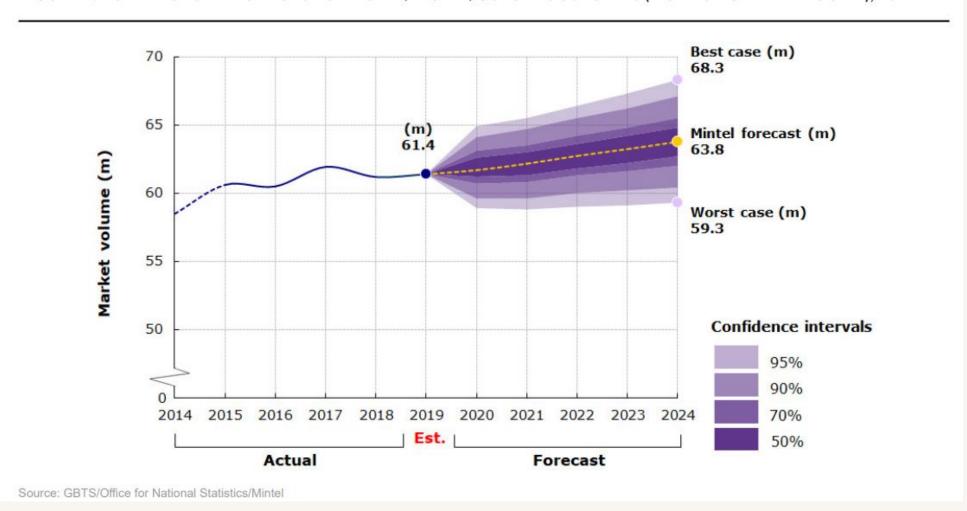


#### **2020**PREDICTIONS

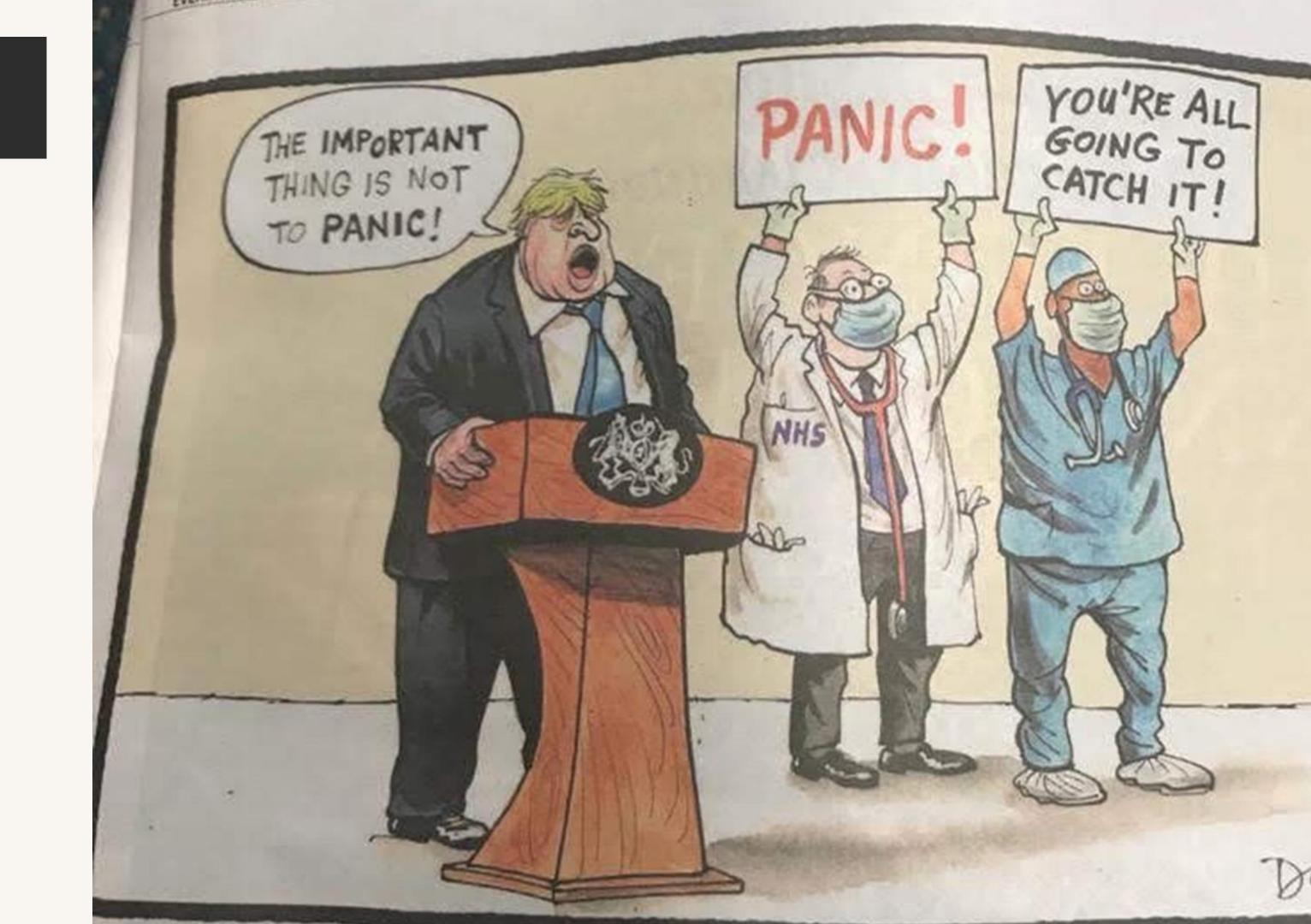
#### TRAJECTORY TAKEOFF

FIGURE 1: TOTAL VOLUME FORECAST OF HOTEL/MOTEL/GUESTHOUSE STAYS (DOMESTIC AND INBOUND), 2014-24



Best Western. The Grand Hotel

REALITY





## HOW RIGHT WE WOULD BE, BUT ONLY WHEN EVERYTHING WENT WRONG



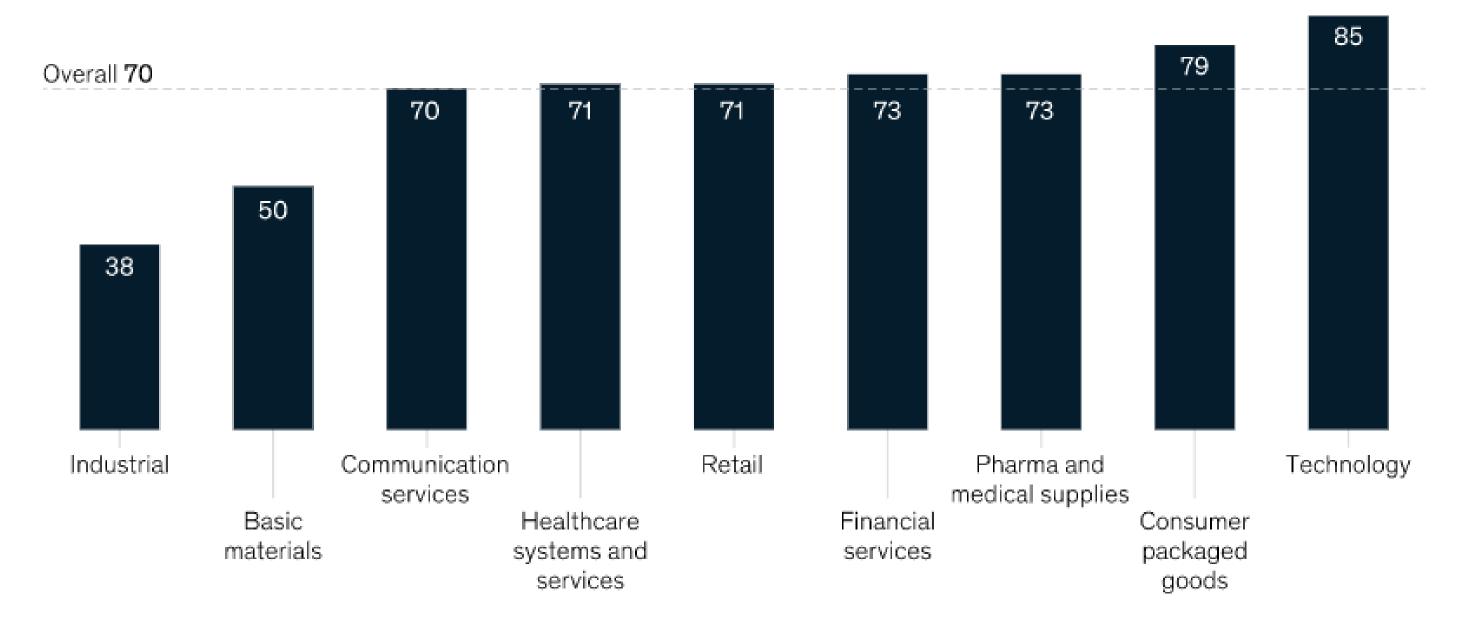
# TIGER TIME



#### **CREATIVITY**

Nearly three of four executives agree that changes brought about by COVID-19 will be a big opportunity for growth, with variation across industries.

Share of executives who expect the COVID-19 crisis to be 1 of the biggest opportunities for growth in their industry, %



