



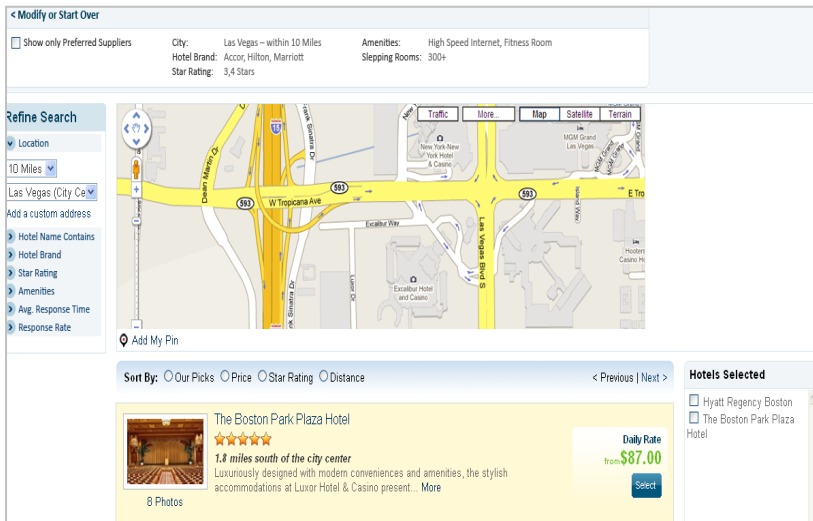
# Lanyon Engagement & Project Sourcing™

*The most effective way to source hotels and corporate apartments*

Lanyon Engagement & Project Sourcing is the first corporate sourcing solution to address the \$50B global market that spans mid- to long term stays. Lanyon Engagement & Project Sourcing saves travel buyers time in sourcing individual properties and delivers new savings through a competitive bidding and negotiation process not previously available.

## Solving a Large Need

Lanyon Engagement & Project Sourcing is designed to specifically address those corporate travel buyers who have a high degree of project or engagement travel patterns whose need is often unpredictable, customer focused and of indeterminate duration.



Corporate buyer view – sourcing mid term accommodation in a specific market

Today, these needs remain unmet by either the transient hotel sourcing process or the meeting management process, thereby requiring travel buyers to use a hodgepodge of inefficient and ineffective tools to manage their hospitality spend.

## Testimonials



*“As a company with many new and ongoing long term engagements to support client activity, we have struggled with inefficient processes to locate, communicate and finalize accommodation for our travelers. The existing transient sourcing process simply didn’t support the needs for this type of travel. We are delighted to be a launch customer for Lanyon’s new Engagement & Projects Sourcing solution. We believe that this new tool will enable us to provide a better service for our internal users, streamline negotiations and communications with suppliers and achieve greater savings through a competitive bidding process.”*

- *Karoline Mayr, Senior Manager, Global Travel Procurement Deltek, Inc.*





## Unmatched Supplier Access

Lanyon has expanded its industry leading database of over 100,000 hotels by adding corporate housing suppliers. In combination with its existing hotel database, Lanyon offers corporate travel buyers an unmatched marketplace of properties, locations, and price points to match the specific needs of their individual projects.

## Special Offers

**Boston Park Plaza Hotel**  
Cleveland Heights, OH 44121  
Las Vegas, NV 89109 United States  
Phone 0702 939 7111  
Check In: 3:00PM  
Check Out: 12:00PM

**Daily Rate**  
from **\$89.00**  
Response Rate: 00.00%  
Avg Response Time: 72:32:00 [HH:MM:SS]

**Hotels Selected**

- 1000 Mayfield Rd
- 6255 Cedar Rd
- 1200 Courtland Blvd
- 12465 Wrenwood Center Rd
- 1300 S Taylor
- 4356 Glenwood Dr
- 8809 Fairmont Blvd
- 12039 Monticello Blvd

**Special Offers**

Start Date	End Date	Rate	# of Rooms	Description
Fri, 01-Jan-2010	Sun, 31-Jan-2010	\$125.00	50	This is a special offer with a really long description to show more.
Fri, 01-Jan-2010	Sun, 31-Jan-2010	\$125.00	50	This is a special offer with a really long description to show more.
Fri, 01-Jan-2010	Sun, 31-Jan-2010	\$125.00	50	This is a special offer with a really long description to show more.
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Corporate buyer view –special promotional rates offered

In addition, travel buyers are able to view special offers, only available from Lanyon’s supplier network that may be a direct match for their specific sourcing requirements.

## Streamlined Processes

Building on its widely known and used transient hotel sourcing platform, Lanyon is extending the process efficiencies and time savings to travel buyers who source mid- to long term corporate stays:

## Compelling Benefits

- Unmatched supplier access
- Highly efficient process
- Tremendous time savings
- Special supplier offers
- Lowers hospitality costs
- Spend is coordinated, concentrates buyer power

## Unique Features

- Access to hotels and corporate apartments
- 24/7 availability
- Comprehensive reports
- Fully automated
- Global access

To learn how Lanyon Engagement & Project Sourcing can help you lower your hospitality costs and streamline the sourcing process, contact:

**Contact:**

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(e) sales@lanyon.com