



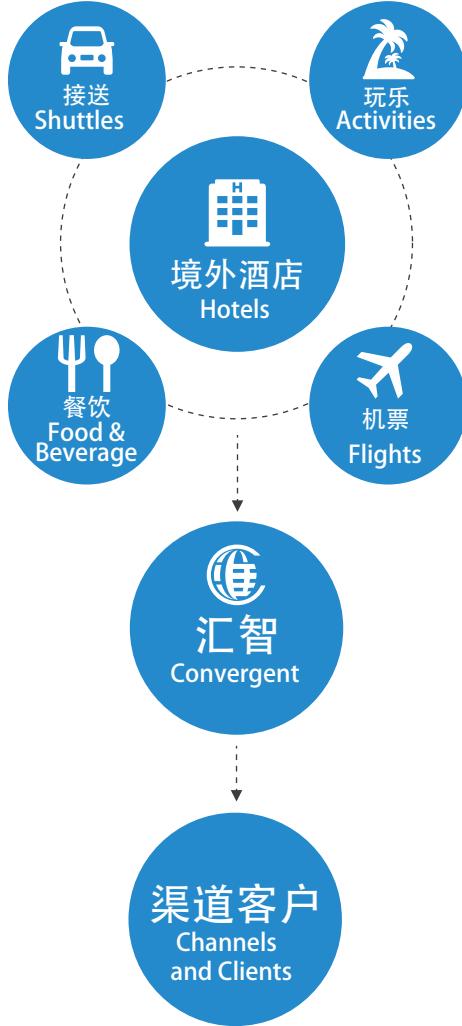
The Hottest Selling Global 「Hotel+」 B2B Platform

最热卖的全球「酒店+」分销平台



# 关于汇智

# About Us



汇智国际旅游发展有限公司成立于2015年，在酒店批发行业迅速发展成长。目前跻身中国的国际酒店批发商前三。

汇智在境外直接采购酒店和打包产品，向3,000多家旅行社、酒店代理、航空公司、差旅公司、银行等合作客户提供最优质、最热卖的酒店和旅游资源。

公司汇集了一批经验丰富的酒店、旅游、IT行业精英，主要成员从事酒店行业营销和运营均超过10年。

Founded in 2015, Convergent International Travel is rapidly developing in overseas hotel wholesale industry. Currently, We have been among the top 3 of the industry in China .

We cooperate with hotels directly, providing the top-quality and hottest selling hotels and travel packages to our clients, such as retail agencies, tour operators and airlines.

To support all these business ,Convergent is constituted of excellent elites in hotel, tourism and IT. Most of us possess more than 10 years experience in hotel distribution and marketing.

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# 「酒店+」 「Hotel+」

汇智打造酒店和旅游行业「酒店+」这一概念，“+”是行业合作发展的空间，“+”是价值的无限放大。

## 「酒店+」

汇智开发以酒店为核心的旅游打包产品，酒+车，酒+机，酒+餐，酒+当地玩乐，酒+保险等，满足旅游消费升级需求。

汇智为酒店伙伴和渠道客户提供更多的附加价值，满足每一位合作伙伴在酒店营销方面的衍生需求。

Convergent created the concept called 「Hotel+」 . “+” represents the prospect of this industry development. “+” also represents the infinite value of cooperation.

## What is 「Hotel+」

Besides accommodation products, we have travel package products to meet the demands of consumption upgrade . We are adding hotel+shuttle , hotel+flight, hotel+dining, hotel+activities, hotel +insurance , etc. to our differentiated portfolio and soon it will be available to you.

Because of the diversified needs in hotel marketing ,we also provide much additional value for hotel partners and clients.