Source: McKinsey Innovation through Crisis Survey, April 2020



# unleash the inner underdog

# unleash the inner underdog

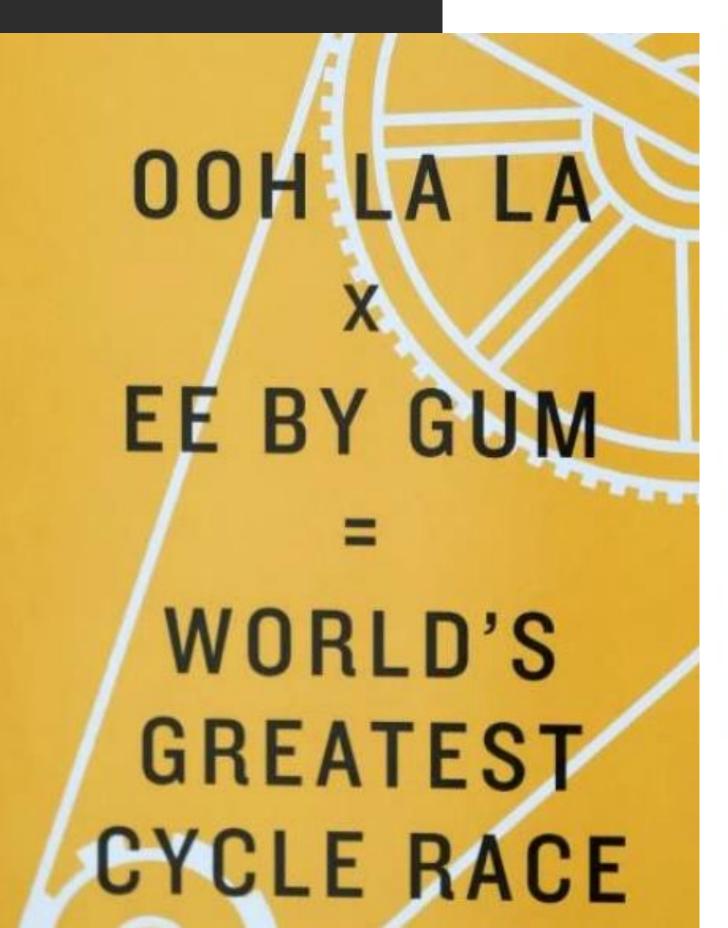
### own the crisis

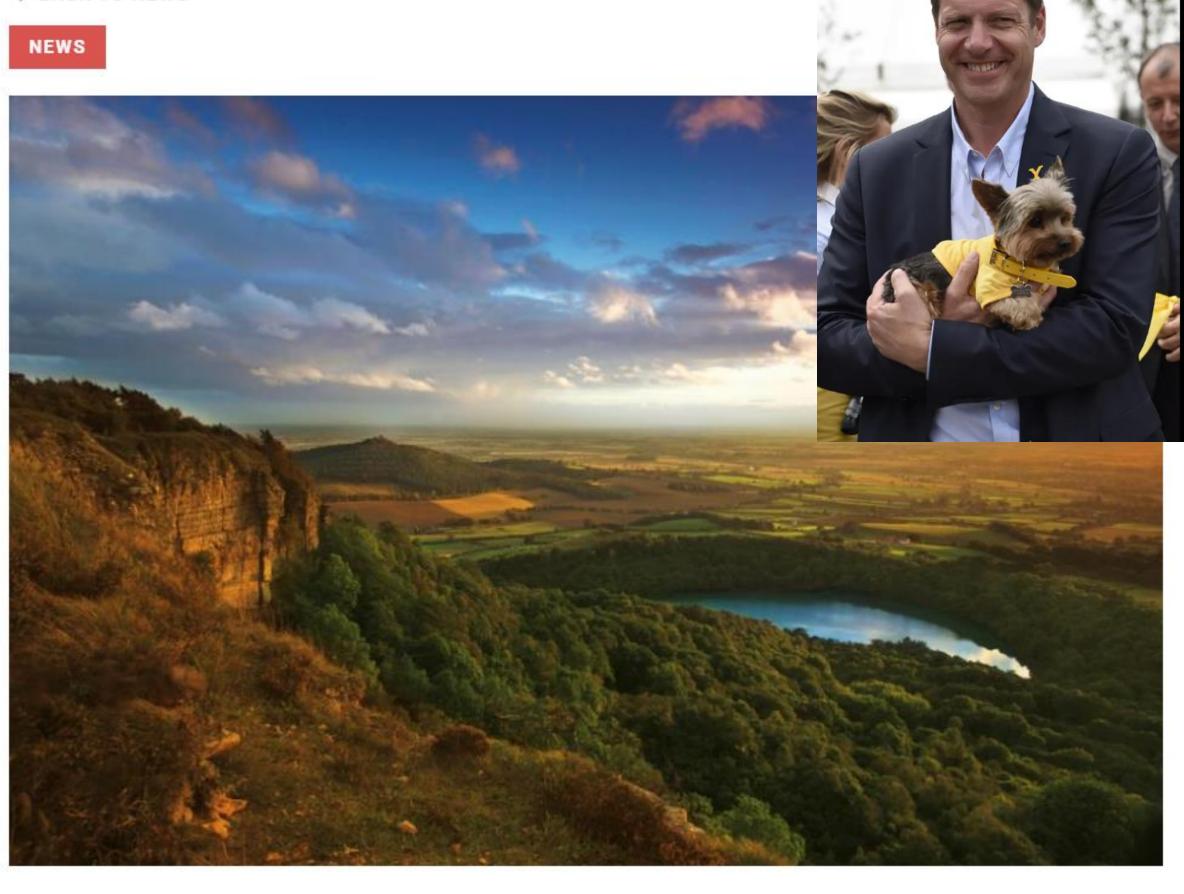




**CREATIVITY** 

ENERGY OF NEW IDEAS



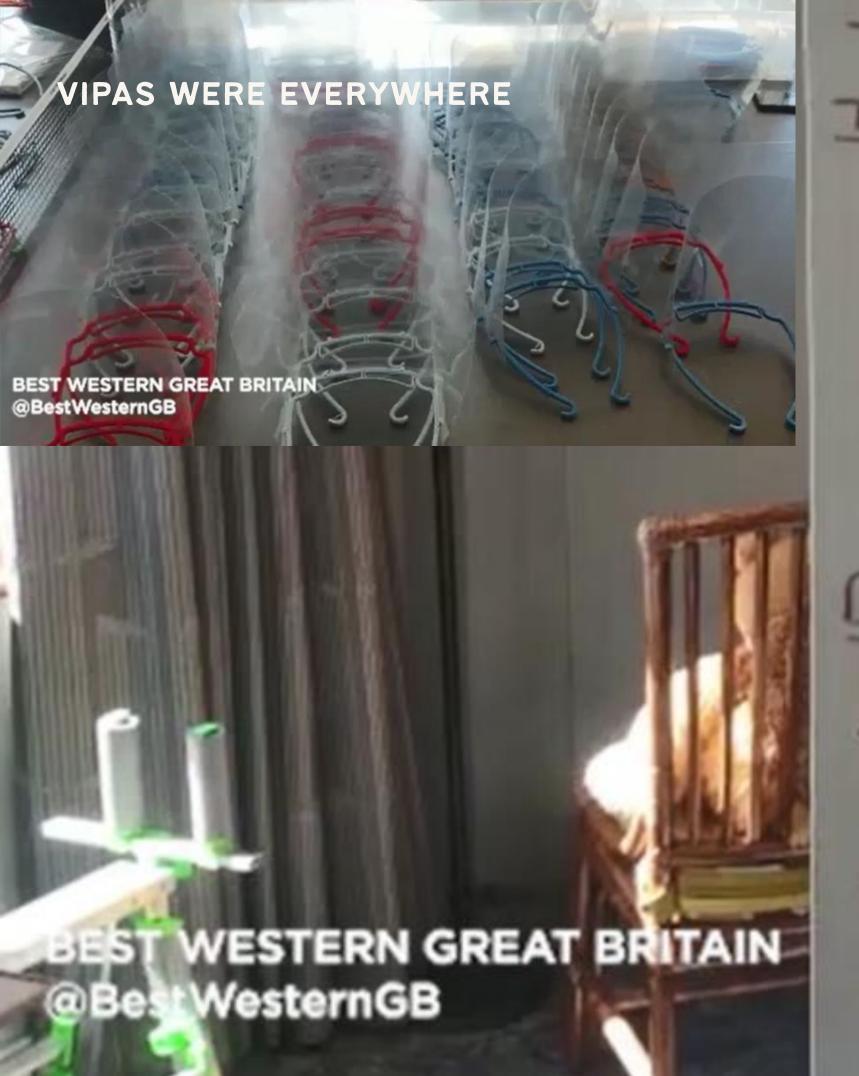


**<** BACK TO NEWS

French President gives support to Yorkshire's Tour de France bid

# gather your vipas





Tours: To be bagged 50 x Charlotte-district nurses 50 x Marie aure 50 x Dangelish ward-metton nospital Deliveries-mon 80 x Glerfield ICUV 50 x Precious - care commenty 40 x Egerson Care name 1



