



2011 NASPO Cronin Award Nomination

Nationwide Lodging Services



State of Oregon

Submitted by:
Tim Hay



State Procurement Office
Achieving Results Together

Executive Summary

1. Project background: This project created a nationwide database of individual hotel properties willing to honor at or below GSA per-diem rates for state employees while on travel status. The program is called WSCA Lodging. WSCA Lodging was created to solve two problems:

- 1) Few hotels will honor GSA Per-Diem rates for state travelers, and
- 2) States don't have the ability to collect hotel spend.

Hotel spend is the most de-centralized aspect of state government travel. Most states only reimburse employees up to the GSA Per-Diem rates for state travel and allow their travelers to seek and book their own hotel accommodations and use their own form of payment. This leads to several logistical and reporting problems. State travelers may spend an excessive amount of time searching for a hotel that will honor GSA per-diem rates. Some may show up to a hotel and be charged a higher rate upon check in. Most states, including Oregon, cannot mandate the use of the corporate travel card by employees on travel status; therefore, the travelers often use their own form of payment. Since there isn't a standard form of payment, states don't have the ability to collect hotel spend. This data is important because states could potentially leverage it to get better rates at their highest destination cities. It could also be used for other reporting as needed by the agencies.

The program consists of a qualified list of individual properties that was developed through the parent chain (brand). The parent chain created a corporate ID number for travelers to use when booking through their internet website. Further, a unique state Global Distribution System (GDS) number was created for the states travel agency to use when booking the rooms on behalf of the travelers. Through both the corporate ID and the GDS code, the parent chain will create a monthly report of all the hotel spend generated. WSCA Lodging contains a searchable nationwide database of qualified individual hotel properties that honor at or below GSA per-diem rates for state employees for official travel and also gathers all of the search information. With the search history and reports, Oregon intends to keep track of all the data in hopes of aggregating spend to achieve further savings.

This project, led by the DAS State Procurement Office, was the culmination of several organizations working together. See Attachment 1 for a background of organizations and sourcing team behind this project.

Initiatives / Innovations resulting from this project

1. Searchable Database: In order for this program to be successful, it has to be easy for the traveler to use and provide useful information to the states. A searchable database designed by DAS SPO was created with the goals of making the search and display functions as user friendly as possible and giving it the look and feel of typical internet search sites like Expedia and Orbitz. The database also keeps track of searches as another way to gather critical data for the states.

Travelers enter their state of employment, the city and state traveling to and the dates of travel. The database will search on these fields and generate a list of authorized properties in the destination city. The database also takes the current GSA per-diem rates and calculates the estimated amount for the stay, including room taxes. Other features include icons to show the amenities of the property and separate web links to map and book the property. The database also displays the correct corporate ID number for the state the traveler is in employed in. This database is a cost effective solution that was developed using state resources and costs very little to store the data. Oregon's DAS Information Services developed it on a SQL platform with an Access link to upload the data using information provided by DAS SPO regarding the preferred layout and data display and retention requirements. There are over 1,000,000 individual pieces of data that reside on it, yet it is very easy to use. Costs are

further reduced because it sends travelers directly to the hotel's website to book a room, and the hotels do not have to pay the GDS booking fee. Please see Attachment 2 for screenshots of database.

2. Program definition: One goal was to define WSCA lodging as a program and not just a list of hotels. To help create this definition, a unique web address and logo were created. The State of Colorado developed a logo for use in the program. The travel sourcing team chose this logo from nine different options.



The web domain name www.wscalodging.org was purchased. DAS SPO wanted this program to be easy to use and this was another important aspect in the ease of the program. Wscalodging.org redirects back to the state of Oregon site where the database is held. DAS SPO built a front page to the database that provides travelers information on how to use the database. It also provides the corporate contact information for each of the brands so they can be contacted directly if issues arise.

3. GDS Booking Code: The GDS Code of WZ2 was obtained to be used on all four GDS Systems to allow travel agencies to book properties with their own booking tools. This allows the travelers the option of booking the hotels on the internet or through their states' travel agency.

4. Problems with using a traditional RFP—and an Innovative Solution: A special procurement was key to the success of creating this program. An initial Request for Proposal (RFP) was led by the State of Oregon, with 14 states signing up to participate. The RFP was built to create multiple awards which would have allowed travelers to select which Contractor (brand) would best meet their needs for travel. Oregon was intending to bind the entire chain to the resulting price agreement; however, after the first meeting with the lodging industry, it became evident that would not be possible. The lodging industry is franchise driven and the parent of the lodging chains cannot bind an entire chain to a price agreement.