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## 关键数据

# Key Facts



1,000,000+  
间夜/年  
room nights annually



50+  
目的地国家  
destination countries



20,000+  
合作酒店  
hotel partners



3,000+  
渠道客户  
clients

汇智在50多个国家有超过20,000家合作酒店，出货量达到1,000,000间夜/年。

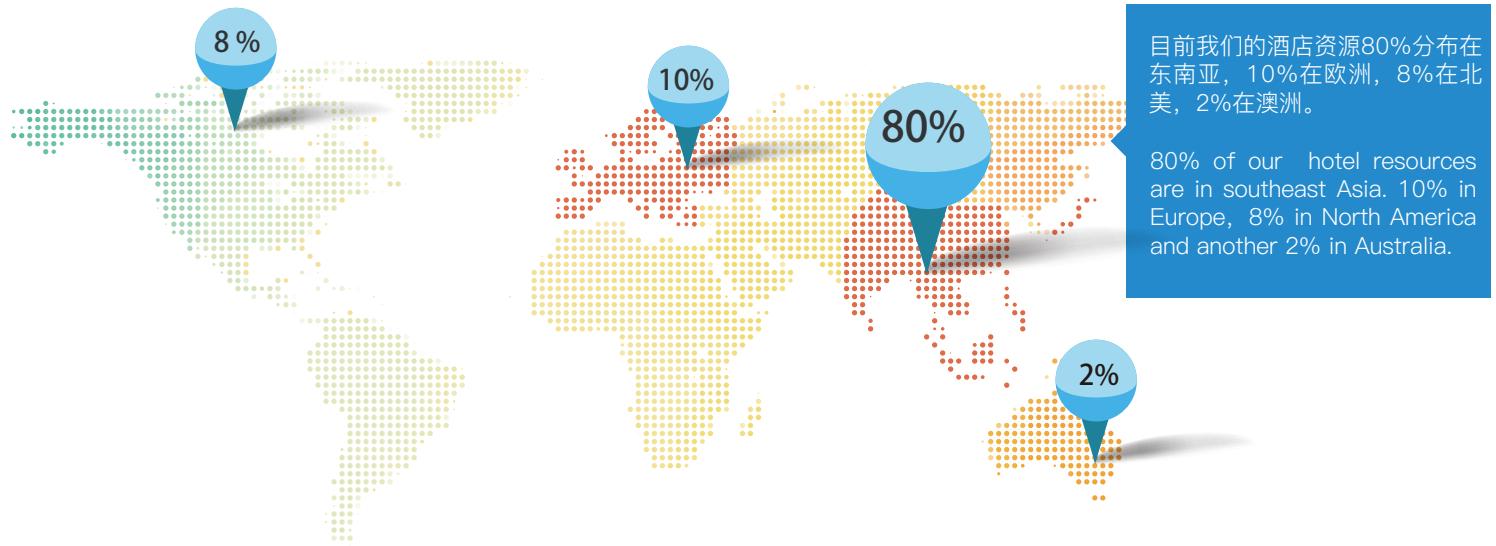
2017年，汇智供房量对比去年同期增加500%，目前出货量超过1,200间夜/年的酒店达到600家。

Convergent cooperates with more than 20,000 hotel partners in 50 destination countries, which contributes 1,000,000 room nights annually.

In the year of 2017, the supply volume of cooperative properties in our platform rapidly increased 500% from last year. Our data shows that more than 600 cooperative properties ,each of which achieved minimum 1,200 room nights annually.

## 核心产品

# Product Line



汇智以优质酒店为核心产品，通过全球布点直接采购酒店资源。这种方式直观甄选到热门和优质酒店，并保证拿到最高性价比的酒店+旅游产品组合。目前约90%的订单出自汇智的直采酒店。

汇智在重点直采国家和地区成立了公司，并安排了大量的产品采购人员驻点。特别是在泰国、马来西亚、印尼、越南、日本、法国这几个国家，汇智与酒店的建立了良好的合作关系，拥有非常强的采购谈判能力和产品价格优势。

Convergent aims at high-quality hotels, opening offices in global destinations to efficiently and directly contact with hotel resources, which ensures what we get is the most popular hotels and cost-effective product portfolio. **Recently, about 90% bookings comes from our direct contracting properties.**

We also set up companies, arranging a large number of product managers in our valued countries and regions. Especially in Thailand, Malaysia, Indonesia, Vietnam, Japan, France, we establish and maintain a good relationship with hotel partners, which give us long term price advantages and strong ability to negotiate.

