



AAB Hotel Programme

The Above and Beyond hotel programme has been created for today's world of travel and executed with over 100 years of hotel industry experience.

We generate over 1 million Bookings Annually generating 2 plus million room nights booked through 60,000 plus travel agents across 5 continents – both Leisure and Corporate.

RFP 2026

**above &
beyond**

ABOVE & BEYOND BY THE NUMBERS

2



1,000,000+

Bookings Annually



2,000,000+

Room Nights Annually



50-50%

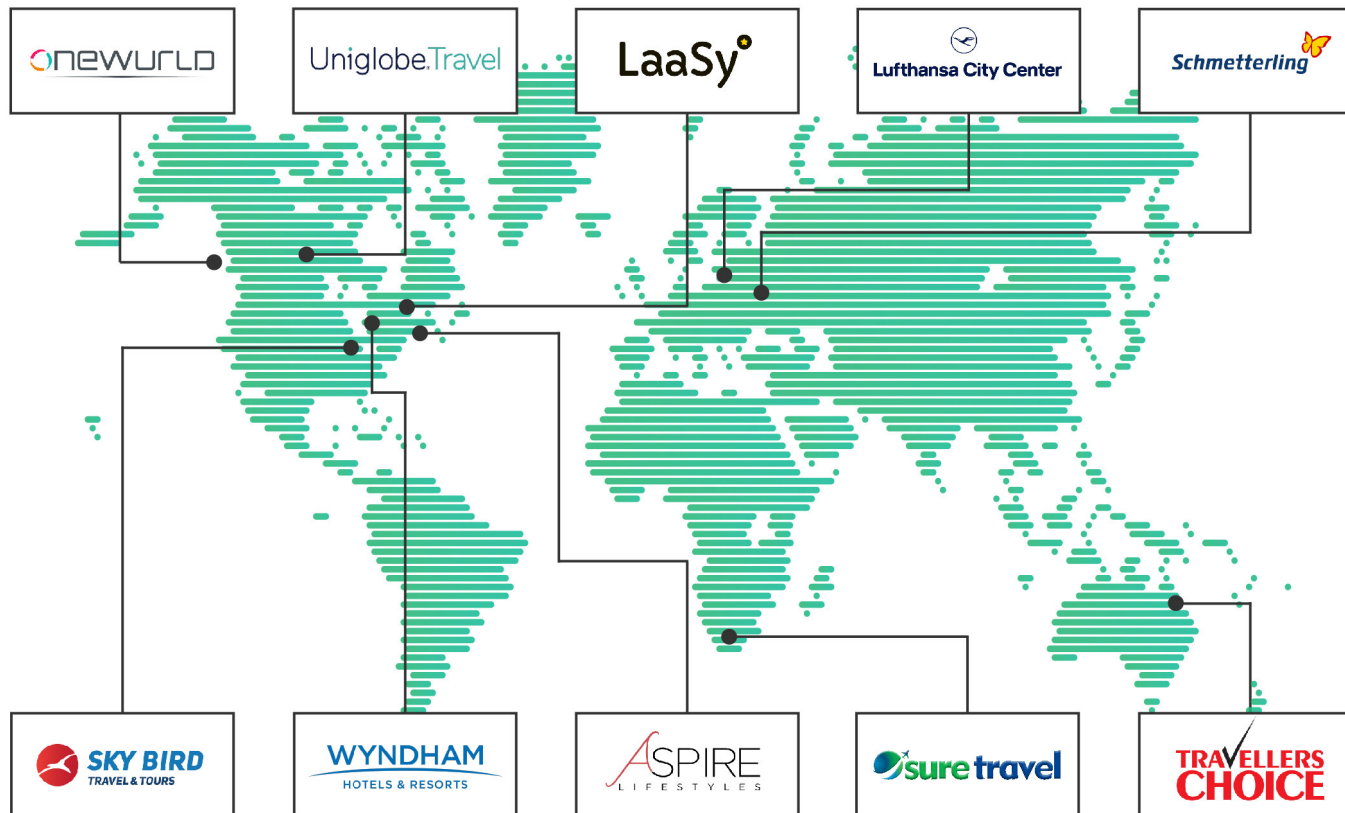
Business – Leisure Travel



60,000+

Booking Consultants

OUR DISTRIBUTION PARTNERS



MAJOR GLOBAL INDUSTRIES

NORAM

Entertainment, Sports Travel, Banking, Law, Oil & Gas, Consulting, Luxury Leisure, Insurance, Iron and Steel Industry, Heavy Engineering, Wood Pulp and Paper, Vehicle manufacturing, Meat-Packing.

EMEA

Banking, Oil & Gas, Pharmaceutical, Marine Travel, Insurance, Consulting, Law, Manufacturing, Energy, Utilities, Real Estate.

APAC

Mining, Manufacturing, Banking, Chemicals. Agriculture. Packaging. Aerospace, Marine and Defence, Infrastructure, Construction, Consulting.