## don't play safe, safe is risky

IN 1778 WILLIAM CLARK FINDS A DRAPERS BUSINESS IN LONDON
EXTENDS TO CHELTENHAM AND HARROGATE
GROWS ACROSS BRITAIN AND DENMARK
IT WAS A HUGE SUCCESS
178 LOCATIONS OVER 243 YEARS OF TRADING
AT ITS HEIGHT IT WAS VALUED AT OVER £1.7BN

**#INNERUNDERDOG** 

# BRAND BECAME IRRELEVANT STOPPED INNOVATING WITH DESIGNERS IT DIDN'T REACT ONLINE TOO LITTLE TOO LATE

# unleash the inner underdog

# hotels to hospitals









#### Patients sent to hotels to free up beds for Covid care

#### Exclusive

#### Denis Campbell Robert Booth

Thousands of hospital putiests are set. to be discharged early to botids or their own horses in order to free up beds for Covid-oy sufficeers needing life or death core, the Coordies has learned.

Hospital chiefs in England inneed. to start discharging patients early on a st alle outver sweet, as are engined this accord to create "intra emergency contingency capacity" and stop parts of the NRS-collapsing, senior sources said.

Documents seen by the Guardion also reveal that the SHS is asking: care homes to start accepting Govid. patients directly from hospitals without a recent negative test, as long as they have been in isolation for 14 days. and have shown no new symptoms.