The RFP was withdrawn and replaced with a single step Request for Qualification. This innovative solicitation process required a special procurement. Oregon Administrative Rule 125-247-0550 states that a Request for Qualification is to be used as a predecessor to a Request for Proposal. It is normally used to pre-qualify potential proposers for responding to an upcoming RFP. However, this project used the RFQ to establish a list of authorized properties without a subsequent RFP. Had this Special Procurement process not been allowed, the WSCA Lodging Program could not have been created by the State of Oregon.

5. Enlisting the help of the industry: The program's main requirement was for properties to offer at or below GSA per-diem rates for state employees. Properties had to agree to this in order to submit an offer and be included in the program. The parent chains conducted solicitation on Oregon's behalf to its individual properties. The parent chain created a corporate ID number for travelers to use when booking through their internet website. The list of qualified properties was submitted on an excel spreadsheet by each offeror (parent chain). All of the spreadsheets were combined on to one spreadsheet and then uploaded into a searchable database. Oregon issued an Authorized Lodging Provider Certificate to each national chain indicating which properties were included in the program.

Another challenge faced was the reporting requirements. It was originally intended for each chain to develop a GDS Code and Corporate ID for each state to break out reporting. It became evident that this wouldn't work for the lodging industry. It would require multiple loading of rates into the GDS for each of the states. Since each individual state is its own legal entity, each property would need to be loaded 50 times (once each state) into the GDS. The States and lodging industry agreed to have just

one GDS rate code for all brands and one Corporate ID for each brand. Search results and booking through travel agencies will further define the hotel spend.

Transferability

All 50 States, the District of Columbia and members of the state co-operative purchasing programs (political subdivisions) can use the WSCA Lodging Program.

Some states may have an in-state hotel qualification list for employee use; however this program crosses all state lines. This is the first of a kind for this type of multistate lodging program. Oregon plans to eventually merge its own in-state and other states' in-state qualification lists into the WSCA Lodging Program to have one source for all states to use when searching for lodging. This is the first ever multi-state national hotel program. If this program is successful, the next step will be to contract for an actual booking tool.

Service Improvement

Hotel spend is the most de-centralized aspect of state government travel. Many challenges exist, including:

- Travelers seeking and booking their own hotel accommodations
- Travelers using their own form of payment
- Logistical and reporting problems for the agencies.
- Finding hotels that honor GSA per-diem for state and municipal employees.
- Inability to mandate the use of the corporate travel card.
- Inability to collect hotel spend data.

This program was intended to solve these problems. By addressing these issues, the value of the Procurement Organization is clearly demonstrated. It took a united group of procurement officials from several states to create this program. It couldn't have been created without procurement staff involvement. The sourcing team developed and created a request for qualifications that resulted in a nationwide database of individual hotel properties that will honor at or below GSA per-diem rates for state employees while on official travel status. Although the database consists of individual properties, the project qualified these properties through the parent chain (brand). Two critical codes were created: a corporate ID number for travelers to use when booking through their internet website and a unique state Global Distribution System (GDS) number for the states' travel agencies to use when booking the rooms on behalf of the travelers. Through both the corporate ID and the GDS code, the parent chain can provide an accurate account of hotel spend.

This program is a vehicle to combine all of the spend data in order to achieve future savings. This is the first step in developing a true single stop shop for seeking lodging facilities for state government travel use. Oregon and WSCA will continue to increase the number of lodging facilities in this program and market this program to all 50 states and their political subdivisions.

Cost Reduction

1. Results: Over 10,000 properties representing 46 brands solicited offers to the State of Oregon. Another hotel group representing almost 4,000 locations has expressed an interest in being added to the program. The existing lodging providers have also indicated wanting to expand their portfolio of properties participating in the program. A searchable database was created for travelers to search for properties. This database was purposely created to have the same look and feel of a hotel booking tool. An official logo and web domain name was created for the program. Travelers can click from the database directly to the hotel website to book a room. This is a cost effective way of giving travelers a user friendly tool and cutting down on booking costs using a third party tool. It also provides a single place for employees to search which reduces administrative expenses. Further, a unique state Global Distribution System (GDS) number was created for the states travel agency to use when booking the rooms on behalf of the travelers. Through both the corporate ID and the GDS code, the parent chain will create a monthly report of all the travel spend generated. This will provide an accurate account of hotel spend. Also, the hotel database keeps track of search history. With all three of these reporting tools, in addition to other tools states my already have in place, states can now get a more accurate count of their travel spend. By combining aggregate spend, Oregon and WSCA hope to achieve even better hotel rates in this program. By having a single source for travelers to use, this will reduce the time spent by employees searching for hotel accommodations that will honor per-diem rates for state employees.

