

THOR RATE PLAN DESCRIPTIONS

THOR knows that hotels need good distribution to get their room nights booked, so we have multiple rate plans available through the THOR *Hotel Program*. When hotels participate, they gain access to load rates to a selection of distribution channels under the following rate plans:

THOR CONSORTIA RATE - THR

The THOR Consortia Rate, **THR**, is for direct use by THOR's travel agency members in the GDSs. It is also available in Travelport's employee booking tool. This is the one rate plan that **MUST** be loaded when joining the THOR *Hotel Program*.

Requirements

1. Rates must be commissionable to THOR travel agencies (min. of 10% in the US and 8% for non-US properties)
2. Rates must be held to parity as offered to other consortia.
3. Rates must be held to last room availability (LRA) and the least restricted rates.
4. There cannot be a minimum night stay requirement unless the hotel is an extended stay property.

Examples:

- Seasonal fixed consortia rates, BAR or a % off BAR that is parity with other consortia companies.

THOR PROMOTIONAL RATE - THX

The THOR Promotional Rate, **THX**, is for direct use by THOR's travel agency members in the GDSs. It is also available in Travelport's employee booking tool. This rate plan allows hotels to enter rates that are typically temporary in nature, such as rate discounts, available upgrades, amenities, etc.

Requirements

1. Rates must be commissionable to THOR travel agencies (min. of 10% in the US and 8% for non-US properties)
2. Rates do not have to be held to parity and may be restricted rates as long as they are still commissionable

Examples:

- Short-term incentives such as: Lower Rates, Increased Commissions or Contests
- Packages (honeymoon, weekend stays, etc...)
- Free upgrades and/or amenities
- Pre-paid Rates

GO FURTHER with THOR - 4TM*

The GO FURTHER with THOR rate, **4TM**, can be used by all B2B agencies using the Travelport GDSs. It is also available in Travelport's employee booking tool. This rate plan allows hotels to reach an additional 65K Travelport agencies with a flexible rate that can also include additional amenities such as room upgrade, early check in/late check out, and F&B credit. Remember, agents are more likely to book rates with a higher commission or a competitive rate. The rate is flexible and can be amended at any time.

Requirements

1. Rates must be commissionable
2. Rates do not have to be held to parity but should be competitive
3. Rates should be loaded to all Travelport GDSs: Apollo, Galileo and Worldspan

Agent Preference on Promotional Rates:

- Flexible discount off BAR
- Enhanced agent commission
- Value added amenities such as breakfast, Wi-Fi, early check-in/late check out etc.

**The GO FURTHER with THOR program is a supplement to the THOR Hotel Program and is available for an additional fee.*