

In April of this year, TI Insights provided our views of the Sharing Community, with specific thoughts as to the readiness of Airbnb for the corporate business traveler. Although Airbnb boasts their property count of over 4 million listings, which equates to more than the top five hotel chains combined, the 'Business Travel Ready' division – listings specifically tailored to the business traveler – still remains limited in comparison to what the majority of hotel chains provide and accounts for only 15% of total sales.

As for amenities, not much has changed. Airbnb confirms their Business Travel Ready listings include the complete home or apartment and amenities of 24-hour check-in, wireless internet, laptop-ready workspace, hair dryer, shampoo, and iron, as well as smoke and carbon monoxide detectors. However, the billing, expense reconciliation for cleaning fees, and deposits remain a challenge.



*From the desk of Craig Fichtelberg*

	HOTEL	AIRBNB BUSINESS TRAVEL READY LISTINGS
Daily Clean Sheets/Towels	Y	N
Coffee Maker	Y	?
Iron	Y	Y
Dry Cleaning	Y	N
Cable TV	Y	?
Wi-Fi	Y	Y
Easy-to-Find Wi-Fi Connection Info	Y	?
Fitness Center	Y	?
Concierge	Y	?
Business Center	Y	?

## What's New

Last month, Concur announced that Airbnb listings would soon appear alongside traditional hotel properties in the accommodations search, but only for travelers from companies that have chosen to work with Airbnb. The booking process will transfer the traveler outside of the Concur workflow to the Airbnb site when it comes time to book, and then back to Concur once the reservation is complete to integrate into the Passenger Name Record.

## What You Should Consider

**Safety:** Make sure that your legal department has vetted the Airbnb liability information. As your organization is responsible for the health and well-being of your travelers while on company business, it is important that any considerations first receive your legal, human resources, and risk management approval.

**Cost:** The total cost of booking Airbnb must continue to take into consideration the deposit and cleaning fees, as well as the capability of managing the expense reconciliation component of tracking for reimbursement of all or part of the deposit. It is recommended that when booking Airbnb, the total length of stay be no less than 3-4 nights to account for the entire cost of stay.