2. Evaluations and Authorizations: Since it was a requirement that any property submitted must meet the requirements of the RFQ, Oregon issued an Authorized Lodging Provider Certificate to national chains indicating that properties were included in the program. Further, each property was evaluated for economic and environmental preferences. If a property offered below GSA Per-Diem rates, a green \$ is shown in the database. If the property exceeded the environmental benchmarks established by the travel sourcing team, a green leaf shows on the database. A green star and key also show if they have no blackout dates or have last room availability. This helps showcase the hotels which are more preferable. With this streamlined evaluation process, administration and review of the property lists is greatly reduced. With the innovations of the database, its search results specifically target state travelers needs, thus reducing employee search times and reducing employee costs.

Conclusion

WSCA Lodging is truly the first of its kind for the States and the lodging industry. This program was created through collaboration with several states and several members of the lodging industry. Not only did this project continue to keep the states united, it developed a true partnership with the lodging industry. Both the lodging industry and the states collaborated several times in the development of the RFQ. One meeting was even held in conjunction with the fall 2010 SGTP conference. This is the first time the State of Oregon has ever conducted a solicitation meeting in conjunction with a conference and on the east coast.

This is the first ever multi-state national hotel program. Many states and the lodging industry have wanted a national hotel program dedicated for State use for a number of years. If this program is successful, the next step will be to contract for an actual booking tool. Challenges were met head on and innovative solutions resulted from this project. It demonstrates what can be achieved by using creative solutions and still working within the parameters of the rules. See attachments 3 and 4 for comments from the lodging industry and national press coverage about this project.

Attachment 1

Organizations background: The Western States Contracting Alliance (WSCA) is a subset of National Association of State Procurement Officials (NASPO). WSCA was formed in October 1993 by the state purchasing directors from fifteen NASPO western states. WSCA provides a means for participating states to join together in cooperative multi-State contracting. This approach helps states to achieve cost-effective and efficient acquisition of quality products and services. Cooperative purchases are developed by multi-state sourcing teams comprised of procurement and subject matter professionals. All governmental entities within WSCA states as well as authorized governmental entities in all other states are welcome to use the approved agreements. Cooperative purchasing benefits states as well as cities, counties, public schools, institutions of higher education and other local governmental entities.

