optional):

[Search](#)

OPTIONS >

Amenities:	Rating:	Property Type:	Sort By Price:
<input type="checkbox"/> Airport Shuttle	<input type="checkbox"/> 5 Stars	<input type="checkbox"/> Resort	Unsorted
<input type="checkbox"/> Complimentary Breakfast	<input type="checkbox"/> 4 Stars	<input type="checkbox"/> Hotel	Currency:
<input type="checkbox"/> Fitness Center	<input type="checkbox"/> 3 Stars	<input type="checkbox"/> Ext. Stay	<input type="text" value="United States Dollars"/>
<input type="checkbox"/> Internet Access	<input type="checkbox"/> 2 Stars	<input type="checkbox"/> B&B	
<input type="checkbox"/> Kitchen/Kitchenette	<input type="checkbox"/> 1 Star	<input type="checkbox"/> Motel	
<input type="checkbox"/> Pets Allowed		<input type="checkbox"/> Vac. Rental	
<input type="checkbox"/> Pool			
<input type="checkbox"/> Restaurant on-site			



ALPHA CHI NATIONAL COLLEGE HONOR SOCIETY

BELOW-MARKET HOTEL DISCOUNTS AROUND THE WORLD, PROVIDED *EXCLUSIVELY* FOR ALPHA CHI MEMBERS

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SEARCH CAR RENTALS



Type in city or airport name

☐ Return to a different location

Start date:

End date:

[Search](#)



Below-market travel discounts around the world, provided *exclusively* for ACA members, friends & family

[Need a Hotel Discount? click here >>](#) [Need a Car Rental Discount? click here >>](#)

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Our Value Proposition

Employers

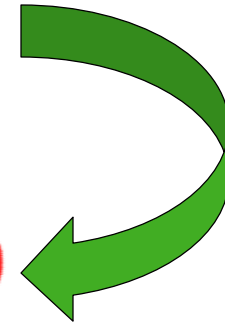
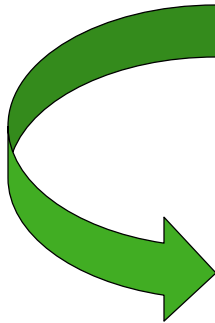
Employees



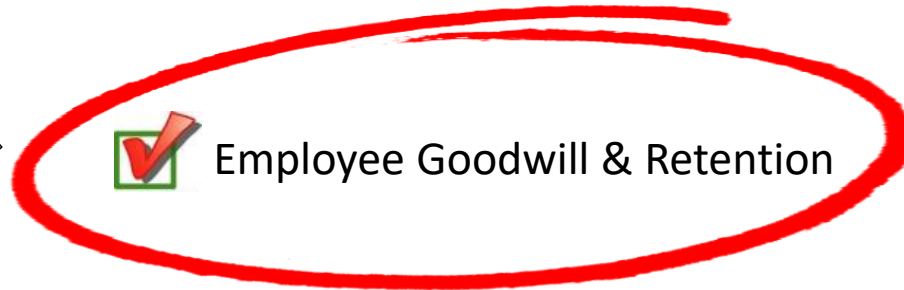
Valuable Affinity



Valuable Savings



Employee Goodwill & Retention








Who is Local Hospitality?

- 📍 Leader in defining the market for “Institutional Hospitality”
- 💡 B2B services company, with roots in selling B2C online travel
- 📍 Unique combination of necessary qualifications
- 💡 Customer advocate, transparent business model

What Do We Do?

