

CUSTOMER REFERENCE SHEET

Everything You Need To Know About Campspot's OTA Offerings



Intro to OTAs

What is an OTA?

An OTA, or online travel agency, isn't just a booking website; it's your guests' passport to an adventure-filled journey! OTAs like Airbnb, Booking.com, and Vrbo as your guests' travel companions, helping them explore and book future camping experiences tailored to their desires.

How does an OTA work?

It's a straightforward process. Your property management system (Campspot) connects with a channel manager to share room inventory and rates on OTAs. This ensures your listings are always up to date.

What is a Channel Manager?

Channel Managers allow you to manage multiple OTAs, like Booking.com, Airbnb, Vrbo and more, from one platform. This gives Campspot the ability to push availability to keep your calendar up to date and save you from manual updates.

What is the benefit of integration with OTAs?

Integration with OTAs means more eyes on your listings, particularly from new audiences who might not otherwise find you. The more integrated you are, the more opportunities arise—it's your ticket to a fully booked calendar.



Campspot Marketplace

The Campspot Marketplace is the largest private-campground specific online travel agency (OTA). Tailored to the unique needs of campground owners, the Campspot Marketplace helps campgrounds to increase exposure and occupancy, and seamlessly connect with consumers during their campground search and booking journey.

Benefits for Campspot users:

- Increased exposure for your park to new audiences
- Access to Campspot as a marketing partner, offering high-value promotion campaigns and National PR
- Seamless integration with your listings, connecting your booking and dynamic pricing rules, add-ons, terms and conditions, direct payment based on park preferences, online guest service functionality, grid optimization, site locking, and more

Cost of integration:

- No setup cost for listing
- The existing 10% commission rate for bookings made through Campspot.com stays consistent, preserving your pricing structure.

Get started today!

As a partner of Campspot, your park is automatically enrolled in Campspot Marketplace. If you would like to learn more, visit support.campspot.com/campspot-marketplace



92%
of Marketplace customers
booked at a property they've
never stayed at before.

Roverpass

Enjoy automatic integration with no additional fee when your park is listed on RoverPass, seamlessly connecting potential guests directly to the Marketplace listing. Experience the benefits of no setup required and no additional costs beyond standard booking fees, while ensuring representation of all Site Types and application of Campspot setup to bookings.

Cost of integration:

- **No Additional Costs:** Seamless integration comes at no extra expense for your park.
- **Maintained Pricing Structure:** The existing 10% commission rate for bookings made through Campspot.com stays consistent, preserving your pricing structure.

Get started today!

As a Campspot partner, you are automatically listed on Roverpass. For more information about this automatic integration, visit support.campspot.com/roverpass-integration



Airbnb

Airbnb, a renowned online marketplace, enhances park exposure by showcasing Lodging Site Types to a diverse audience. This integration, facilitated directly through Airbnb, streamlines listing setup, rule management, and reservation synchronization, optimizing visibility and reservation handling efficiency.

Get started today!

For more information on this integration including how to get started, visit support.campspot.com/airbnb-integration

Booking.com

Enhance campground visibility and streamline reservation processes for Lodging Site Types on Booking.com through Campspot. Seamlessly list Site Types, efficiently manage pricing and fees, and stay informed about reservations, offering convenience to a broader audience.

Get started today!

For more information on this integration including how to get started, visit support.campspot.com/booking.com-campspot-integration

BnBerry: Airbnb and Vrbo

Connect your campground to Airbnb and Vrbo seamlessly through BnBerry for enhanced exposure. List Lodging Site Types, efficiently manage pricing and fees, and stay informed about reservations expanding your park's reach to a broader audience.

Get started today!

For more information on this integration including how to get started, visit support.campspot.com/bnberry-integration-setup

Cost of integrations:

- Campspot charges a \$10 per month per park fee to access select integrations. If you are already taking advantage of another integration for your park, there will be no added setup costs.
- Your existing Campspot online booking fee applies to any reservation made through the OTA service.
- Additional fees or commissions from the OTA will be communicated during their sign-up process.

Curious about Campspot's additional integrations?

Check out the Campspot Integrations Portal to see our other exciting integration opportunities.

[Go To The Portal](#)

