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Press Release  
(For immediate publication)

## **Teplis Adds TRIPBAM to Help Corporate Clients Save on Hotel Bookings**

Automated Hotel Rate Shopping Service Checks for a Lower Price  
Right Up Until the Day of Check-In

ATLANTA – November 11, 2015 – [Teplis Travel](#) has announced it is adopting the latest service to assist travel managers in ensuring their travelers always get the lowest hotel rate in the marketplace. The new service, [TRIPBAM™](#), uses patent-pending "cluster" shopping processes to find savings on more than 60 percent of hotel groups searched, with average savings of more than \$50 per night. TRIPBAM's ability to help companies save on hotel bookings gives corporate travel managers a creative option to keep lodging costs in line at a time when hotel companies are elevating rates in the majority of key business destinations.

Hotel groups in TRIPBAM's unique cluster process are determined based on company preferences, location and rating. CEO Gary Teplis was enthusiastic about the service, noting the ongoing challenge for corporate clients whose traveler's book hotels outside their company's managed program: "Travelers think they're doing their company a favor by booking a hotel through an online site. The savings from the occasional lower rate is often eaten up by cancellation charges when the non-refundable reservation needs to be changed," Teplis said. "TRIPBAM gives us a valuable way to keep travelers in the managed program, where we can generate additional savings through vendor contracts, negotiated rates and improved travel policy compliance. Knowing that they're getting the lowest rate will also make them less likely to waste valuable time searching for internet specials."

Given the forecast for 2016 portends the highest corporate hotel rate increases in several decades, the timing of this value add for actionable data is critically important. A recent report by the NYU School of Professional Studies predicts that the average negotiated corporate hotel rate will increase between 6.5% and 7.5% during the next year. In light of these increases – which are ranging beyond

ten percent in large cities – TRIPBAM CEO Steve Reynolds said, “[The current market is a bear for travel managers heading into annual hotel contract negotiations.](#) Our service gives them a little extra ammo as they make their case with the hotel properties.”

Teplis will begin rolling out TRIPBAM with selected clients this month.

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**Teplis Travel** provides travel management services for corporations, non-profit associations and other organizations with global business travel programs. A member of the Frosch Travel Group, Teplis is among the top travel management companies in the US for its track record reducing corporate travel costs while improving traveler satisfaction. The company offers highly responsive account service and was recently featured in Travel Weekly’s Power List for 2015. For more information go to [www.teplis.com](http://www.teplis.com)

Dallas-based **TRIPBAM™** is a new hotel shopping service used by corporations, hotels, travel agencies and travelers. TRIPBAM uses patent-pending "cluster" shopping processes to find savings on more than 60 percent of hotel groups searched, with average savings of more than \$50 per night. Launched in April 2013, TRIPBAM earned GBTA's Spotlight on Transformation award in 2013 and won the Business Travel Supplier Innovation Award at *Business Travel News'* Innovate Conference in 2014. For more information about the service, go to [www.tripbam.com](http://www.tripbam.com)

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