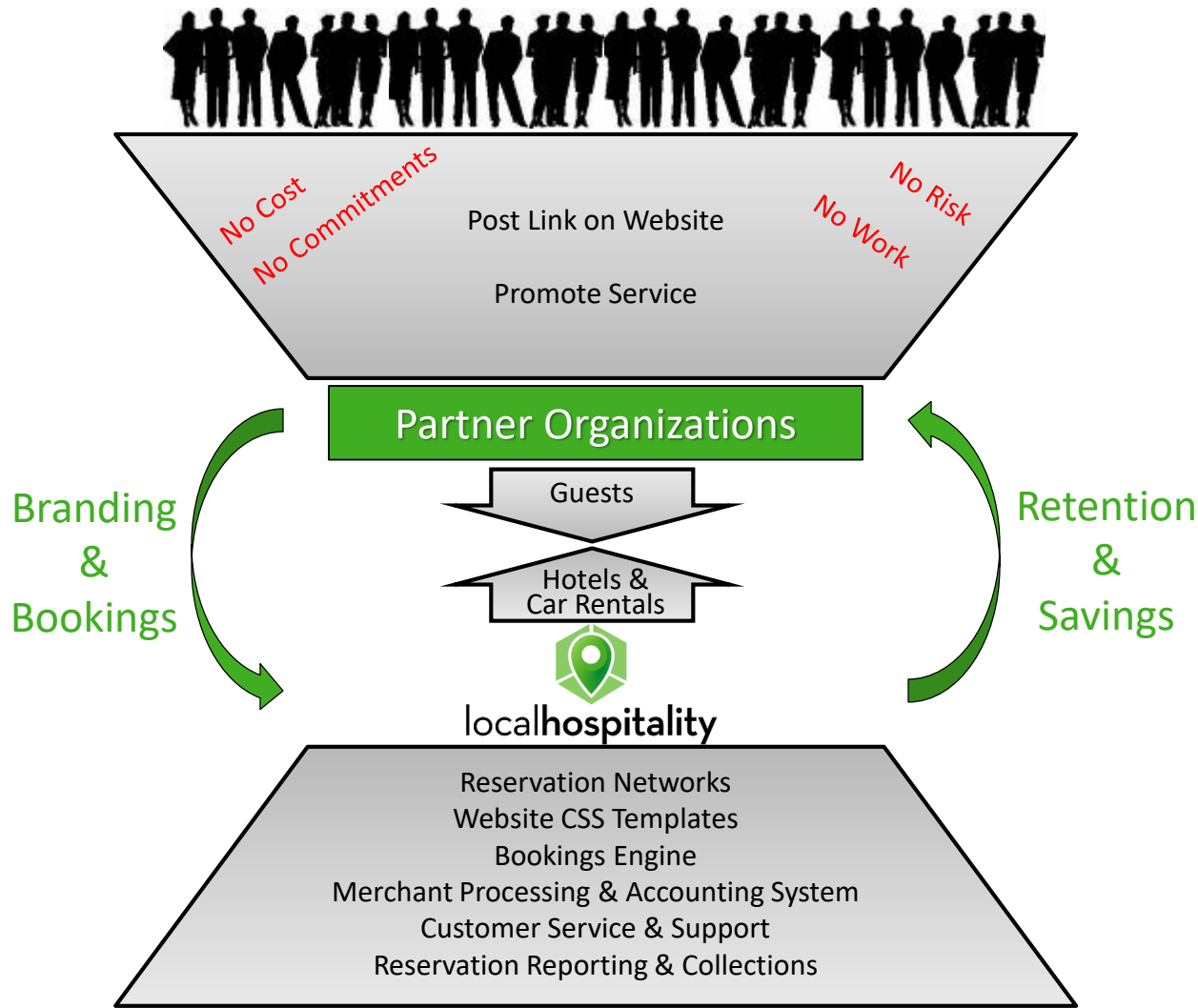
Mission: Turn traditional travel agency models upside down to deliver *branding*, *control* and *value* back to those who truly deserve it: the **organizations** hosting or sponsoring the travel, and the **users** that are doing the traveling.

-  Unbeatable, below-market rates
-  Best worldwide inventory
-  Customized, private-label branding
-  Quality user interface and customer service
-  Save \$ (discount pricing)

How Do We Do It?

- 📍 Remove the cost of customer acquisition
- 💡 Leverage our partners' brand and promotion
- 📍 Aggregate worldwide inventory of suppliers
- 💡 Utilize a modular, template-driven technology platform
- 📍 Deploy a leveraged, variable-cost delivery model
- 💡 Rely on annuity of repeat partners/customers

How Do the Partnerships Work?