LATAM

Banking, Mining, Agriculture, Textiles, Tourism.

Top Tip - These SME loyal, discretionary, customers look for...

- *Discounts off BAR*
- *Value Added Benefits*
- *Upgrades and early check in/late check out (where available)*

MAJOR GLOBAL TOP 100 BOOKED CITIES

NORAM

New York, Washington DC, San Diego, Toronto, Miami, Los Angeles, Dallas, Houston, Chicago, Atlanta, Las Vegas, Ottawa, Vancouver, Philadelphia, Boston, Denver, Orlando, San Antonio, Montreal, Calgary, Honolulu, Charlotte, Nashville, Richmond, Tampa, Seattle, Indianapolis, Austin, Phoenix, El Paso, San Francisco, Portland,

EMEA

London, Birmingham, Manchester, Warsaw, Cape Town, Bristol, Stockholm, York, Leeds, Frankfurt, Newcastle, Reading, Cardiff, Edinburgh, Glasgow, Durban, Paris, Berlin, Nottingham, Johannesburg, Swindon, Milton Keynes, Gothenburg, Hamburg, Aberdeen, Munich, Aberdeen, Derby, Portsmouth, Pretoria, Port Elizabeth, Oslo, Copenhagen, Barcelona, Madrid, Malmo, Bloemfontein,

APAC

Sydney, Perth, Canberra, Darwin, Cairns, Auckland, Singapore, Hobart, Townsville, Alice Springs, Southbank, Parramatta, Docklands, Newcastle, Rockhampton, Mackay, Brisbane, Tokyo, Hong Kong, Kuala Lumpur, Hanoi, Bangkok, Manila, Guam, Bangalore, Hyderabad, Bengaluru, Chennai, Mumbai, Delhi, Pune, Gurgaon,

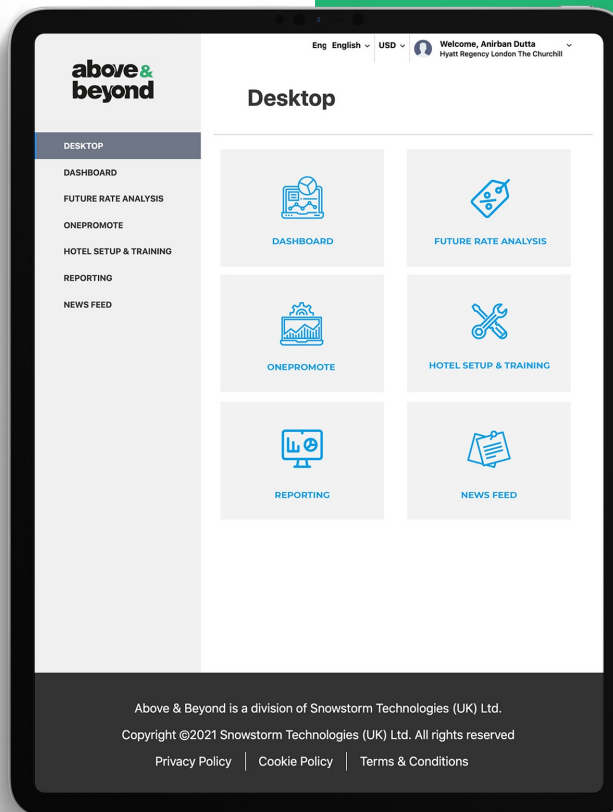
LATAM

Mexico City, Sao Paulo, Rio de Janeiro, Buenos Aires, Curitiba, Bogota, Santiago, Belo Horizonte, Salvador, Maringa, Santa Cruz de La Sierra, Las Condes, La Paz, Medellin, Cartagena, San Jose, Escazu, San Salvador, Guayaquil, Antigua Cuscatlan, Blanket, Tegucigalpa,

Full 2025 City Data can be found in Cvent or just email aabhotels@snowstormtech.com for a copy!

HOTEL PARTNER BENEFITS

The Above & Beyond focus is purely on hotels with distribution through lucrative SME travel agencies, travel management companies, and networks around the globe. By combining the latest technology, we offer hotels a truly unique offering in the hotel programme space delivering amazing results at a low cost.



1. Distribution

Seamlessly distribute your hotel to over 60,000 agents and their customers accross 5 continents.

2. Data

Utilize our Big Data and Rate Shop functionality to view your historical sales & compare future rates through all major booking channels.

3. Yield Management

Access to real time data on competitor hotels so you maximize your yields every single day.

4. Marketing

Numerous options for our hotel partners to market their brands throughout our distribution partners to a country, region or globally.

YOUR DATA DASHBOARD

What is my market share? How much business do I receive? How many cancelled bookings? Where do I sit in the list of top booked hotels? Which markets are bringing me the most business? Which markets are most valuable in long stay? Which channels are providing me the most business?