Under the "home and hotel" plan, patients discharged early intoa hotel will sective help from volumtary organisations such as St John. Ambulance and the British Red Cross, arread forces medical personnel and any available NGS staff. The London

Hotel Group (LHG), which owns the Best Western chain, has started taking Covid-positive patients from King's College Hospital in south London and is looking after there in its botel in Croydon. It is in talks with 30-other NIIIS treats and says it could provide

Fundam will be expected to play a key role in monitoring and caring for loved ones who are sent home days or weeks before they would otherwise have left hospital, with support from health professionals where possible.

The plans come axed grewing concern that hospitals will soon be overwhelmed and that the crisis may not peak for several weeks. More than 35,000 Covid patients are in UK hospitals, with that number rising by 6,213

NHS leaders fear that the Covid variant, which has fuelled infection rates in London, south-east and east England, Inving many hospitals strug gling to cope, will soon 4 other same to the anoth-west and north-west.

Biocord levels of sickness absence it the bealth service and its central role in the government's mass vaccinal drive led NHS sources to @@



it's making sure that the equipment and

#### More about coronavirus

EASY STEPS: What should I do?

the trained staff are there as well.

- A SIMPLE GUIDE: What are the symptoms?
- CONTAINMENT: What it means to self-isolate
- LOOK-UP TOOL: Check cases in your
- VIDEO: The 20-second hand wash

Hotel chain Best Western said it was considering turning some of its properties into temporary hospitals to help the NHS.

Chief executive Rob Paterson said Best Western would discuss the idea this week and "would be willing to take unprecedented steps to support the national effort".

The chain reported an increase in cancellations over the last month as a

#### Hotel chains in talks to turn properties into NHS hospitals

Logistics of giving rooms to vulnerable groups or medics under discussion

Coronavirus - latest updates

The chain, which is the largest independent

Rob Paterson, chief executive officer of Best

to take unprecedented steps to support the

unprecedented territory so we would be willing

"If the NHS wants additional bed space, and we

right medical equipment and supplies, and we

having those conversations immediately,

"Whatever we can do to help."

can do it safely, then we would be willing to start

can partner with other companies to provide the

Western Great Britain, said: "We are in

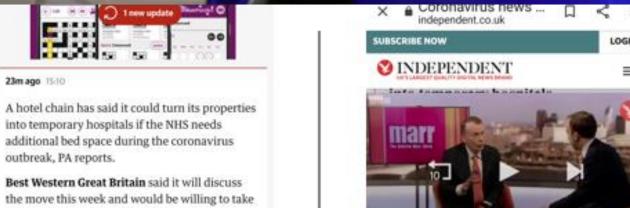
significant increase in cancellations over the last

hotel group in Britain, said it had seen a

month due to the outbreak,

national effort.

See all our coronavirus coverage



unprecedented territory so we would

"If the NHS wants additional bed conversations immediately.

Best Western Great Britain said it will discuss the move this week and would be willing to take "unprecedented" steps to help.

The chain, which is the largest independent hotel group in Britain, said it had seen a significant increase in cancellations over the last month due to the outbreak.

Rob Paterson, chief executive officer of Best Western Great Britain, said: "We are in unprecedented territory so we would be willing to take unprecedented steps to support the national effort.

"If the NHS wants additional bed space, and we can partner with other companies to provide the right medical equipment and supplies, and we can do it safely, then we would be willing to start having those conversations immediately

### "unprecedented" steps to help.

unprecedented steps to neip.

Rob Paterson, the company's chief executive officer, said: "We are in be willing to take unprecedented steps to support the national effort.

space, and we can partner with other companies to provide the right medical equipment and supplies, and we can do it safely, then we would be willing to start having those



#### Fred Sirieix @ @fredsirieix1 · 17h

We got beds <a><u>@MattHancock</u></a> where are the ventilators?



#### Fred Sirieix @ @fredsirieix1 · 17h

Well done @BestWesternGB you are showing the example and leading from the front. That is exactly what we all need to do to defeat the virus. I am so proud of you. Thank you.