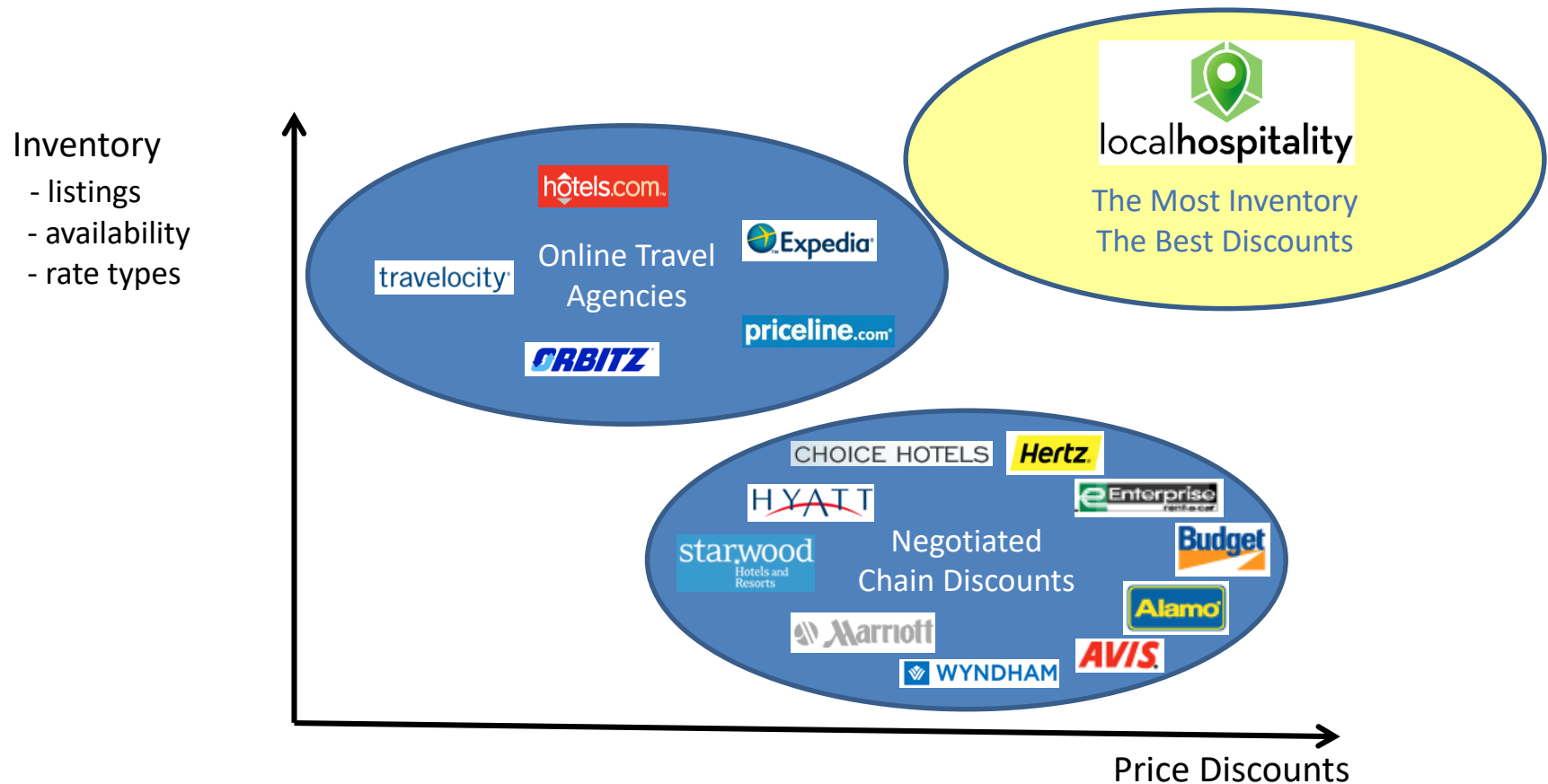
Our Business Model

Discount Pricing Model

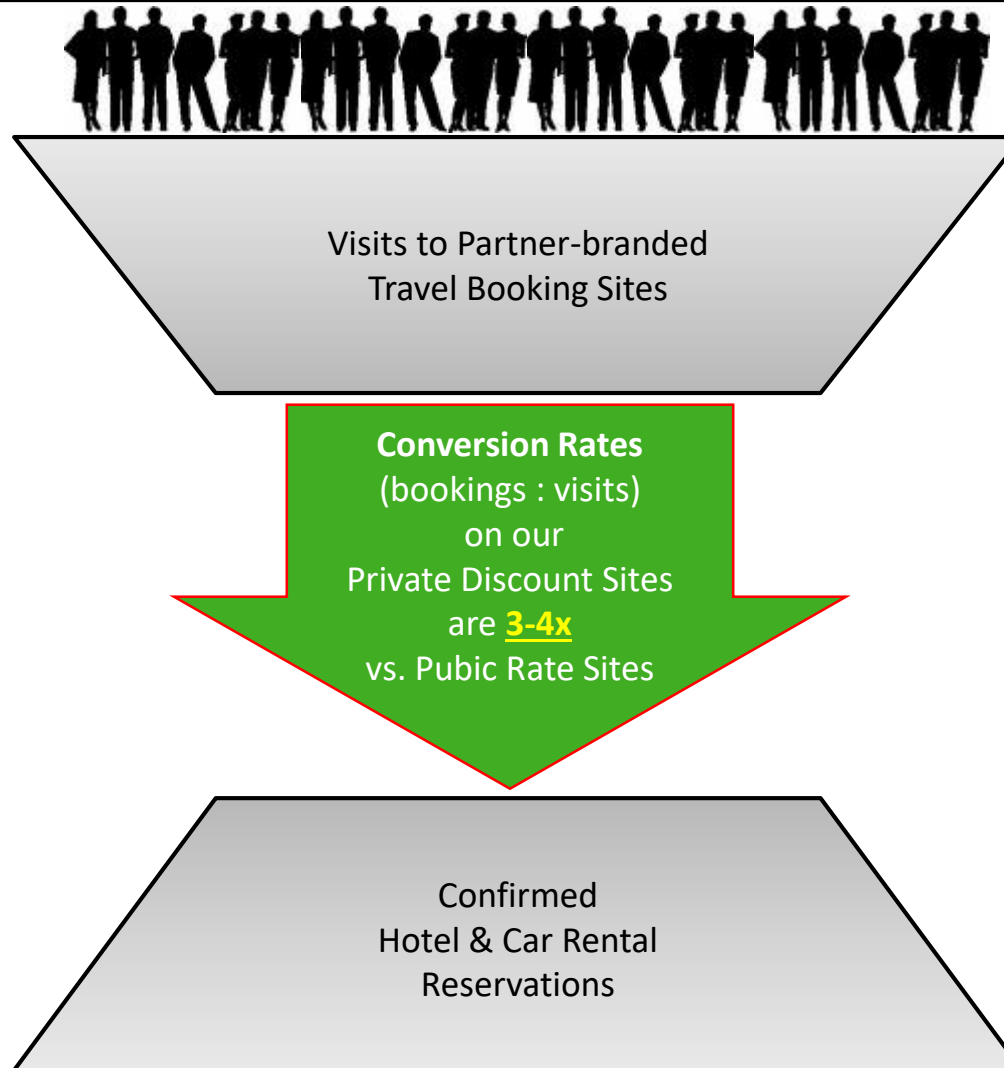
Contract	Not Necessary, At-Will
Branding	Private-Label, Partner's Brand
Target Users	Members/Employees
Travel Destination	Anywhere, Anytime
Access	Password-Protected
Inventory	Most Listings & Availability
Rate Types	Most Variety, User Discretion
Rates	"Exclusive Below-Market"



Our Market Positioning



Validated by Users



[illegible]

Testimonials

"Offering hotel bookings to out-of-town visitors represents a significant value-added service and branding opportunity that should not be overlooked by host organizations."

Doug Worpel, CEO, Barefoot Proximity

"From contracting to site design and deployment, the ease and speed of implementing and integrating our custom Local Hospitality program exceeded even my high expectations."

J.R. Taraboccia, Coordinator of Student Affairs, Portland State University

"Great prices for hotels! Wow, the best I've seen online, compared to Orbitz, Priceline and the actual hotelier! Just booked my hotel in Hong Kong! Thanks for the great pricing and deal!"

@akidesir, via Twitter

"Local Hospitality has enabled our seamless transition from an unwieldy paper process to an easy, high quality online service! Our patients and families are already benefiting. Thank you!"

Allen Stasiewski, Director Patient Centered Systems, Aurora Health Care

