

# Hotel Response to Corporate

Horizon Hotels  
Commercial Partnerships  
December 4, 2025

To: Meridian Consulting Group — Corporate Travel & Procurement  
From: Horizon Hotels — Commercial Partnerships Team

Subject: Proposal Response — Leisure-Extension + Annual Volume Commitment Program (Sabre SynXis properties)

Executive summary (1 page)  
Horizon Hotels (U.S. properties using Sabre SynXis PMS) proposes a 24-month Leisure-Extension + Volume Commitment program for Meridian Consulting Group. Horizon will deliver baseline corporate and leisure discounts, program tagging via Sabre SynXis for automated volume tracking, monthly reporting, and tiered commercial and operational benefits as aggregate annual room nights (business + leisure) increase.

High-level commercial offer

- Term: 24 months with one 12-month renewal option. Pilot in Meridian priority markets within 45 days; chain-wide rollout by Day 90.
- Baseline business discount: BAR-minus 17% (standard rooms).
- Baseline leisure discount (employees): BAR-minus 12% weekdays / BAR-minus 18% weekends.
- Volume tiers (business + leisure combined) with incremental discounts and benefits (details in table).
- Measurement: rolling 12-month aggregate room nights across Horizon U.S. properties; program tag required for counting. Monthly true-up and annual reconciliation with credits/invoices within 60 days.

Commercial proposal & volume tier table

TIER	ANNUAL AGGREGATE NIGHTS (BUSINESS + LEISURE)	ADDITIONAL DISCOUNT VS BASELINE	EFFECTIVE EXAMPLE (STANDARD ROOM)	TIER BENEFITS

Tier A	0–9,999	0%	Business: BAR-17% / Leisure: BAR-12% wkday, BAR-18% wkend	Standard reporting; account manager
Tier B	10,000– 14,999	+2%	Business: BAR-19% / Leisure: +2%	1 comp night per 1,000 nights; priority support
Tier C	15,000– 24,999	+4%	Business: BAR-21% / Leisure: +4%	Quarterly revenue reviews; modest allotments
Tier D	25,000+	+6%	Business: BAR-23% / Leisure: +6%	Preferred overflow allotments; waived setup fees; co-op allowance

#### Notes

- Tier discounts apply to both business and leisure baseline rates at booking time. Discounts are percentage points subtracted from BAR at time of booking.
- Property minimum retail floors and blackout dates apply; blackout exceptions limited to max 15 dates/property/year (disclosed at signing).
- No retroactive re-pricing of completed stays; annual true-up may issue credits/invoices per reconciliation.

#### Booking & Sabre SynXis implementation plan (1 page)

##### Timeline (45–90 days)

1. Contracting (Day 0–7): Finalize master services agreement and volume addendum.
2. Rate provisioning (Day 8–21): Central revenue publishes Meridian rate plans in SynXis with unique rate plan IDs and distribution to Sabre GDS and direct web/app channels. Provide mapping CSV.
3. Tagging & automation (Day 15–28): Implement program tagging in SynXis for all Meridian business and leisure rate codes to enable

automated volume aggregation. Provide mapping of rate codes and program tag semantics.

4. Testing (Day 22–35): Meridian performs test bookings via Sabre GDS, Horizon direct portal, and mobile app using test credentials; Horizon provides confirmation screenshots and resolves exceptions.
5. Pilot activation (Day 36–60): Activate in Meridian priority markets and validate reporting/tier behavior.
6. Chain-wide rollout (Day 61–90): Apply to all U.S. properties; complete communications and training.

#### Technical specifics

- Sabre SynXis: Rate plans published with unique rate plan IDs and rate codes; distribution flags enabled for GDS, direct web, and app. Program tag (boolean field) applied to qualifying reservations. Horizon will provide a sample SynXis mapping CSV and test credentials for staging bookings.
- Booking channels: Sabre GDS (explicit rate code), Horizon direct corporate portal (promo code + corporate email verification), mobile app, and phone. Instant confirmations issued with booking reference and rate code on folio.
- Check-in verification: Booking confirmation and corporate email acceptable; properties may request ID at check-in. No mandatory prepayment unless guest selects non-refundable rate.

#### Next steps

- If Meridian accepts this proposal in principle, Horizon will draft the final Master Services Agreement and Volume Addendum, deliver SynXis mapping and test credentials within 7 business days, and schedule pilot activation per the timeline above.

We appreciate the opportunity to partner with Meridian to deliver predictable value, simplified booking for employees, and improved yield through a combined business + leisure volume commitment. Please confirm acceptance of this proposal in principle to begin contract drafting.

Sincerely,

[Name]

Head of Commercial Partnerships

Horizon Hotels

[commercial@horizonhotels.example](mailto:commercial@horizonhotels.example)

