# Candela Hotel

# Competitive benchmark

Case study: Hotel Booking System

# Karolina Sicinska



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# Objectives and scope

The main goal of this competitive benchmark is to understand the competitive landscape of hotel room booking websites.

### **GOALS**

For this purpose I aim to detect conventions and common patterns, as well as highlight best practice during the hotel booking process on a website. I want to identify errors in the heuristics and describe the general feeling of the booking experience.

### SCOPE

The analysis will cover four websites:

- The King's Garden (Sweden)
- Kempkinski St. Moritz (Switzerland)
- Park Inn by Radisson Stockholm Hammarby Sjostad (Sweden)
- AirBnB

And it will be limited to the following pages/aspects:

- Homepage/ Landing page
- Search and selection of date and room
- Entering customer details

# Conclusion and common patterns

The most important function of the hotel page is the presentation of the hotel and the **possibility to book** a room. The booking should request the most important details of the trip without unnecessary information.

The **booking process** should be intuitive and short for the user, but may be divided into several steps. If the booking is made in several steps, a process bar should illustrate which step the user is in.

The representation of the hotel, on the other hand, is best done via atmospheric photos or videos. However, the loading time must be taken into account here.

Distinctions between the main page and the booking page may exist, but should not confuse the user.

There should be a **clear summary of offers** and benefits, this can be done by icons and precise short texts.

Add-ons should be clearly displayed and easy to select and deselect.

in colour.

### Important information should be highlighted

Separating the **different information areas** increases visual clarity.

All four booking pages compared also showed the following patterns:

- Selected arrival and departure date is highlighted
- Social media buttons available
- Fast booking access available
- Plenty of white space and air to breathe
- Logo serves as 'back to homepage'

# Summery of main positive and negative features

### Hotel Kungsträdgården

### +

- Ambience and room views are shown.
- It is possible to book several rooms for different numbers of people.
- Instructions are displayed to the user during the booking process.
- Currency can be selected and changed. 26
- Room overview contains icons with text (showing bed type, such as Twin Beds or Double Bed), brief description of room facilities. Directly visible that breakfast and WIFI are included.<sup>27</sup>
- All reservation information and customer details are summarised on one page. 31
- Instructions for the user are displayed in different places and are not uniformly designed.
- Unlike the homepage, the Room select / additions page seems very crowded.
- The page is not adapted to large 22" screens. 34

## Hotel Kempkinski

### • Fast booking possible. ③

- Elegant photo views of the hotel.
- Selection of several persons and children possible. 26
- Room features are displayed. 32
- During the booking process, the user is shown where to go and what to do with a title and instructions. 34
- Currency can be selected. 28
- Newsletter pop up is shown immediately and hides information.
- In the cost summary, important details are kept small. 38
- not all required fields are visible. (44)
- Additional offers and newsletter subscription before finalising the booking.
- Tiny note about the 'Booking Conditions and Privacy Policy'. (46)

### Park Inn by Radisson

### ÷

- Room booking bar sticks to the header when scrolling and therefore booking is possible at any time.
- Services offered displayed as icons. (8)
- Other offers of the hotel and nearby attractions. (12)
- Possibility to book several rooms with several people.
- Brief overview of the hotel incl. map. 23
- Room rates with different 'special rates' are clearly displayed.
- Clear summary at check-out. 32
- Process status is displayed, but only at check-out. 35
- Hotel views and surroundings photos are not very inviting.
- Room categories compared with photos side by side, differences not very highlighted.
- Other room categories only visible after scrolling. 29
- Currency cannot be selected, only payable in SEK. 33

### AirBnb

• Extravagant and very aesthetic photos and illustrations are used for advertising. ③

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- Website offers inspiration for future getaways.
- Clearly arranged location, date and guest selection (15)
- The search fields remain after the travel data have been entered and allow the search criteria to be changed. 20
- Overview of the accommodation's amenities, visualised by icons and labelling. (27)
- The cost overview is displayed when scrolling. 30
- Reservation only possible with login.
   Login and registration in the same area. 33
- Language selection is only displayed by icon. Current language and language region are not displayed.
- Agreement to terms and conditions too small and the individual conditions cannot be selected additionally. 35





5

Karolina Sicinska









Plenty of white space, which supports the quiet atmosphere of the hotel

Small Juniorsuite gives you 30 sqm, where you can enjoy two rooms, one bedroom with a doublebed and a smaller living room with a bedable sofa of 140 cm.

SMALL JUNIORSUI

Q





## Hotel Kungsträdgården search and select



After clicking 'book now' on the homepage, a new tab will open asking for guest and room information.