汇智优势

# Our Advantages



## 专业筛选

有了多年的经验积累，汇智团队能够以专业眼光筛选、整合酒店资源，提供热卖「酒店+」产品。经验丰富的团队能够对合作客户的产品组合给出专业指导和判断，确保客户的产品具有强劲的市场竞争力。

## Professional Selection

Convergent selects and integrates best selling hotel by professional experience. With our professional judgment, we ensure that the products have strong market competitiveness.

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汇智是酒店行业的B2B专家，提供最热卖的「酒店+」产品。

As an expert in hotel distribution, we only supply the hottest selling 「Hotel+」 products.



## 大数据支持

由于有庞大的酒店预订大数据支撑，汇智系统能够帮助我们预测出某一时段、某一目的地、某一区域的最热卖酒店。在采购、整合、营销上，我们都能通过大数据优化每一个环节。

## Big Data Support

Based on detailed data analysis and huge hotel booking data, we are able to predict which hotel will be hot selling in a certain period of time, a certain destination, a certain region. We can optimize every procedure in the procurement, integration, marketing with the big data we got.

## 系统平台

# Our Platforms

Online Distribution Platform

在线分销平台

[www.huizhi-intl.com](http://www.huizhi-intl.com)

API

API系统对接

汇智通过技术手段实现简单、高效、直观的预订，实现酒店资源与汇智系统之间、客户系统与汇智预订系统之间100%的自动化对接。

Convergent provides a solid and efficient distribution platform based on our advanced interface and a leading technology infrastructure. It's all 100% automatic docking to integrate hotel-Convergent system, Convergent-client's booking system.



# Value Creation for Hotel Partners

## 合作价值——酒店伙伴



部分合作酒店伙伴 Some of our hotel partners

**高效的销售**--通过B2B平台把最高性价比的产品组合，以最直接的、最高效的方式对接最合适的渠道。

**专注收益管理，实现持久共赢**--积极协助酒店伙伴提升市场价格，帮助提高酒店的投资回报率。汇智在这方面的努力，获得众多知名酒店集团的高度认可。

**开拓新渠道**--通过线上线下方式开拓类型多样的新渠道。帮助酒店推广自身产品，也帮助酒店产品与渠道产品实现打包组合。

**市场推广助手**--汇智积极帮助酒店进行市场推广，在线上线下通过邮件营销、网站滚动横幅广告、软文、市场活动等有效手段，全面、深入地推广目的地酒店。

**Efficient Sales**--We help you hotel partners to sale your high cost-effective product portfolio in the best and the most efficient channels .

**Revenue Management**--We pay much attention to increasing hotel revenue, helping raising market prices. Efforts made by Convergent in this aspect have obtained high approval of many famous hotel group.

**New Channels Opening**--We opens up a variety of on-line and off-line distribution channels. We not only promote your rooms, but also integrate portfolio of travel products.

**Market Reach**--We are an extension of your current marketing initiatives, and can provide extensive, deep-penetrating on and offline marketing through email, banner ads, advertorial,

# Value Creation for Clients

## 合作价值——渠道客户



部分合作客户 Some of our clients

**高效的采购平台**--汇智给客户提供便捷、高效的采购。平台上大量酒店实现即时确认。

**产品创新**--汇智围绕酒店产品进行一系列旅游产品的延伸和创新，不断满足市场变化和消费需求。

**产品竞争力与高收益**--汇智提供具有强劲市场竞争力的价格和差异化酒店产品，挑选合适的产品推荐给相应的渠道客户，降低渠道客户和的采购成本，提高产品吸引力，获得收益最大化。

**个性化产品和服务**--除了B2B平台之外，汇智有专业的一对一客服，针对客户的不同需求来推荐、采购合适的酒店。同时，针对酒店内服务，如宴会、特色餐厅、接送、SPA、高尔夫等提供安排，对当地玩乐体验提供推荐。

**Efficient Booking Platform**--It is an easy, fast and efficient booking platform for you. Majority accommodations can be booked with immediate confirmation.

**Product Innovation**--We constantly pay attention to product extension and innovation, that makes us and our clients responsive and flexible to encounter the changing market.

