

OTAs & Hotel Associations to sit together to break the deadlock

The pressure put by the association on key OTAs by giving a national boycott call of their bookings have shown results. The OTAs have succumbed to pressure from hotels and offered to discuss issues with hotel associations to break the deadlock.

It is understood that representatives from MakeMyTrip (MMT) and Goibibo have send feelers to meet and discuss matters with hotel associations. FHRAI and HRAWI representatives will be meeting MMT and Goibibo representatives today in Mumbai to find solutions to the vexed issue of commission and discounts.

Confirming this Gurbaxish Singh Kohli, President, HRAWI and Vice President, FHRAI, said that they will be meeting MMT and Goibibo this evening in Mumbai. "The intention is to find a win-win solution," he said. Hoteliers are looking for transparency in the whole relationship, rationalisation of commission and no deep discounting on the part of OTAs, Kohli said.