

Best Ever Hotel

Name of Distribution Channel Partner	Distribution Channel Dom Wholesale, ITO, OTA, Retail Agent, Intl Wholesale, Other Agent, Direct	Geographic Market Domestic, NZ, UK, USA, China, SE Asia, Italy, Germany, France, Europe Other, Asia Other	Distribution Commission Rate and Costs								Estimated Booking Performance		Main Booking Profile	
			0%	10%	12%	15%	20%	25%	30%	Other Costs or Fees paid to Partner	Number of Bookings 2014/15	Value of Bookings 2014/15	Eg. Family, Couples, Group, Corporate	
Goway	ITO	USA, Canada							YES			35	\$8,750	Families, Couples, Singles
Booking.com	OTA	Domestic, USA			YES							40	\$10,000	Couples, Singles, Corporate
Qantas Holidays	Dom W/S	Domestic						YES	YES		\$500	65	\$16,250	Families, Couples
Walk-in	Direct	Domestic	YES									100	\$25,000	Families, Couples, Corporates
Southern World	ITO	UK, USA							YES			20	\$5,000	Couples, Singles
Sunlover Holidays	Dom W/S	Domestic						YES	YES		\$1,500	50	\$12,500	Families, Couples, Singles
AOT/ATS Pacific	ITO	UK, USA, Germany, France, Italy, Other Europe								YES		35	\$8,750	Families, Couples, Singles

Infinity Holidays/ Quickbeds	Dom W/S, OTA	Domestic					YES	YES			55	\$13,750	Families, Couples, Singles