"I enjoy booking hotels for business and personal travel through Local Hospitality. Based on my experiences, I have come to trust your rates are consistently the best in the market."

Cameron Hunter, VP Sales & Marketing, Smartcool Systems

"Local Hospitality automates a complex business process, which provides tremendous value to hosts, visitors and hotels alike."

Paolo Petrone, Owner and Managing Partner, Hotel Healdsburg

"I used Local Hospitality to book a hotel in Austin. I compared it against Hotels.com and your site was about 10% cheaper. Nice work!"

Robert A., President & CEO, Internet Media Company

"I'm just looking into hotels in Vegas for a stag in May and your rates are awesome."

Matthew H., Toronto

"Wow that's a great deal! I need a warm vacay!!"

@PasserottoMio, via Twitter

"I just checked out your site and found a superb deal on a SF hotel. Orbitz was \$632 and your site was \$344. Wow, that's a massive difference."

Paul Needham, Co-Founder, Simpa Networks

"In-house or outsourced services cannot match the unique solution and business model offered by Local Hospitality."

Steve Richter, President, Media Breakaway

"I'm pleased to report that the inaugural bookings on our site were very positive. The process went smoothly and our net savings was approximately 10%, or almost \$200."

Vivek Thomas, President, Maximizer Software

"Local Hospitality brings an advanced, next-generation technology platform to the typically out-dated hospitality sector of hotel bookings."

