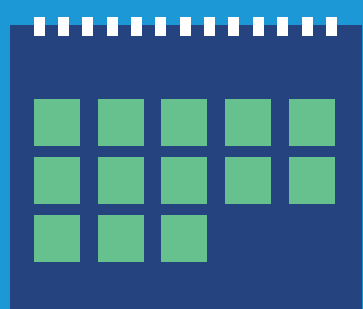
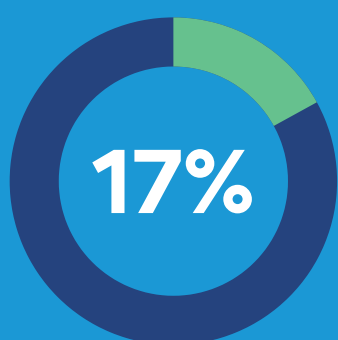
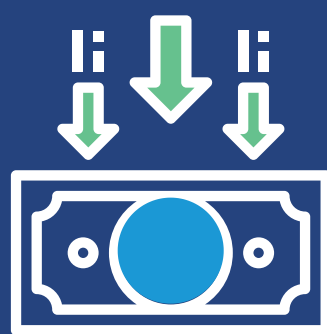


# Hotel Audit Facts: The Money You Are Losing



A minority of travel managers check on their rates frequently, with **6%** auditing monthly and **3%** on a weekly basis

Companies that do not audit their program, typically lose up to **\$122,500 for every \$5 million** in hotel spend

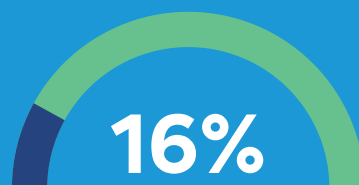


**1 in 6** audits shows a discrepancy between what was negotiated in the contract and what's in the system

When rate discrepancies are found, companies are paying an average of **14% more** than negotiated



About **25%** of analyzed rates were incorrect or failed to correctly incorporate amenity details



A missing breakfast inclusion or breakfast at a higher cost than negotiated appears in **16%** of bookings

## SOURCES:

**GBTA:** <https://www.gbta.org/blog/are-corporate-travel-programs-getting-the-hotel-rates-they-negotiate/>

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**BTN:** <https://www.businesstravelnews.com/Procurement/Early>Returns-from-Study-Show-Travel-Managers-Audit-Hotel-Rates-Infrequently>

**Company Dime:** <https://www.thecompanydime.com/hotel-rate-audit/>

**PhocusWire:** <https://www.phocuswire.com/Companies-arent-getting-the-hotel-rates-they-negotiated-study-finds>