



## Teaching for sales staff - Part 3

### The „1-click-package“

#### 1. What is a „1-click-package“?

The „1-click package“ is the ideal solution for every travel agent (and also every consumer/end user) to book (and pay for) comprehensive travel offers (in the case of JMS for cyclists, hikers, bikers, public transport travellers) as simply, quickly, digitally (i.e. also bookable on a mobile phone!) and thus inexpensively as possible.

For travel agents, these „1-click packages“ have the advantage that even niche offers (which usually require intensive consultation and are therefore „expensive“) can be communicated to the customer in the simplest way - because in principle the following applies: What can be booked online „with 1-click“ with the provider JMS can also be booked online and with 1-click with the agent/reseller/key account.

#### 1.1. The „services“ in the „1-click-Package“:

In principle, „1-click packages“ can be formed and composed by the provider JMS in very different ways. The most important basic principle of these offers must be simple: A „1-click package“ always has a fixed travel programme, an equally fixed service package and thus a fixed package price, which cannot be changed but can only be supplemented or reduced in price by additional „services“ (e.g. additional nights before the start of the trip or after the end of the trip, by a single room supplement, by a rental bicycle) or „reductions“ (children's discount, group discount).

The following „services“ (all produced and sold directly by JMS) are included in such a „standard offer“ defined by JMS on all national (and selected regional) routes of the hiking, cycling and biking country Switzerland:

Basically: the JMS-exclusive „all-round service“, which starts (for Swiss guests) before departure at home or - for foreign, „incoming“ guests - on arrival at the airport, at the railway station, at the car park and ends on return to the domicile or to the airport/the railway station/the car park):

- „knowhow“ for advice on travel arrangements by JMS specialists.
- **Meet&greet&briefing** on arrival of the foreign guests at the airport/railway station/car park or at any other address in Switzerland
- **Transfer of the foreign guests** by JMS to the starting point of the tour and back from the final destination



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- **daily luggage transport** from/to domicile in Switzerland/airport etc. and from accommodation to accommodation
- **Helpline 7/7, 24/24** operated by specialists with technical and linguistic knowledge.

## **In addition (new!):**

- **all accommodation during the booked tour in the offered category** (for the „Standard Offer“) = \*\*\*-hotels in double room with breakfast.
- **Additional nights on request:** before the start or after the end of the tour (but not during the tour).
- **Rental bike on request:**

We recommend that you bring your own bike if possible or reserve a bike of your size and type directly with the provider [www.rent-a-bike.ch](http://www.rent-a-bike.ch). JMS can arrange the transport of your rental bike from the rental station to the start of your tour and back to the rental station (see „Bike transport“ service).

## **1.2. When can a „1-click package“ be booked?**

- **Anytime/daily and everywhere** during the entire travel season (Veloland Switzerland: 1 April to 31 October 2022)
- **Always „free sale“**, i.e. a booking is immediately confirmed, it is the responsibility of the provider JMS to reserve the necessary „all-round services“ as well as the rooms in the comfort category offered and at the stage locations according to the programme.
- **Short notice:** Thanks to the sale of JMS's own services „ex factory“ and thanks to the first priority given to the partner hotels of „SwitzerlandMobility“ (whose location is indicated on the interactive route maps of „SwitzerlandMobility“ by means of a pictogram!), a „1-click offer“ can also be booked at very short notice and „free sale“, i.e. by 17:00 on the evening before the planned start date.
- **Travel documents in digital form:** This last-minute booking date is possible because the guest receives all travel documents from JMS (travel programme with booked hotel addresses, route maps, vouchers for baggage transport, etc.) in digital form by e-mail or by means of a reference to the free SwitzerlandMobility app.

This eliminates the need for time-consuming and „unsafe“ postal dispatch!

- **„Helpline“:** If necessary, the JMS specialists are available on the mobile phone 7/7 days a week and 24/24 hours a day.



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## 1.3. How is a „1-click package“ calculated?

Offer with all-round service (all prices in CHF and per person)

Since a „1-click package“ cannot be modified, the price of the entire package is always fixed from A to Z: there are none of the usual „surcharges“ for low season, certain days of the week, individual travellers, etc. Only the „additional services“ (e.g. additional nights, rental bike, single supplement) or the „reductions“ (for children, groups) are added.

The price calculation is transparent and looks as follows for the „standard offers“ on all „SwitzerlandMobility“ routes:

**Guests with domicile in Switzerland : Service „Luggage- and bicycle transport to and from domicile“,** i.e. from domicile to the starting point and back from the destination to the domicile **110.-**

**Guests from abroad : Transfer with luggage and bike transport**  
luggage and bike transport from ZRH, BSL, GVA or from chosen address in Switzerland (railway station, business address, holiday home) to the starting point and back from the destination, inkl. meet&greet, briefing **180.-**

**6 additional „luggage transports“** (for 8 days/7 nights/  
6 bike stages, hotel-to-hotel à CHF 25.- **150.-**

**Service „knowhow“** = planning and booking of all services of your tour incl. accommodation and (on request) incl. rental bike **35.-**

**Package prices „all-round services from JMS“ net =**

- Guests with domicile/address in Switzerland, gross	295.-	
minus 20% package discount = net		<b>246.-</b>
- Guests from abroad with flight arrival, gross	365.-	
minus 20% package discount = net		<b>292.-</b>

**7 nights hotel accommodation \*\*\*standard, double room**  
with breakfast special price JMS : 90.-/night/person = **630.-**



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## **Total package prices incl. accommodation for 8 days/7 nights (in CHF, per person)**

### **Total price (net) incl. all-round service and incl. hotel accommodation:**

- |   |                   |
|---|-------------------|
| - Guests with domicile/address in Switzerland | <b>876.- (*)</b>  |
| - Guests with flight arrival from abroad      | <b>922.- (**)</b> |

(\*) Passenger transfer from domicile/address to tour start and back from tour destination  
= by public transport, not included.

(\*\*) Passenger transfers from arrival point in Switzerland (airport, train station, holiday or business address, etc., incl. meet & greet, briefing) to tour start point and back from destination  
= with JMS, included.

## **1.4. Supplement**

See „ Rhine Route No. 2, Andermatt - Schaffhausen“, 8 days/7 nights/6 cycling stages as a concrete example of a „ 1-click standard offer“ on a national Veloland Schweiz route.