



FPLP Releases Request for Pricing, Program to Expand into all Federal Markets

MINNEAPOLIS (November 8, 2004)—The Federal Premier Lodging Program (FPLP)—the General Services Administration (GSA)-sponsored government-wide hotel program for federal travelers—released a Request for Pricing (RFP) Tuesday soliciting all hoteliers in the United States to participate. This RFP is intended to expand FPLP properties to include all U.S. government travel markets and give hotels the opportunity to participate in the \$1.2 billion federal travelers spend on 10,000,000 room nights annually.

In existence for four years, FPLP recently turned to a world leader in the hotel and hospitality industry to manage the program. GSA awarded a competitive task order to CW Government Travel, Inc. (CWGT) in September. CWGT was chosen to bring commercial best practices to FPLP while making it easier for hotels to participate. Hotels benefit from the Federal Travel Regulation requirement that FPLP properties be considered first by federal travelers.

“In the first month, CWGT has increased hotel participation in our top 10 travel markets. This next step is to expand that growth across the country,” explained GSA’s Tim Burke. “At end, federal travelers have more choice, participating hotels fill more rooms and taxpayer dollars are saved.”





FPLP Program Director Steve Shook agreed, saying, “FPLP is focused on every step in the travel process including getting FPLP rates properly loaded in all major GDSs, which will make it easier and more efficient for travel agents to identify FPLP properties for federal travelers. Program management also focuses on making sure properties are listed first for government travel agencies and self-booking tools delivering comprehensive, ongoing communications to all users, and tightly monitoring program data.”

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Federal Premier Lodging Program (FPLP) is a government-wide hotel program that provides Federal Travel Regulation (FTR) compliant hotel rooms for federal government travelers while on official business. Participating FPLP hoteliers ensure government travelers stay in Federal Emergency Management Agency (FEMA)-compliant rooms at or below Per Diem rates; right where the traveler needs to be.