It is possible to book several rooms with different numbers of adults



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the customer about what exactly is happening.

The data has been transferred. The arrival and personal data are displayed on the top screen panel. However, they are covered by the pop-up bar 'Great Choice! Please select your room.' In contrast to the 'no rooms are available' bar, this information bar has a different colour and is displayed at the top and not at the bottom of the screen.

The same warning colour is used for 'special rate' as for 'there are no rooms available'

After the room has been selected, the screen scrolls further down. The customer can now select add-ons.

25

23

As with the bar ,Great Choice! Please select your room', this bar is not very noticeable and could be overlooked by the user.





# Hotel Kungsträdgården details, register and payment

30

31

Information box in the corporate colour with instructions is not immediately obvious.

All reservation information is combined with guest information and payment options on one page.





# Hotel Kungsträdgården

### screen comparison on laptop 15" and screen 22"

32

The white space is evenly distributed.

33 Booking window is visible immediately.

A lot of white space.

35

34

Booking window/ calender for booking is cut.

E MENU

eviews Summary





# Hotel Kempkinski homepage

Logo serves as a return to the main page



No navigation hierarchy. All menu items have the same size.



Booking possible on the first screen.



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ÜBERBLICK

WARUM ST. MORIT LAGE & ANFAHRT

IMMER & SUITE ALPINE SUITEN

PEZIELLE AN

GESUNDHEIT & SIC GALERIE GUTSCHEIN SHOP

OVERVIEW WHY ST. MORIT

EALTH & SA PHOTO GALLE





9 Detailed ,menu' becomes an icon,	CHECK-IN 🖆 CHECK-OUT 🖆 1 ROOM - BOOK NOW	
Booking remains attached at the top	SKI RESORT AND LUXURY HOTEL IN ST. MORITZ  Grand Hotel des Bains Kempinski St. Moritz, Switzerland	1
when scrolling.	AWARDED HOTEL WITH ROYAL HERITAGE AND MODERN LUXURY Today, 21 December, 2021 16:12	
10 Information about the hotel. Very small font	A warm welcome to Grand Hotel des Bains Kempinski <u>St Moritz</u> . Set in an iconic 1864 building, this five-star hotel combines European luxury, excellent service and world-class events in the Swiss Alps. In a breathtaking mountain setting, you can recharge and relax while being close to nature. 228 comfortable rooms and suites invite you to rest in an alpine atmosphere. The 2,800 m <sup>2</sup> Algino Spa, with a sauna area, pool and gym offers relaxation and wellness treatments. Culinary delights can be tasted in the Lobby Bar and three awarded restaurants, including the two Michelin Star Restaurant <u>Ca d'Oro</u> . Kempinski White Glove Services has been implemented to ensure a healthy and safe	Current weather condition
	environment for all our guests and employees worldwide, at all times. We are looking forward to your visit! Opening Times	feeling of holida
Information about the opening hours during the year.	Winter: 01 Dec. 2021 - 03 Apr. 2022 Summer: 10 June - 25 Sept. 2022 Sankt Moritz Silvaplana Silvaplana Silvaplana Silvaplana Silvaplana Silvaplana Silvaplana Silvaplana Silvaplana	
Reviews discreetly shown.	O. O/10     7 Wabines       O ReviewPro     Image: Construction of the second	
	EXCEPTIONAL OFFERS	
13 Title of the new paragraph is still visible before scrolling.	Travel Your Way - Up to 15% off         This winter, the longer you stay the more you will save - up to 15%.         Our offer Includes:         BOOK NOW	
	Discourse       Discourse to gournet offerings of our hotel and enjoy a dinner of your choice in one of our restaurants. each evening during your stay.       BOOK NOW         Bead More       Bead More	Spacious white room feels luxuriou
	Alpine Spa Experience Invigorate and rejuvenate at alpine-style Grand Hotel des Bains Spa. Experience the feel of the natural elements and purest products of the Alps with all your senses. Bead More	
	LUXURY ROOMS LUXURY SUITES	
	GRAND DELUXE ROOM	







Room examples and associated explanations are highlighted on a white background.





Social media links and buttons minimally displayed in two colours



19

16

Sitemap is kept short.

'Modify' and 'Cancel' not quickly visible and less conspicuous than newsletter button.





# Hotel Kempkinski search and select

22

Calendar opens after clicking in the Check-in box. Two more boxes for adults and children will be added.



Excavation of old dates, light grey highlighting of current date, possible dates for overnight stay black.

Selection of the check-in date highlighted in light brown.

Total stay in number of nights added together.











# Hotel Kempkinski

### details, register and payment

Overview of the current request is kept in plain grey. All information can be entered and changed by the user.

