



TRAVEL &  
HOSPITALITY  
**CROSS  
PURCHASE  
PROGRAM**



***We create measurable value*** for our hospitality partners  
and Active clients, by applying corporate trade.



***We will never undercut negotiations, increase room rates, inflate costs, or wring discounts from our hotel clients.***



# WE CREATE VALUE BECAUSE OUR PARTNERS PAY DIFFERENTLY



## Paying Differently

**A Supplier** agrees to be paid in Trade Credits for a percentage of its goods Active sells to a Hotel Client.



**A Hotel** that purchases goods from Active receives a purchasing incentive in the form of a cash booking commitment.



**Active Clients** booking hotel rooms and F&B through our Travel team, offset a portion of their costs by applying trade credits



## Creating Value

**The Supplier** reflects that their inventory sold at a price consistent with their plan.

**The Hotel** increases occupancy rates and banquet use with new and incremental business.

**Active Clients** can extend their budgets with access to our diverse portfolio of high-quality properties; all in our stream-lined, fee-free process.

# CASH CROSS PURCHASE PROGRAM



- ▶ Active's Cash Cross Purchase Program (our all-cash Program) drives measurable cash revenues for our travel provider clients with each purchase of available goods and services from our Portfolio (all purchasing is at each client's normal pricing and specifications).
- ▶ Active's cash cross-purchase commitment will be determined on a case-by-case basis subject to goods and services requested.
- ▶ Program customizations are available to increase liquidity, permit payment-in-kind, including redemption of Trade Credits, and/or meet other requested objectives and goals.

*Participation in and purchases made through our Program are subject to prior approval from our suppliers. The goods and services listed in this Portfolio are subject to change without notice.*

# INDEX



## ▶ Capital and Operating Goods



SAMSUNG

peerless-AV®



innovative™

Signature

SOBEL  WESTEX®



Danby



LG provides hospitality solutions for in-room entertainment designed to enhance guest experiences. Active, together with LG, can handle any project, no matter the size or complexity.

- ▶ Hospitality OLED TVs
- ▶ Cruise Ship TVs
- ▶ Pro: Centric Smart TVs
- ▶ Pro: Centric Value TVs
- ▶ Commercial Lite TVs
- ▶ LG Open-Frame Curvable OLED Displays
- ▶ LG Premium Indoor DVLED Displays