Jeff Kent, COO, Synergy Networx

"We used Local Hospitality to book hotel rooms for our company holiday party. We saved over 30% versus the rates quoted directly from the hotel. Now that's purchasing power!"

Michael Barrons, Director of Marketing, Cannon Hygiene

"We will definitely continue to use the program. And we're spreading the word. Hopefully you'll see more and more bookings from us."

Douglas W., Founder & CEO, Digital Media Agency

"I just used your site to get a hotel room in Philly this weekend...a weekend where hotel rooms were hard to come by. Thanks for your help!!!"

Richard P. New York City

"I enjoy booking my hotels through Local Hospitality. I consistently find the best inventory available, and consistently save 10-20% off my rates."

William R., Vancouver

"I was surprised to find so many hotel options and great deals over Labour Day. My booking and hotel stay went smoothly. Every member should take advantage of this terrific benefit."

Bonnie Dancy, CEO, South Okanagan Chamber of Commerce

"I have experience using 'friends and family' rates at hotel chains. I found the BC Chamber discount rates were similar and in many cases better. I will definitely use this service again."

Simon Warne, Board Member, Ladysmith Chamber of Commerce

"We were impressed by the discount and the friendly service provided by the hotel. We had a very pleasant stay at a great rate. Thank you!"

Elke Bewick, Royal Canadian Legion, Summerland

"Local Hospitality delivered a better hotel at almost 25% savings for our group bookings. Thanks for making this incredibly easy! We'll definitely be using your service in the future!"

Kellie Meacher, Communication Manager, Office of the Registrar, Queen's University

"Our group booking was great. The hotel was perfect, the location was ideal, and the rates were unbeatable. We appreciate your hard work on our behalf. Let's begin our next event!"

Colinne Hemrich, Project Manager, Flux Foundation

"We used Edvantage hotel discounts to get the best deal for our team attending a tournament. Accommodating families with different needs can be tricky, but the process was smooth! We'll use it again this year."

Kim Panek, Mississauga

"As a retired teacher who likes to travel, I'm always looking for a deal. Compared to other hotel search engines, the Edvantage rates are consistently better. I will keep using this site."

Ellen Graham, Guelph

"My experience in working with Local Hospitality was very professional and efficient. They understand their client needs 100%."

Debby Lam, Director of Conference Services, The Westin Prince Toronto

"Thanks again for helping to organize our reunion. The hotel was superb and the dining was excellent. I will keep you in mind for our 35th reunion and any other future events."

Sandra Lawson, Queen's University Alum, Class of Sci'81

"The hotel was amazing. Great place to stay. Awesome service and nice rooms! Thanks for making the arrangements. We truly appreciate the time you put into negotiating this for us!"

Billy Chan, President, Tech Management Club, University of British Columbia

"I just booked a hotel for a business trip. Your service saved me 25%. Nice work!"

Mahmood Sheikh, Deputy Executive Director, Idaho State Bar

"I was surprised to find so many hotel options and great deals over Labour Day. My booking and hotel stay went smoothly. Every member should take advantage of this terrific benefit."

Bonnie Dancy, CEO, South Okanagan Chamber of Commerce

"We enjoyed working with Local Hospitality to accommodate a large group event at our hotel. The logistics were complex, but we worked through it together. Let's do it again."

Marty Baier, Area Director of Sales & Marketing, Fine Hospitality, Las Vegas

"I compared the hotel prices listed here with competitive websites such as Kayak and Priceline and these are definitely cheaper."

K. Kadakia, USC Alum '07

"I have used this site several times and it's consistently been cheaper than any other search engine. I really enjoy seeing all the room options and amenities. I will definitely use it again!"

Misty MacDonald, Thompson

"As retirees on a fixed income, we look for the best hotel deals. We've found this site is easy to use and provides great discounts. We will continue to use it for our travel requirements."

Ron Burkil, Ottawa

"I have been using this site exclusively the past year for both business and personal travel. The deals are better than other sites and customer service resolves unexpected problems."

Cynthia Freeman King, Saint John

"Success! Booked two rooms, one double and one single. According to my math, we saved \$339!!"

Dylan L., Knoxville

"Everything went very smoothly with the hotel bookings. We arrived at both locations with no problems at check in. Thanks for having this service available to members."

Amrik Ghag, Abbotsford

"Thank you much for your help, what a relief! Best customer service in my travel experiences!"

Karen Doucet, Moncton

"I just booked a hotel in Minneapolis and the rate was \$10.00 cheaper than any other travel discount website that I looked into!!"

Doug, OAC Member