



HOTELENGINE



PROCORE



## CASE STUDY

# Hotel Engine Saves 360 Rail \$4K Per Month on Lodging

# \$4K

per month average in hotel savings

## Background

360 Rail is a full-service railroad company that serves its clientele with complex, specialized railroad solutions ranging from engineering and construction to operations and maintenance. Key industries including energy, agriculture and mass transit depend on 360 Rail to build and safely operate transport infrastructure across the country.



## The Challenge

From long-term projects to last-minute repairs, at any given time, 360 Rail has crews working on-site at locations from coast to coast. Booking hotel stays for multiple teams at many different sites was a huge administrative burden for their in-house team — not to mention reconciling the costs of those stays to different projects and managing changes to the reservations when plans had to shift.

On top of the labor-intensive booking and administration processes required to keep their team in place, 360 Rail wasn't confident that they were getting the best hotel rates. It was crucial for 360 Rail to develop a cost-efficient travel program in order to pass on the best possible value to their customers and maintain their reputation of delivering projects on time and on budget.

360 Rail needed a hotel booking solution that could save them time and money on their workforce lodging, while also freeing up their administrative staff to use their time more efficiently.

## Information

Industry:  
Railroad Company

Headquarters:  
Englewood, CO



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## The Solution

Enter Hotel Engine. After implementing this free-to-use booking tool, 360 Rail pays up to 60% less than public hotel rates, resulting in significant cost savings. But even more valuable is the time and effort they're saving with a centralized booking tool featuring a built-in custom fields option that ensures every receipt has the information needed to quickly reconcile charges to the correct project. Intuitive reporting tools gives the team a deeper understanding of their travel expenditure for more accurate budgeting, while the Direct Bill payment system allows all charges to be consolidated to a single invoice for quick and easy payment that doesn't keep credit cards tied up.

Plus, thanks to Hotel Engine's integration with Procore construction management software, the 360 Rail team can book from within a platform they're already using extensively. Convenient to access and packed with time-saving tools, Hotel Engine + Procore is the perfect solution for 360 Rail's booking needs.



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## The Results

- **\$11,949** saved in the first 3 months
- Simplified **reconciliation** with custom fields
- Streamlined **billing** with Direct Bill
- Protection for **changing plans** with Flex reservations
- **24/7** access to Member Support
- **Seamless booking** from within Procore

Interested in seeing what Hotel Engine can do for your business? [Get in touch.](#)



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