

## Vindow Debuts Online Module for Annual Hotel Contract Renewals

### New AI-Powered Solution Tackles One of Business Travel's Biggest Challenges

December 1, 2022 MIAMI, FL -The process of negotiating annual contract renewals for corporate rates is notoriously time-consuming and frustrating. Vindow announces the release of their Negotiated Contract Rate Renewal module which allows hoteliers to centrally manage and streamline their end-to-end corporate negotiated rate approval process, delivering unprecedented real-time visibility and control over the entire contract lifecycle.

The product is the result of a collaboration with the Extended Stay America hotel chain, who approached Vindow to co-develop an internal system for them to automate the annual contract renewal process for all ESA customers with negotiated rates.

“When ESA approached us for help solving their own internal challenges with the contract renewal process, I immediately saw the potential for this product to be easily adapted to deliver the same streamlined and efficient processes for other hotels and hotel management companies,” said Vindow Chief Executive Officer, Vic Pynn. “Every year, hotels negotiate thousands of annual negotiated rate contracts and renewals and no technology solution, before Vindow, has been able to crack the code and deliver a practical solution to this industry-wide dilemma.”

The Vindow Negotiated Contract Rate Renewal module automates and simplifies management at every step of the process: from procurement, through negotiation, to contracting. With Vindow, hotels can create customized quotes for customers with dynamic, fixed, or hybrid rates by specific criteria relative to date, length of stay, season, etc. A Workflow of Approvals is built-in to initiate process requests, view customer and internal user actions, and approve pending tasks via the centralized dashboard. The platform also allows users to capture and compare Rate History year-over-year to document negotiated rates by customer and integrated electronic communications streamlines the negotiating and approval process.

Vindow has conquered one of the most challenging problems facing Business Travel management today. To find out more about Vindow's entire range of Vindow products and features or to arrange an interview, please contact Jennifer Nagy at [jenn@jlnpr.com](mailto:jenn@jlnpr.com) or +1.786.420.1160.

#### **About Vindow**

Vindow, headquartered in Coral Gables, FL, offers the group travel industry with the only cloud-based SaaS platform that combines a centralized, full lifecycle management of the procurement process, from RFP generation through contract management, with intelligent market analytics. Vindow's platform harnesses the power of Artificial Intelligence to significantly improve the entire sourcing lifecycle by bringing unprecedented levels of transparency, efficiency, and insight to all transactional parties. Vindow is a member of the Global Sustainable Tourism Council (GSTC), working with the organization to

protect the planet's natural resources, by facilitating greener transactions with to the company's online RFP management and contracting functionality. Find out more at [vindow.com](https://vindow.com).