Currency selection is barely visible and could be made more understandable for international users by using icons.

Current information on Covid-19 is displayed before the room selection so that it is not overlooked by the user.

Overview of room features and amenities with a representativ room photo.

Rates per night and additional booking options are only shown with titles. They can be expanded by clicking the arrow. This lets the user see the room listed below it.













Afte nev	er clicking on 'book now' again, the v page refreshes.	RAI SV	ES IN
<b>36</b> - <b>37</b> -	Covid-19 info still fully visible		Your Re
	kept compact.		
38	Important payment information is not sufficiently highlighted. The list of costs is not comprehensible, the order seems wrong	En	hance Y EA CHE
39	Options that the customer is supposed to select are not fully visible on the display, customer has to scroll first.	Ea	ADD TO N
40	One does not find out how many packag- es are available. Text very small.	Ad FRE Mem ARF	CUENT F Iembership Nur Noership Nur RIVAL INF Filight Nur Ilight Arrival
41	Clearly recognisable button for the next step.		





After clicking on 'next step', the page refreshes.



45

Additional offers and newsletter will be displayed before you finalise your booking.



In contrast to the offers, there is only a tiny note on the booking conditions and data protection policy

### 

#### YOUR RESERVATION Guest Details

KEMPINSKI DISCOVERY

In order to comply with the latest decisions of the Swiss Federal Government in regards to protection against SARS-CoV-2 the "2G" regulation will apply at the Grand Hotel des Bains Kempinski St. Moritz from Monday, 20th December, 2021. Access to the hotel is only permitted for guests who have been fully vaccinated or have recovered and who can contirm this through official proof (Swiss/EU/EFTA Covid Certificate proving the vaccination of recovery) and an identification document with a photo. This rule does not apply to children under 16 years of age.

#### Your Reservation

Guest Details

Title\*

First Name\*

Last Name\*

Zipcode

Country\*

Telephone: Mobile:

Email\*:

NEWS

City\*

Please Selec

Please Selec



 CLASSIC SINGLE ROOM
 Fully Flexible

 1 room(s) for
 Including go

 1 Adults Per Room - 0 Children Per
 Spa, Free W

 Room
 person per co

 Check-in: Jan 12, 2022
 Bead More

Check-out: Jan 16, 2022 Taxes/Fees : CHF 77.78 Include 4 nights: CHF 2,102.22

Total: CHF 2,180.00 (including taxes/fees) Fully Flexible: Breakfast included Including gournet breakfast, entrance to the Spa, Free WiFi and VAT. City tax (5 CHF per person per day) is not included in the rate

Deposit Policy A deposit is not required for guarantee of your reservation

Cancellation Policy Cancel by 11PM local hotel time on Jan 09.

#### 2, 180.00 Average Rate per Night: CHF 545.00

2022 to avoid a penalty charge of CHF

- Daily rate • Jan 12, 2022 CHF 490.00 • Jan 13, 2022 CHF 490.00
- Jan 14. 2022 CHF 600.00
  Read More

	Card Details				
~	Credit card type*:	Please	e Select		~
Œ	Credit card number*:				
	Expiration date*:	1	~	2021	~
		you	r reservation		
14					
~					
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#### Start Enjoying Your Benefits Benefits now

By enrolling as a KEMPINSKI DISCOVERY Member, I agree to the <u>Terms &</u> <u>Conditions</u>, including the <u>DISCOVERY Privacy Policy</u>, under which GHA Loyalty DMCC, the operator of the DISCOVERY loyalty program, can store and process my data for the purposes of recognising and rewarding stays in hotels across the DISCOVERY network.

#### Kempinski Newsletters

I would like to receive emails about Kempinski Hotels brand promotions and special offers. I can manage my email preferences or unsubscribe at any time from future emails.

I would like to receive emails about Grand Hotel des Bains Kempinski St.Moritz promotions and special offers. I can manage my email preferences or unsubscribe at any time from future emails.

I have read and agree to the Booking Conditions and Kempinski's Privacy Policy

Confirm Reservation

#### 🛜 FREE WIFI

- BEST RATES GUARANTEED
- MANAGE YOUR BOOKING ONLINE
- 0 NO BOOKING FEES
- INTERCONNECTING ROOMS AVAILABLE
   FREE SPA ACCESS

#### Grand Hotel des Bains Kempinski St.Moritz

A warm welcome to Grand Hotel des Bains Kempinski St Moritz. Set in an iconic 1864 building, this five-star hotel combines European luxury, excellent service and world-class events in the Swiss Alps. In a breathtaking mountain setting, you can recharge and relax while being close to nature.