Your Data Dashboard provides you with the answer to all these questions and more, all on one easy to read browser, showing real-time updates and all bookings to the end of previous month.

We can create a customized dashboard for your hotel business for an additional cost to be determined.



1. Maximize ROI
2. Understand source markets
3. Identify new opportunities
4. Accurate Forecasting
5. Clearly visualize key performance indicators

1. Future Rates

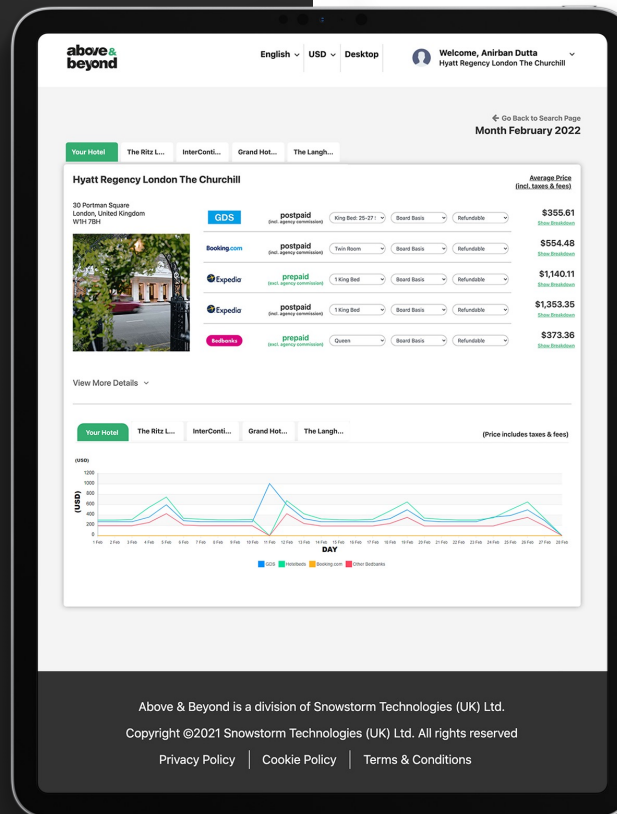
Ability to see your future rates, through the top distribution channels.

2. Compare Rates

Benchmark and view your competitor rates through top distribution channels for up to one month in advance.

3. Market

Seamlessly promote your hotel and drive bookings in real time.



YIELD MANAGEMENT

Past data allows you to be reactive – Future Data opens a world of opportunity to flex your rates and offer benefits in line with how you compare to your competitors to ensure you maximize your yield in all booking channels.

ANNUAL MEMBERSHIP

Our aim is to not only help hotels drive business, build long lasting relationships with travel agencies and TMCs globally and provide market leading data; but we want to make it easy for you to work with us too! We have a single annual membership fee to the hotel programme of **USD \$895** to include all rate channel distribution.



USD \$895
Per annum

OUR TEAM

Need more information? View our help center or chat with us!

<https://aabhotels.com/>

aabhotels@snowstormtech.com

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Riaz Pisani

Founder & Chief Executive Officer



Sean Flynn

Chief Operating Officer



Alayna McBride

VP – Client Travel Solutions



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Vice President – oneWORLD Division



Neil Armorgie

Head of Global Strategy



Debapratim Bhattacharjee

*Director – Call Center & Client
Services*



Miguel Malo

Head of UI & Graphic Design

TERMS & CONDITIONS

All terms and conditions quoted are for the period January 1, 2026, to December 31, 2026.

- All rates to be parity or better than other Travel Agent Companies and Travel Agent Consortia Hotel Programmes.
- All rates must be made available in the GDS/online by December 2025.
- GDS rate to be commissionable, with a minimum of 8% unless otherwise agreed.
- The Agreement between Above & Beyond and the Hotel may be cancelled at any time with 90 days written notification either by Above & Beyond or the Hotel. There will be no refund of fees in this case.
- All bank charges are to be paid by the payee. Failure to do so will result in Above & Beyond recovering all charges from the Hotel / Supplier.
- The Hotel agrees to honour all rates for existing and new clients throughout the period quoted.
- Room Guarantee Policy – All guests confirmed on our exclusive rate code must not be refused a room. Should this be unavoidable then the Hotel agrees to source a comparable alternative, provide free of charge transportation to an alternative property, and pay for one long distance telephone call.
- Rate Audit Programme – Once you have loaded the rates on or before December 31, 2025, an automatic rate check will take place in Q1– checking that your rate is visible within the GDS as well as ensuring that the value-added benefits are clearly identified at the time of booking. Please note that this is not applicable to chainwide agreements.
- Provision of your data to participate with Above & Beyond is deemed as authorisation and agreement to our terms and conditions, including fees. **Payment terms are 30 days from date of invoice.** Our prices quoted exclude UK VAT. UK VAT will be charged, where relevant, in accordance with local and EU regulations.