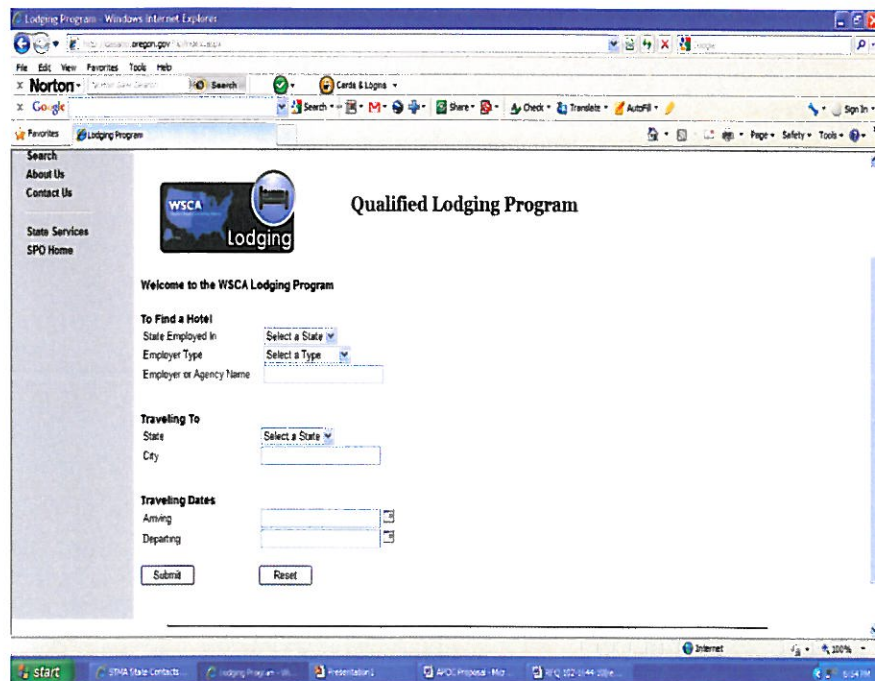
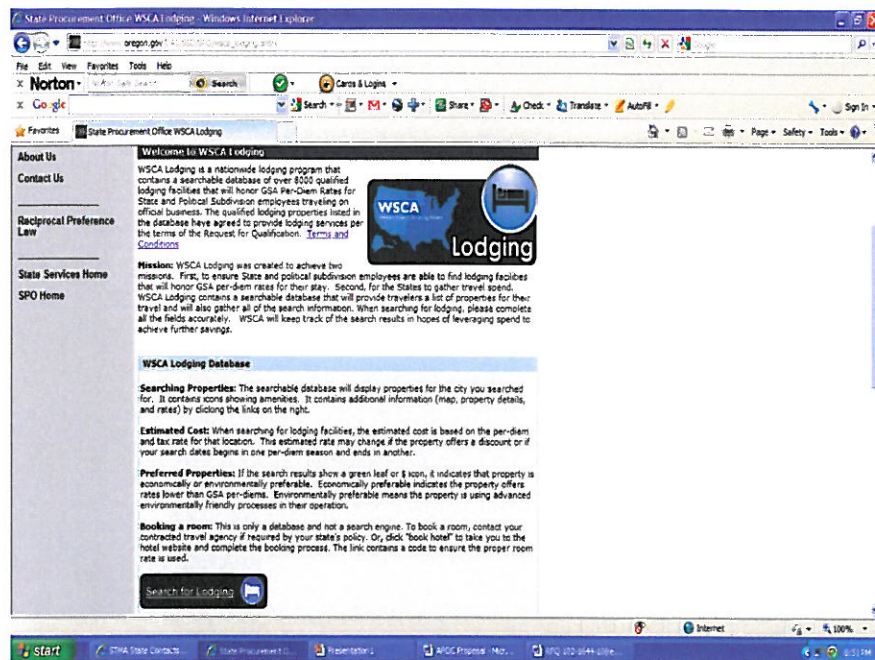
The State Travel Managers Alliance (STMA) was formed at the 2004 Society of Government Travel Professionals (SGTP) conference when a group of state government travel managers decided that forces needed to be united. Tim Hay from the Oregon DAS State Procurement Office (DAS SPO) is one of the founding members and still leads STMA. This group meets bi-monthly via teleconferences and annually each September in Washington DC at the SGTP Annual conference. STMA is dedicated to finding solutions for the state government travel industry; providing resources to other states in establishing a travel program and joining forces in solicitations to achieve the best value for each state. Its mission is to “provide leadership, education, tools and resources to assist States with creating and maintaining a travel management program that benefits their respective States’ citizens and employees with responsible business travel.”

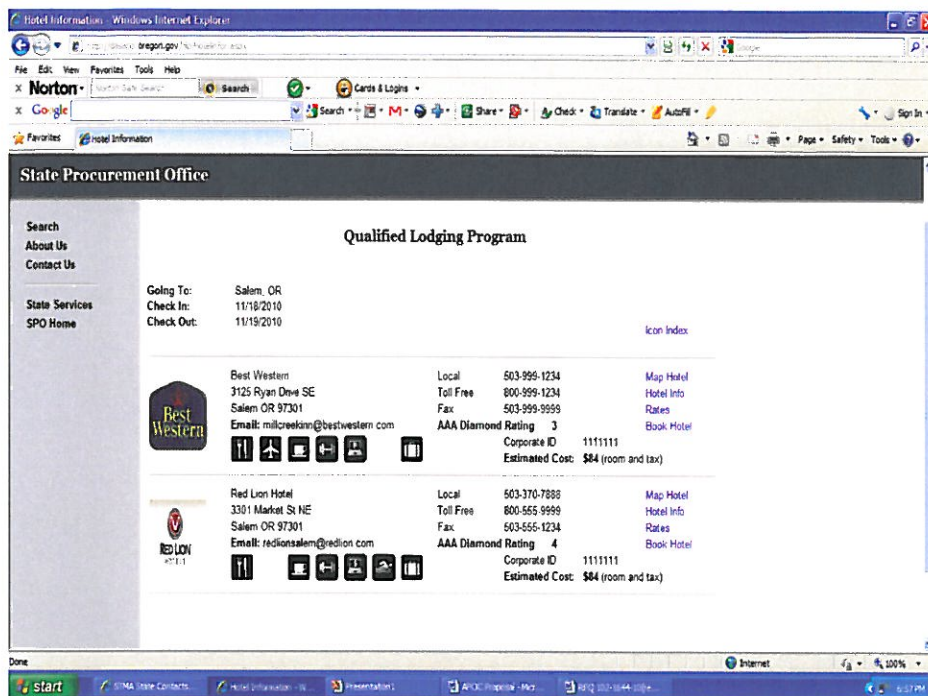
The State of Oregon has a managed travel program that includes airlines, a travel agency, hotels, credit cards and car rental contracts. While there are some states that have a managed travel program, many more states do not. Bringing these states on board is a goal of the SGTP and STMA. The non-participating states often do not understand the value of a managed travel program. One way to increase the number of participating states is to conduct a joint solicitation. This provides an avenue for joint savings and can educate states on the benefits of managed travel. This fosters more unified voice and approach when dealing with state government travel issues.