228 comfortable rooms and suites invite you to rest in an alpine atmosphere. The 2.800 m<sup>2</sup> Alpine Spa. with a sauna area, pool and gym offers relaxation and wellness treatments. Culinary delights can be tasted in the Lobby Bar and three awarded restaurants, including the two Michelia Star Restaurant Cá d'Oro, employees worldwide, at all times.

We are looking forward to your visit!

#### Opening Times

Winter: 01 Dec. 2021 - 03 Apr. 2022 Summer: 10 June - 25 Sept. 2022

 Grand Hotel des Bains Kempinsk St.Moritz Via Mezdi 27 7500 St. Moritz Switzerland
 m what3words address: move.sudden.perfected
 +41 81 838 3838

Check-in Time: 15:00 Check-Out Time: 12:00 Terms and Conditions Privacy Policy Child Policy Information about where the customer is in the booking process with a description of what they can do on this page.







Karolina Sicinska



Room categories with photos compared side by side, differences not very highlighted.



Title of the new paragraph is still visible before scrolling. A lot of white space and reduced presentation.









Check-in 31 Dec 2021	Check-out 01 Jan 2022	Occupancy V 1room 1ad	ult 🗸	Special rates Lowest available rat	e *	CHECK AVAILABILITY	Book t EU Nowest ratio in the	R 75.07 per night riek/ 60 days	
							Check our pri	ice calendar	
low to get to idskeppsgatan 6, S ur hotel's location r ou near Stockholm o anks of 2 lovely can am and bus stops. F ie hotel. Spend an a id bars that can be us historic part of S f the on-site garage	to the Park In tockholm SE-12066 hear Stockholm city city centre as well as als, Hammarby Sjö a Ferries are also a po fternoon in the neig reached by a free b tockholm. The ferry which offers securi	sweden centre places you in Ha many businesses and a nd Sickla. The hotel lies bular choice for travellir hboring area of Södern bat ride. Take a ferry to can also take you to the and convenient parkin	Stockho mmarby Sjös ightseeing a just 5 kilome ig throughou alm, a trend the island of e city center, g.	Im Hammarby stad. The revitalized ne ttractions. Enjoy the v eters from Stockholm' It Stockholm. Plan a sk y collection of vintage Djurgården to explore giving you a unique p	/ Sjos eighborh vaterfror s centra s day at s shops, j a the arc erspecti	nood of Hammarby Sjöstad nood of Hammarby Sjöstad nt culture of the area, whic I railway station and is wit Hammarbybacken, a ski si modern Swedish fashion a chitectural wonders, museu ve of the city from the wat	I, home to our hot h has developed a nin walking distan ope just 200 met nd a variety of res ms and natural bo rer's edge. Take ad	tel, sets on the ice from res from staurants eauty of dvantage	
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rom Arlanda A	irport			From Stockh	olm C	entral Station			
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ead more v				Read more v					
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All	unstions	FREQUENTLY ASKE	D QUESTIC	ONS oms available at Park	Inn by R	adisson Stockholm Hamm	arby Sjöstad?	ů.	
Line and the provide the		Which room types	are offered a	at Park Inn by Radisso	n Stockt	nolm Hammarby Sjöstad?		*	
		Are pets welcome	at Park Inn b	by Radisson Stockholn	n Hamma	arby Sjöstad?			
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		ls Park Inn by Rad	sson Stockho	olm Hammarby Sjösta	d a smo	ke free hotel?		*	

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tanchester Moscow New Delhi Oslo Paris Shanghai Sochi Stockholm Sydney Zurich	msterdam Bangkok Bengaluru Be	in Budapest Copenhage	en Dubai Dublin Istanbul	London
	tanchester Moscow New Delhi Osla	Paris Shanghai	Sochi Stockholm Sydney 2	Zurich





Possibility to book several rooms with several people





	RADISSON HOTELS
	HOTELS DESTINATION
Display of the search with the possibility to	Q
change the search	
Brief overview of the hotel inclumen	
Dher overview of the noter incl. map	
	F
	M S
	s
Reviews are taken from Tripadvisor, which is a	
well-known review platform for users.	