17 2

 $^{\circ}$  15





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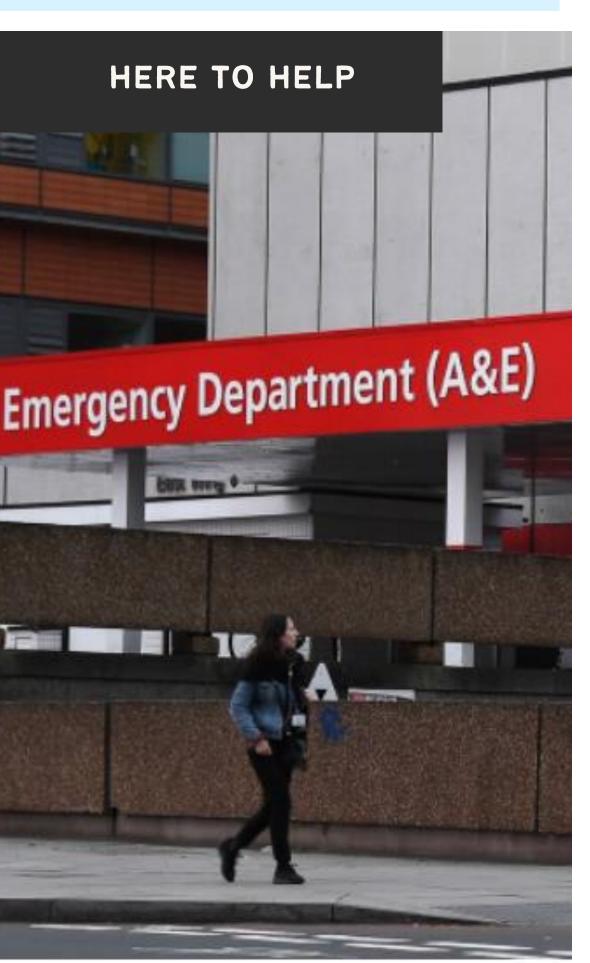








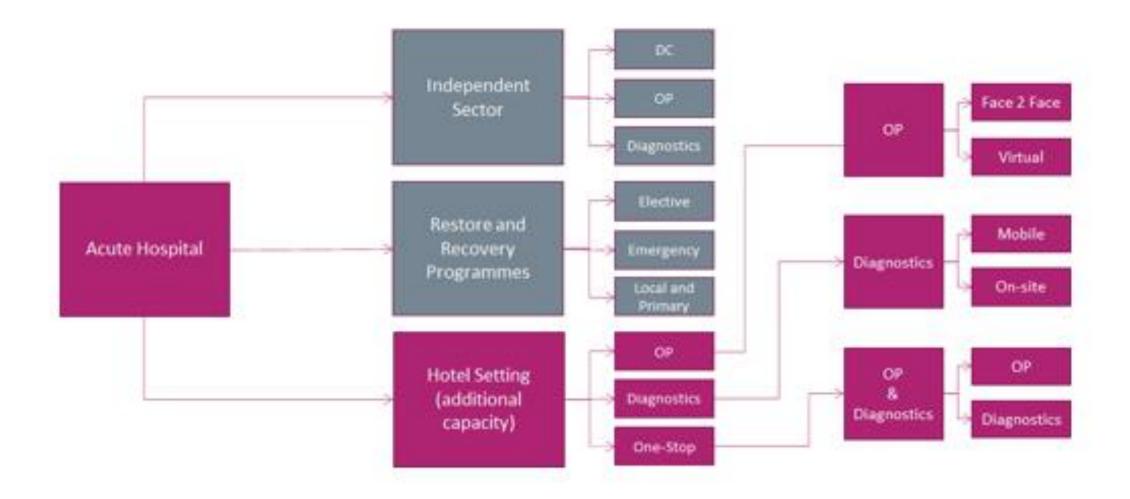
#### Process C-19



Process C-19 was established as a not-for-profit organisation to help NHS hospitals with capacity constraints during the Covid-19 pandemic crisis. It was founded by medical, hospitality, infrastructure, legal, insurance and logistical leaders and organisations, emphasising governance and oversight.

