

EXPANDED vs DYNAMIC PROGRAMS

Expanded Network (20% OFF BAR)

- This is a program offered to hotels that do not currently have an active generic contract with CLC.
- All reservations for this program are generated through the DerbySoft platform and cannot be made via any other channel (brand, voice or property direct)
- The ONLY form of payment for these reservations will be with VCC (Virtual Credit Card)
- Rate Plan for this program is SCN6 and is subject to Last Room Availability
- Fewer opportunities and less revenue should be anticipated through this program, versus as a CLC Contracted Hotel.

Dynamic Rate Program (20% OFF BAR)

- Also known as Best of Pricing
- Program only offered to CLC Contracted Hotels
- Program offering a minimum of 20% off BAR
- Visible in all CLC Directories (greater exposure to all CLC travelers)
- Reservations can only be made through DerbySoft platform and cannot be made via any other channel (brand, voice and property direct). Walk-ins will be booked at the CLC Contracted rate.
- Participating in the program will not modify existing contract, rates or terms
- Hotels can increase the discount at anytime
- Direct Bill Room & Tax to CLC