The Sourcing Team: This program was achieved by creating a sourcing team of members from two organizations: the Western States Contracting Alliance (WSCA) and the State Travel Managers Alliance (STMA). The sourcing team consisted of travel and procurement experts from Alaska, Colorado, Nevada, Oregon, Texas and Utah. The leader of this sourcing team was Tim Hay from the State of Oregon who is a member of both organizations

Attachment 2

Screenshots of WSCA Lodging Database: <http://www.wscalodging.org>





Attachment 3

Program Embracement

Below are some of the comments received by Tim Hay from the lodging group that supports this program.

Hi Tim

The website is FANTASTIC! Wow! I am very exciting about this. I noticed on the site that our Corporate ID was not showing – I'm not sure if it was in the database we sent you.

Here is the Corporate ID for Best Western/WSCA: 01505380

Can you please get this attached in the meantime and I will work on the links...thanks Tim

Michelle Ward | Senior Worldwide Sales Manager, Government and Military
Best Western International | The World's Largest Hotel Chain®

Tim Hay from the State of Oregon headed an RFQ initiative on behalf of WSCA (Western States Contracting Alliance) in order to 'control' escalating State travel expenditures. With many States facing tremendous budgets deficits, it is imperative that States take pro-active steps to identify and track travel costs. They will never be able to manage what isn't truly being measured and this was a giant step in a positive direction!

Linda Colovos, CGTP
Director, Government Sales, Carlson Hotels

Tim,

I just wanted to say that you and your team did an amazing job of initiating the entire RFP process. I wish that all of our RFP's could be as painless as this one. Thank you for making life a little easier!

*Lisa Kenner
Manager, Government and Military Globals Sales
Choice Hotels*

Dear Tim

Just a note of thanks. You are always so helpful and I always enjoy chatting with you. I just received an email from the Eugene property regarding the WSCA site and his exact words were: "This is Awesome...Woo Hoo!" Just though you should know.

All the best,

*Ginger
Phoenix Inn Salem*

Good morning Tim~ great website! It is user friendly and has information that is needed ~ I really like the icons for the hotels and the website is easy to move around in~ great choice!!!

Talk with you soon~ cami

*Cami Pollack
Public Relations
La Quinta Inns & Suites Portland Airport*

*Good Morning Tim,
It was great to talk with you yesterday. I had a chance to look at the website and it looks GREAT! I would love to participate with you when you open up for more hotels to participate.*

*Kayleen Storrs-Taylor
Shilo Inns Corporate Office*

Attachment 4

This program has gained national attention. Here is a recent Article from Business Travel News

Fifteen States Unite To Secure Hotel Rate Levels

January 5, 2011, 2:30 PM By Lauren Darson

Building on ideas that germinated among government travel pros three years ago, 15 Western U.S. states have banded together to implement a nationwide online database of rate information on more than 4,000 hotels that agreed to honor federal per diems for state employees.

The Western States Contracting Alliance, a subset of the State Travel Managers Alliance, last February invited hotels to participate in their collective buying effort, offering access to the group's total spend in exchange for making available to state employees the per diem rates, according to Tim Hay, lead state procurement analyst for Oregon. The group was not successful in launching a contract across the alliance, but instead issued a "qualification agreement" with each property.

Through such deals, each property agreed to offer state employees a rate at or below the General Services Administration federal per diem lodging rates, with additional amenities provided at the discretion of the property.

National representatives from such hotel companies as Accor Hotels, Best Western International, Carlson Hotels, Choice Hotels International, Extended Stay Hotel Group, InterContinental Hotels Group and Red Roof Inns delivered the qualification agreements to individual properties. La Quinta Inns & Suites is expected to join in 2011, Hay noted.

