



"Transpay certainly helps HotelQuickly to expand its business internationally by providing an efficient and competitive payment system."  
-Mario Peng, CEO, HotelQuickly

**THE CHALLENGE**

HotelQuickly is a last minute hotel booking app with 250+ destinations throughout Asia. With hundreds of suppliers to pay, costs compiled from wire transfers and virtual credit cards (VCCs) put major constraints on the HotelQuickly's ROI. Struggling to reduce costs and improve overall transparency, HotelQuickly sought a simple, cost-effective cross-border payments solution.

## Solving HotelQuickly's Payout Pain Points

**TOP CHALLENGES**

- 1 Coverage:** HotelQuickly had many issues with VCC acceptance in Indonesia, Thailand and Malaysia—markets where POS transactions are not widely used.
- 2 Fees, Fees, Fees:** High fees from bank wires and VCCs and hidden FX markups from correspondent banks were extremely costly for HotelQuickly.
- 3 Lack of Transparency:** HotelQuickly had no visibility of the hidden correspondent banking fees that were increasingly driving up costs.

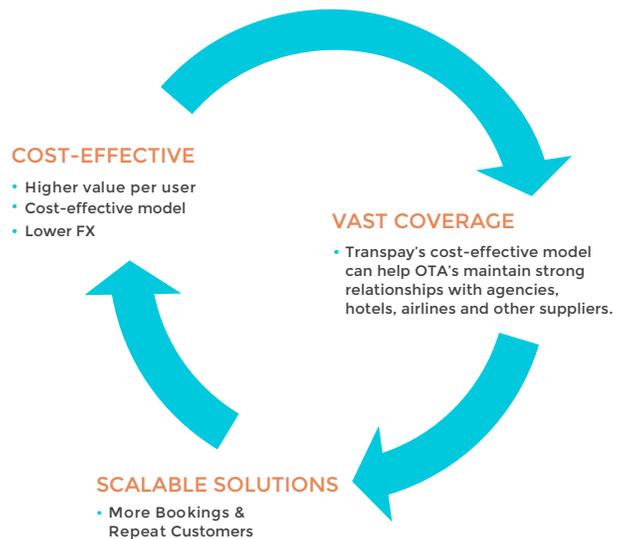
**TRANSPAY'S SOLUTIONS**

Transpay's global proprietary network enables HotelQuickly to process direct payouts to Indonesia, Thailand and Malaysia with local currencies.

Transpay's local bank transfer network bypasses correspondent bank channels to effectively bring significant cost-reductions.

With full tracking and custom reporting capabilities, Transpay's payout solutions provides complete visibility to all transactions.

### Simplifying Payouts for HotelQuickly



### Final Results

<p>Since becoming a Transpay client, HotelQuickly has been able to grow their shares in Southeast Asian markets.</p> <p><b>✓ MARKET EXPANSION</b></p>	<p>Absent of hidden markups from correspondent banks, HotelQuickly has significantly reduced their costs.</p> <p><b>✓ INCREASED PROFITABILITY</b></p>	<p>With complete visibility to all transactions and cost configurations, HotelQuickly now has better oversight of their cash flows.</p> <p><b>✓ GREATER TRANSPARENCY</b></p>
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