Case Study

$13K
savings in just
6 months

Hotel Engine Saves K&K Electric 30 hours per month in Booking Reservations

Background

K&K Electric is an electrical contractor serving in the petroleum industry. They primarily support the ground-up electric for crucial businesses like convenience stores and gas stations.

Based in Florida, K&K's 60+ employees travel between 13 different states on both short and long-term projects. Many travel during the week and return home on the weekends, while others can spend up to 3 months at a time on a project.

Through Hotel Engine, K&K Electric is able to ensure that employees have a comfortable and safe 'home away from home' while on the job, no matter the length of their stay.

The Challenge

Tammy Lowther, Accounts Payable / Office Support Specialist for K&K, is responsible for booking project-based weekly lodging for 20-25 employees. Prior to using Hotel Engine, she would scour the internet for hotels near each employee's job site location, and then spend hours on the phone with different hotels personally negotiating rates on each employee's behalf. She also had to manage all credit card authorization forms and incidental charges manually.

Tasked with a multitude of job functions in addition to travel management, Tammy needed a platform that centralized and streamlined the booking process, while saving K&K time and money.

Information

Industry:
Construction

Savings:
$13K in six months

No. of Employees:
60+

Headquarters
Sanford, FL

Previous hotel booking solution:
Direct Booking

The Solution

Hotel Engine's pre-negotiated discounts codified the booking process for all of K&K Electric's employees and allowed for research and booking on one combined platform.

Now, Tammy can quickly find great hotels with quality ratings near employee job sites through Hotel Engine's in-platform map feature and save her 'favorites' for faster future bookings. She can also filter for specific hotel features; for example, Tammy can sort hotels that have extended-stay amenities like kitchenettes for long-term project crews.

In addition to providing a more efficient booking process, Tammy has also saved valuable company time by enrolling in Hotel Engine's Incidentals Coverage Program, eliminating the need to send and track credit card authorizations for her travelers. The ability to add custom traveler codes to her reports has also streamlined the reconciliation process for charges.

"I used to spend 2+ hours every Monday booking rooms, sending credit card authorization forms, requesting them, hoping that the hotel gets them and dealing with all the back and forth. Then at the end of the week, reconciling charges and sending everyone their folios. It was painful. With Hotel Engine I can book in less than 20 minutes. I love this platform," she said.

The Results

With Hotel Engine, K&K Electric has:

· Saved $13,000 in just 6 months
· Earned an additional $2,000 through HE Rewards
· Saved Tammy Lowther up to 30 hours per month on booking and reconciliation.

Interested in seeing what Hotel Engine can do for your business? **Get in touch.**