Program Uses Consolidated Database To Check Rates

The alliance listed qualified properties in a Web-accessible database that breaks out such amenities as last-room availability, free Internet, no blackout dates, environmentally friendly initiatives and others.

"We did allow for some flexibility," said Hay. "If a property wanted to offer no blackout dates or last-room availability, they get a little star and a green icon in the database so it shows they are preferred."

The state of Oregon used internal resources to build the database, according to Hay. "I knew what I wanted the database to look like, and then I went to my internal department of administrative services and [an employee] over there actually built the database," he said. "It looks and feels like a hotel search engine."

The system does not book hotel stays, but travelers can contact their travel agency or click links created by each property's parent company and book directly. "The link or code will automatically pull up the GSA rate for that location," Hay said.

The alliance initially hoped to create contracts with hotels for the whole group, but that goal quickly proved unattainable. "We started working on these agreements about a year ago," Hay explained. "We stopped it back in June because we realized the initial path we were on was the wrong path. We were trying to bind an entire chain to a program, and then we didn't realize how franchised the lodging industry was."

Marriott International, IHG and Choice "will not sign a master agreement that binds all of their properties," Hay added. "That is why we quickly changed course and went to a qualifying program instead of doing the formal request for proposal binding the entire chain."

"There is one qualifying list. One of the challenges we face is that even though we are all a part of the Western States Contracting Alliance, we are still each individual entities—15 different states," said Hay. "You would have to do a separate contract for each state for each [hotel]. That would be impossible."

The alliance's goal is to eventually allow for bookings through the database, but until it proves a success, Hay said the states cannot make such a "significant investment."

Total travel spending for all 50 states is slightly above \$2.3 billion, and all state employees have access to the lodging database.


Sourcing Other Pieces Of The Travel Program

Although the alliance has existed since the mid-1990s, it did not venture into collective travel buying until 2009. The states "always are looking for joint contracting opportunities. They had never gotten into travel before; it was always buying computers or buying tangible items," said Hay.


The group's first travel-related contract was for car rental. The alliance in October 2009 reached agreements with Enterprise, National and Hertz, negotiating a flat rate for a standard car of \$31 per day, which includes a full liability waiver and insurance. Now, 16 states participate in the car rental master agreements, currently scheduled to run through October 2012. The group is able to contract master agreements with suppliers because all its members are permitted to sign contracts on behalf of the state, according to Hay.

In 2006, the alliance also introduced a standardized RFP for soliciting city pair airfares and lodging, according to Hay, who said that "one of the complaints of the airline industry was that all the states would do their RFP differently."



Source: Management.travel

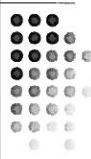


Lodging




Getting State Heads in the right Beds!




Two Problems faced



1. Inaccessible Information
 - State employees are unable to find hotels that offer General Services Administration (GSA) Per-Diem Rates while on travel status outside of their home state.
 - State travelers may end up spending an excessive amount of time searching for a hotel that will honor GSA per-diem rates for state employees.

Two Problems Cont...



2. Decentralization
 - States are unable to track accurate spend data for lodging
 - Hotel spend is the most de-centralized aspect of state government travel
 - Most states allow their travelers to seek and book their own hotel accommodations and use their own form of payment
- This leads to several logistical and reporting problems.
- This program is intended to solve these two problems.

Lodging Solicitation

Sourcing Team

- Tim Hay, Oregon – Lead State
- Tami Nelson, Utah
- Lenora Kingston, Colorado
- Lyn Callison, Nevada
- Jason Soza, Alaska
- Melissa Hernandez, Texas
- Doug Richins, WSCA

The Original RFP Concept

- Bind entire chains to the terms and conditions of a Price Agreement
- Contract with a few top scoring chains
- Create a list of participating chains in the program for travelers to select from.

What we learned.....

The Challenge

- The lodging industry is very de-centralized.
- Properties are individually owned and operated.
- National chains will not bind the entire chain to competitive solicitations with typical states terms and conditions.
- It must be done at the property level.
- Impossible to manage individual contracts with each property.

The Solution

A Request for Qualification



Request for Qualification

- The solicitation develops a qualified list of properties.
- National chains conduct solicitation on WSCA's behalf to its individual properties.
- National chain provides an excel spreadsheet of properties that agree to the WSCA terms.
- No formal Price Agreements are signed.
- No Participating Addendum used.
- Lead State issues a Authorized Lodging Provider Certificate to national chain indicating which properties are included in the program.
- If property agrees to terms, it will be included.