## Hospitality TV



## Smart Signage



## Indoor LED



## Outdoor LED





# TV & VIDEOWALL MOUNTS

## OUTDOOR TVs

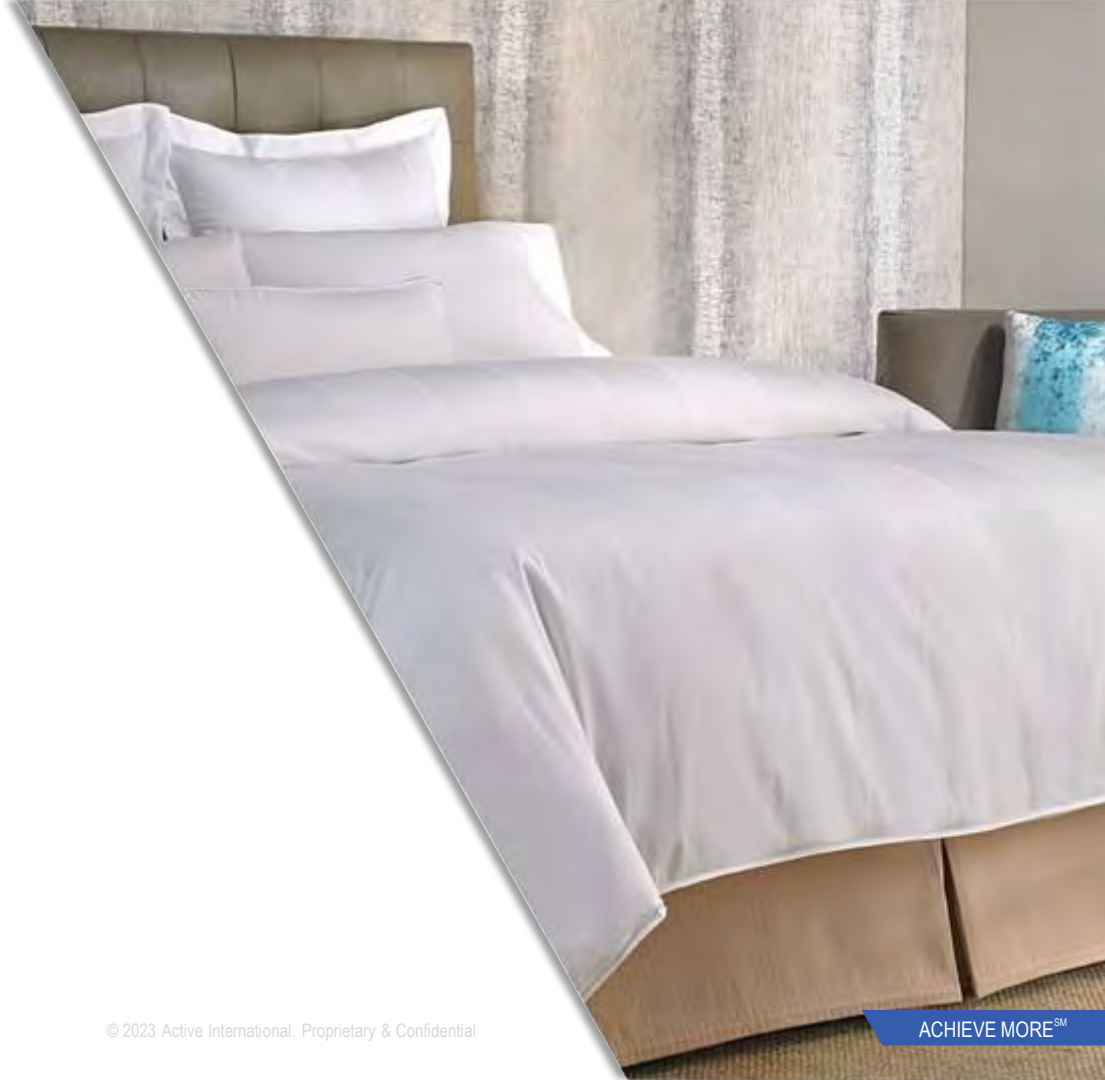
- ▶ Peerless-AV® is the Official TV Wall Mount & Outdoor TV Provider for the Luxury Hospitality Industry and the brand standard for leading hotel chains and the most trusted mounting solution in the hotel industry.

peerless-AV®



# HOTEL MATTRESSES

- ▶ Since 1883, Jamison has been consistently providing the highest guest scores
- ▶ #1 Best Selling mattress on *shopmarriott.com*



# MATTRESS PROTECTORS

- ▶ Physical barrier against:
  - ▶ Allergens
  - ▶ Dust Mites
  - ▶ Mold & Mildew



# ROOM SECURITY



- ▶ Innovative Hospitality Concepts offers the lodging industry an extensive variety of digital safes that combine the best in security software, cutting-edge technology, and aesthetic appeal.

innovative™



# REFRIGERATORS, MINIBARS, & FREEZERS

- ▶ Various types sizes, colors, and features available.





## SIGNATURE **LIVING SPACES**

- ▶ Signature is an industry leader focused solely on helping its clients create extraordinary hospitality and senior living spaces.
- ▶ From extraordinary custom carpets to sophisticated running-line soft surface and hard surface flooring, Signature Flooring offers an unparalleled level of design, quality, and service to help you create an exceptional experience for guests.