T. Room	Preservation       2. Check-out       3. Payment (optional)       4. Confirmation         Image: Second state stat	Process bar is only displayed a check-out
Idskeppsgatan 6, Stockholm, E-12066, Sweden Idskeppsgatan 6, Stockholm, E-12066, Sweden Idskeppsgatan 6, Stockholm, E-12066, Sweden	Already a member? Log in for faster booking.	Login option for Radisso members is highlighte
n, lo reb 1922 - 300 PM heck-out on, 14 Feb 2022 - 12:00 PM andard Guest Room epaid - Breakfast included Room(s) held for 14 min 49 sec rice summary verage nightly rate* EK 1,134.62 per night	Last name Email Use your email address to send you a contimiation email. (Optional) Yes, I would like to receive news via email and commercial offers from the Radisson Hotel Group; ) can opt out any time. See our full privacy policy. Country or region of residence Select your country or region	Personal information i simply designe
born 1 cost SEK 4,538.48 <b>ibtotal SEK 4,538.48</b> itimated taxes SEK 544.56 itimated additio SEK 0.00 <b>itimated additio.</b> SEK 5,083.04 <b>itimated additio.</b> <b>itimated cost is only available in e currency applicable to the hotel</b> illowing the COVID-19 prevention assures, we would like to inform you that me areas or services at our property may reduced or limited during your stay. For y payments carried out, we promote cash memention the individue merch. Mis-	Additional details × Preferences Room 1 Room type	The bed reference can be selected by simply clicking on i
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Guaranteed On a Radisson Hotels website, get the best rate online—we guarantee it. Learn more>	Credit card         Suarantees your room for the arrival date.         Image: Im	Different payment method
	Review my booking     Check-in     Check-out       Thu, 10 Feb 2022 - 3:00 PM     Mon, 14 Feb 2022 - 12:00 PM	Possibility of change No indication of further actio









Karolina Sicinska





Colour change of background and logo, as well as collaps of rooms / flat search

Title of the new paragraph is still visible before scrolling. A lot of white space and reduced presentation.









10

Additional offers. Title only, no further description, photographs with people.





12

13

Offers inspiration for future getaways.

Four-column footer with support information

Buttons for language and currency change: language selection shown with current language.

Aberdee Scotland Berwick-upon-Tweed England Cardiff Wales Support

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Cardiff Wales	Castleton England	Cheltenham England	Show more		
Support	Community	Hosting	About		
Help Centre	Airbnb.org: disaster relief housing	Try hosting	Newsroom		
Safety information	Support Afghan refugees	AirCover: protection for Hosts	Learn about new features		
Cancellation options	Celebrating diversity & belonging	Explore hosting resources	Letter from our founders		
Our COVID-19 Response	Combating discrimination	Visit our community forum	Careers		
Supporting people with disabilities		How to host responsibly	Investors		Social modio buttone are liere
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© 2021 Airbnb, Inc. • Privacy • Terms • Siten	map + UK Modern Slavery Act + Company details		⊕ English (GB) € GBP <b>f</b> ¥		but are easily recognizable on
					the slightly grey background.







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The search fields remain after the travel data have been entered and allow the search criteria to be changed.	Price V Type of place V Free cancellation Wifi Kite 300+ stays in Lucerne Review COVID-19 travel restrictions before you book. Learn more	chen Air conditioning Washing machine Iron Dedicated workspace Free parking Hildisrieden Sempach Eschenbach	Become a nost ⊕ = Translation turned on × Titles and descriptions have been translated. Turn translation off in your language settings ⊕. has I move the map Dietwil Risch-Rotkreuz Buonas Risch
Listing of the results incl. price and short de- scription	Entire rental unit in Luzern Very nice apartment in the 3 guests · 1 bedroom · 1 bed · 1 ba Free parking · Kitchen · Wifi ♥ Rare find ★ 4.78 (195 reviews)	e centre of Lucerne athroom £119 / night £355 total Emmen	Inwil Root Ureente Buchrain Dierikon Udli £78 Küssnacht
Hovering over an accomodation result will highlight it on the map.	Entire rental unit in Luzern 36R Beautiful Studio in Cit 2 guests - Studio - 1 bathro Kitchen - Wifi - Washing machine	bom	Ad' £68 vil schoold £55 Greppen Meggen
	airbnb 🖉	Start your search Q Become a	host 🕀 = 🚺
Short title, reviews and location	Very nice apartme ★ 4.78 (195 reviews) - Luzern, Sw	ent in the centre of Lucerne itzerland	<u>A Share</u> Save
It is immediately visible that there are more photos of the accommodation.	Entire rental unit hosto 3 guests · 1 bedroom · 1 bed · 11	ed by Pete bathroom	iii Show all photos
Information about the location and room / flat	Entire home You'll have the flat to yoursell         Image: Self check-in You can check in with the door         Image: Self check-in You can check in with the door         Image: Self check-in You can check in with the door	E97 / night	★ 4.78 ( <u>195 reviews</u> ) HECKOUT 3/02/2022
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