RFQ Terms and Conditions

- Property must offer at or below per-diem rates for State and political subdivision employees.
- Is not allowed to pre-charge for rooms.
- Will accept reservations through travel agencies, toll free number and website.
- Will rent to 18 years and older.
- Encourages last room availability and no black out dates.
- Accepts all major credit cards. Individual properties may establish direct billing options.

RFQ Terms and Conditions

- **Prohibited Fees and Taxes.** Property shall not charge Participant Travelers the following fees:
 - Change / Cancellation Fee if change or cancellation is received prior to 4:00 PM the day of check-in.
 - Booking, Deposit or Reservation Fee.
 - Short notice reservation fee.
 - Early Departure Fee.
 - Flat City Tax (State and local room taxes exempt from this tax).
 - Parking fee when staying with no vehicle.
 - Resort fees.
 - Energy fees.

Access to WSCA rates

- WSCA rates will be accessible on the hotels website through a special web-link.
- WSCA rates will also be accessible through travel agencies using a special Global Distribution System (GDS) Code.
 - States will need to complete a Travel Agency GDS form in order for their travel agency to have access to the WSCA rates.

Offers Received

- Over 10,000 individual properties representing 46 chains, plus several independent properties have agreed to participate in the program.

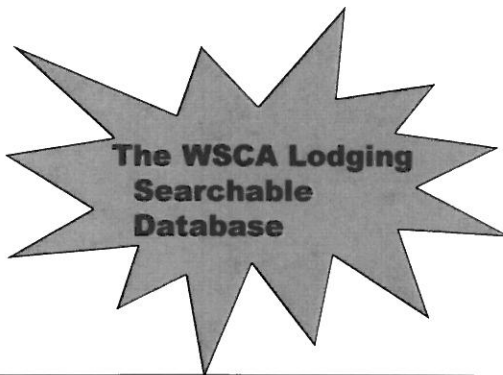


Major Dilemma

- How do you manage a list this large and still make it easy for travelers to use?

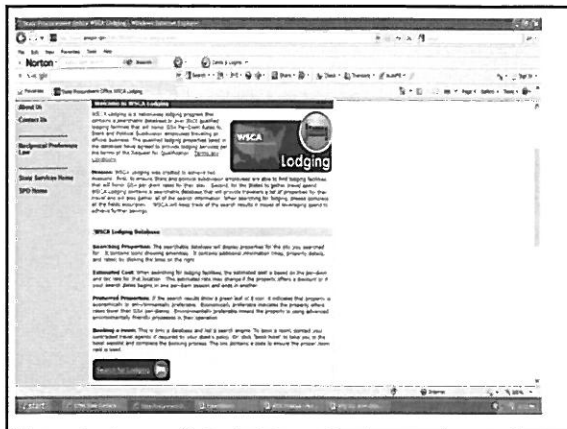


Introducing



WSCA Lodging Database

- The searchable database will display properties that agree to the terms of the WSCA Lodging RFQ.
- The database will also log all of the search inquiries for future reporting and leveraging spend.



Points to remember

Searching Properties: The searchable database will display properties for the city you searched for. It contains icons showing amenities. It contains additional information (map, property details, and rates) by clicking the links on the right.

Estimated Cost: When searching for lodging facilities, the estimated cost is based on the per-diem and tax rate for that location. This estimated rate may change if the property offers a discount or if your search dates begin in one per-diem season and end in another. Local taxes may vary by location and are subject to change without notice.

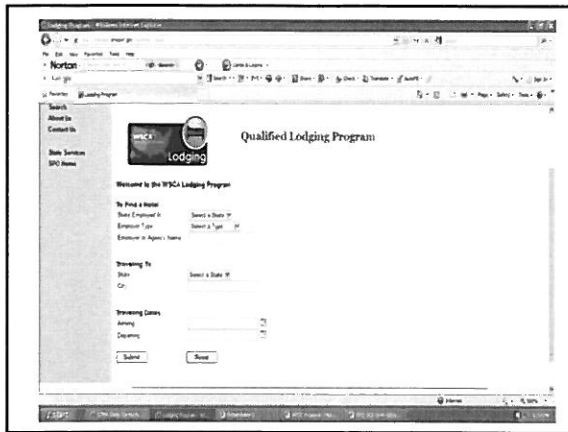
Preferred Properties: Green is Good If the search results show a green leaf or \$ icon, it indicates that property is economically or environmentally preferable. Economically preferable indicates the property offers rates lower than GSA per-diems. Environmentally preferable means the property is using advanced environmentally friendly processes in their operation. Green star indicates that there are no black out dates and a green key means the property offers last room availability.