Signature

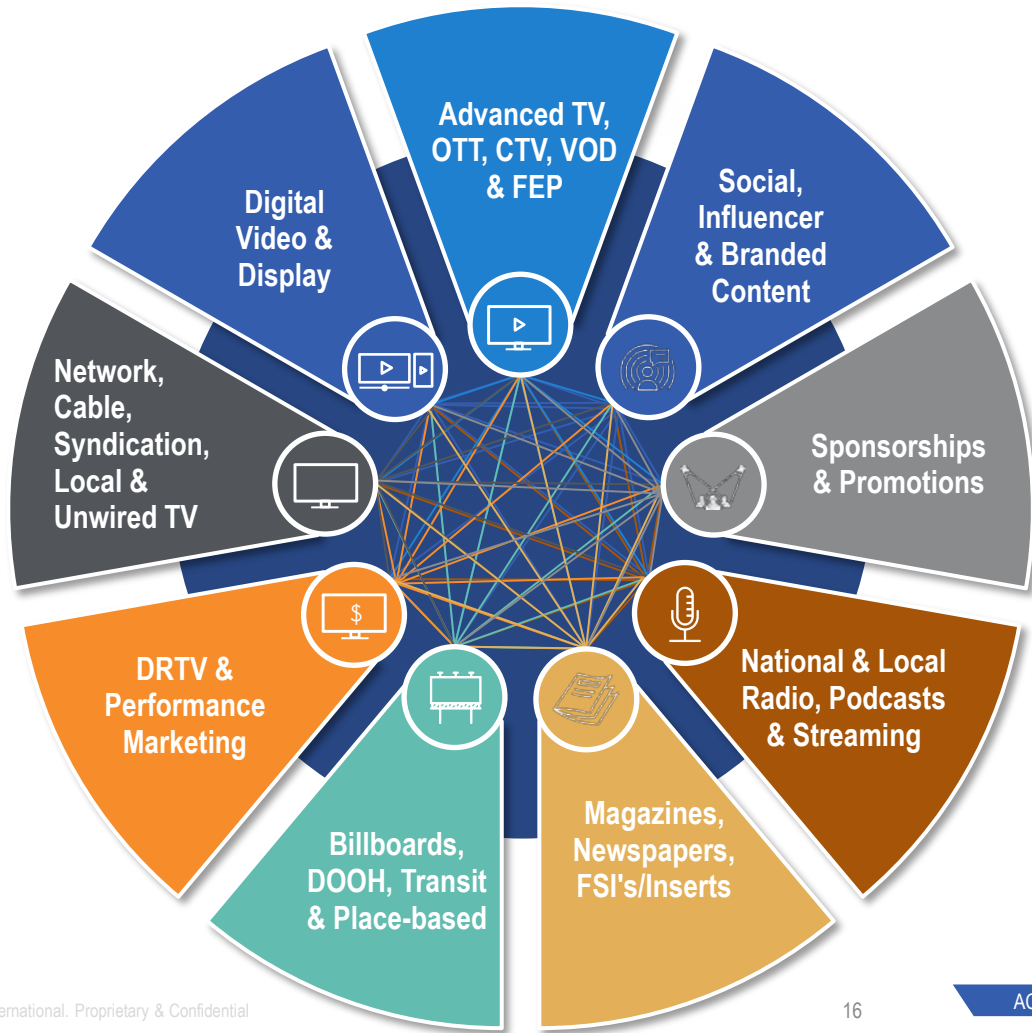


# HOTEL LINES & MORE

- ▶ Towels
- ▶ Table linens
- ▶ Sheets
- ▶ Blankets
- ▶ Pillows
- ▶ Bathrobes and beyond



# ACTIVE'S MEDIA ADVERTISING SERVICES







# WE'RE HERE TO HELP!



## Dominic Bencivenga

President, Travel Division

O: 845.732.8669

[Dominic.Bencivenga@activeinternational.com](mailto:Dominic.Bencivenga@activeinternational.com)

## Jim Haggerty

SVP Sales Finance and Logistics

O: 845.732.8665

[Jim.Haggerty@activeinternational.com](mailto:Jim.Haggerty@activeinternational.com)

## Lauren Hess

VP Sales & Inventory Management

O: 845.732.8846

[Lauren.Hess@activeinternational.com](mailto:Lauren.Hess@activeinternational.com)

## Lukas Kaminski

VP Hospitality Sales & Logistics

O: 845.732.8863

[Lukas.Kaminski@activeinternational.com](mailto:Lukas.Kaminski@activeinternational.com)

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