**Product Competitiveness & Profits Maximization**--We are working harder than ever to provide you with simple access to the best and most differentiated product portfolio in the industry. This helps us to ensure that you are able to get the most competitive products and profits maximization.

**Personalized Products and Services**--Besides our B2B platform, we provide professional and personalized service. The suggestions and arrangements such as meeting rooms, restaurants, shuttles, SPA, golf, local activities and experiences are provided for clients.

# Win-win Cases

## 成功合作案例

### 客户：国内某知名酒店分销平台

#### 需求：实时接入全球优质酒店资源

汇智通过精准的技术对接，一方面接入合作酒店实时库存和价格，另一方面通过API对接该著名酒店分销平台。目前汇智有800家酒店在该平台上实现即时预订，来自汇智的月均出货量达到1,000间夜，订单售后服务满意度100%。

### 客户：亚洲年客运量第一的航空公司

#### 需求：机票+酒店会员大促

该航空公司每年向2,000万会员提供5次线上大促销活动，售卖特价机票和特价机票+酒套餐。在每次大促前两个月，汇智根据其大促目的地和价格区间要求，选取和采购优质酒店。在2017年的6月大促中，汇智提供普吉岛、曼谷、清迈、新加坡、东京、大阪、巴厘岛、兰卡威、沙巴、芽庄、伦敦、巴黎、洛杉矶、纽约、莫斯科、悉尼、墨西哥城、迪拜等共30个城市的60家酒店参与会员促销，成交数达到3,000间夜。

### 客户：广东省最大的旅行社之一

#### 需求：自由行产品

传统线下旅行社需要开发大量的自由行产品，汇智的「酒店+」产品刚好满足其需求。汇智采购并打包机票+酒店+餐饮+SPA+接送的苏梅岛酒店自由行套餐，经过产品亮点包装和推广，获得了良好的市场反应。该旅行社两周内销售该打包产品超过300份。

### Client: A well-known hotel distribution platform in China

#### Requirement: Real time monitoring of efficient room rates & inventory

Through technical docking and API, Convergent is a bridge between inventory and price management system of hotel partners and this well-known distribution platform. 800 hotels are now delivering to their instant booking, which contributes 1,000 room nights per month on average with 100% satisfaction of after sales services.

### Client: One of the biggest airline companies Asia

#### Requirement: air ticket+hotel package for big sale

This airline company holds 5 times of big sales campaigns to 20,000,000 members annually. To meet the needs of budget ticket+hotel package, Convergent selects hotels according to its big sale destination and budget request. In June 2017, the last big sales campaign has suggested a total amount of 60 hotels in 30 major cities, like Phuket Island, Bangkok, Chiang Mai, Singapore, Tokyo, Osaka, Bali Island, Langkawi, Sabah, Nha Trang, London, Paris, Los Angeles, New York, Moscow, Sydney, Mexico City, Dubai. Convergent obtained more than 3,000 room nights outcome.

### Client: One of the biggest travel agencies in Guangdong province

#### Requirement: FIT package

Convergent 「Hotel+」 product is the best choice for off-line travel agencies who need to expand their FIT market reach. Convergent launched a new Samui Island product packed with air ticket, hotel, breakfast&dinner, SPA, shuttle, that helped this travel agency to achieve a growing sales of 300 customers in 2 weeks.

专业团队

# Professional Team



产品团队  
Product Team



泰国、印尼、菲律宾、日本、马来西亚  
越南、韩国、英国、法国、澳大利亚.....

Thailand, Indonesia, Philippines, Japan,  
Malaysia, Vietnam, Korea, UK, France,  
Australia...



运营和销售团队  
Operation and Sales Team



广州

Guangzhou



技术团队  
IT Team



深圳

Shenzhen



客服团队  
Customer Service Team



梅州

Meizhou

汇智由一批200人的高素质团队打造，这批专业团队以专注的态度帮助公司和合作伙伴创造价值最大化。

200 employees with high calibre and concentrated attitude are creating a new situation of mutual benefit for Convergent and our partners.

## 同业合作 For Client Partners

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汇智官网 / B2B Website



微信公众号 / WeChat

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