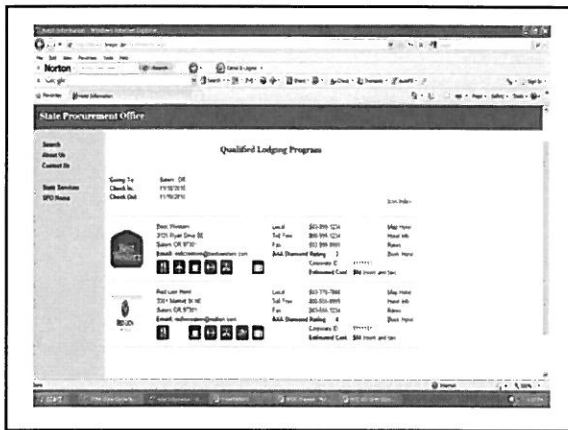
Points Continued

Corporate ID: Each property may have a corporate ID number next to it. You may need to enter this number or code into the Corporate ID or Company ID number on the hotel website.

Booking a room: This is only a database and not a search engine. To book a room, contact your contracted travel agency if required by your state's policy. Or, click "book hotel" to take you to the hotel website and complete the booking process. The link contains a code to ensure the proper room rate is used. You may need to enter the corporate ID in the Corporate ID or Company ID field or choose State Government Rate from the Select Rate Type drop down menu on the hotel website.

Checking In: Travelers checking in at the hotel will need to produce verification of being a government employee. Verification types include: an employee ID badge, a business card with employee's name printed on it, or a government credit card with employer name and employee's name identified on the card.

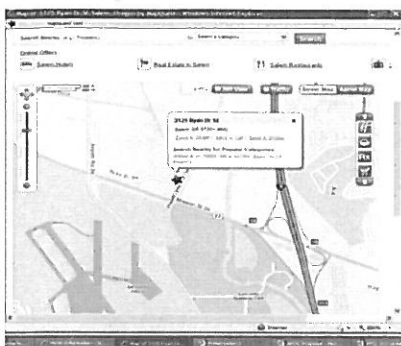




ICON Index

- Restaurant on or nearby
- Near Airport
- Continental or Full breakfast included
- Fitness Center
- Free Internet Service
- Paid Internet Service
- Swimming Pool
- Business Center
- Meeting Rooms Available
- No Black Out Date
- Last Room Available
- Environmentally Preferable
- Economically Preferable
- Historical Property or Location

Hotel Map



Hotel Info

- No. of Rooms 115
- No. of Suites 50
- No. of Non-Smoking Rooms 115
- No. of ADA Rooms 30
- AAA or Mobile Rating 3
- Amenities
 - Free Airport Shuttle
 - Sleeping Rooms on Secure Floor
 - Free Parking
 - Restaurant on or near Property
 - Exercise facility
 - Free Business Center
 - Free Local Call
 - Free in room Internet Service
 - Continental breakfast
 - In room coffee maker
 - In room microwave
 - In room refrigerator
 - In room hair dryer

Rates

- Per-diem Information
- Periods

Rate
Year Round Per diem Rate
- Flexible Rates - Yes
- Local hotel/motel tax - 9%
- Last Room Availability - Yes
- Black Out Dates - Yes

Black Out Start	Black Out End
Period 1 8/25/2010	9/5/2010

Book Hotel



Web Link contains a code to ensure the correct rate is charged

Data Collected

- The State the employee worked in
- Employer type
- Name of Agency or Employer
- City and State of Search
- Check in and Check out dates
- Date stamp when search was made

Data Collected Cont.

In addition to search data:

- Travel Agencies can collect booking data.
- Hotels will collect spend data under special WSCA GDS rate code. **WZ2**
- All of this information will be collected and aggregated in hopes of leveraging spend to achieve further savings in the future.
- The data is also available to individual states to track spend data

Who Can use

- Any public employee while on official government travel status.
- Open to all States and their qualifying political subdivisions.
- No Participating Addendum or additional terms.
- Just begin using the database.

This program doesn't replace any existing individual state lodging programs for in-state lodging. It further extends those programs to a nationwide level.

Innovations & Achievements

- Searchable Database – Easy to use -Gathers data
- Logo and Domain Name – Defines this as a program, not just contracts
- GDS Booking Code – Came up with a usable code for all four Global Distribution Systems
- Special Procurement – A key to this project's success

For more information

- Tim Hay
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(503) 378-4650
tim.hay@state.or.us