Our **extensive medical team** comprises a number of the UK's leading specialist practitioners and organisations involved with medical and surgical care, rehabilitation, infectious disease, intensive care, virology and immunology and includes experts from University of Oxford Medical School, University College London, the Royal Free Hospital and Professor Hugh Montgomery, director of the Centre for Human Health and Performance at University College London and an expert in lung injury. The outpatient solutions developed by Process C-19 are based on a **detailed modelling and feasibility** study with Medway Innovation Institute. All plans have had CQC guidance and comply with guidelines.

#### Potential Hotel Model: Outpatients, Diagnostics and One Stop Shop Concept



My Ac



Where are you going?

GB \*

Check in

Check out

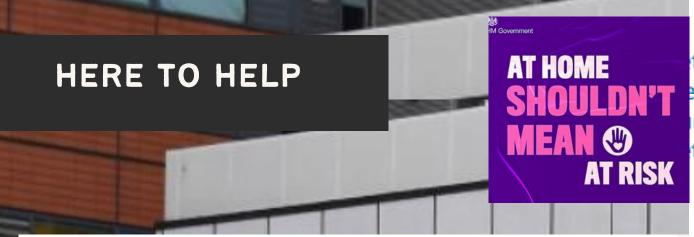
Guests

Hotel, place, postcode, attraction X

Tue Apr 19

Wed Apr 20

1 adult, (1 room)



t NHS Foundation Trust was created e merger of Somerset Partnership indation Trust and Taunton and t NHS Foundation Trust



Good morning Charlotte & Andrew,

I just wanted to drop you a quick line to express my gratitude for your offer to assist in this incredibly difficult time. The need to support our most vulnerable adults and children remains a priority for us and having options and contingencies to continue with this service is vital.

Again, many thanks and I hope you keep safe and well

**Nick Glister** 

**Eme** 

Detective Chief Inspector 4645 | PVP Buckinghamshire | Aylesbury Police Station, Wendover Road, Aylesbury, HP217





9 June 2020

**Best Western Hotels** 

Sent via email to:

#### Offers of accommodation provided to Somerset NHS Foundation Trust

On behalf of all my colleagues at Somerset NHS Foundation Trust, I would like to take this opportunity to thank you for the generous offer of accommodation and support you have provided. As you may be aware, from 1<sup>st</sup> April 2020 our Trust includes our acute hospital at Musgrove Park and our Community Hospitals and Mental Health sites across the county.

Over the last few months, the generosity and kindness that we have been shown by all Somerset communities including many local businesses, organisations and individuals has been overwhelming. It has meant a great deal to all of us and made a difference to the morale of colleagues who have all worked hard in either delivering or supporting services to patients and families who we have cared for during this very difficult time.

Thank you so much for your generosity which has meant so much to all of us, bringing a smile to our faces during what have been rather long and arduous days. Your kindness will not be forgotten.













Good morning Charlotte & Andrew,

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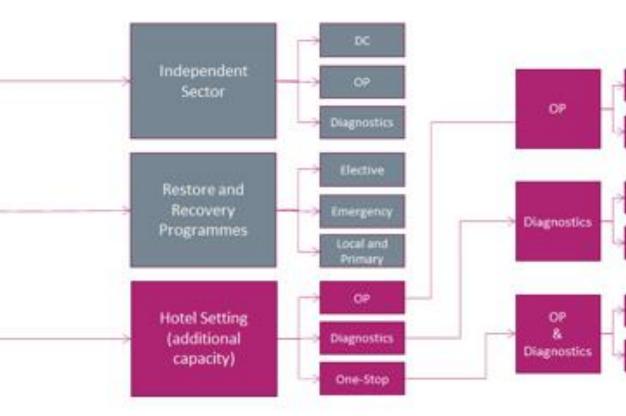
Again, many thanks and I hope you keep safe and well

#### **Nick Glister**

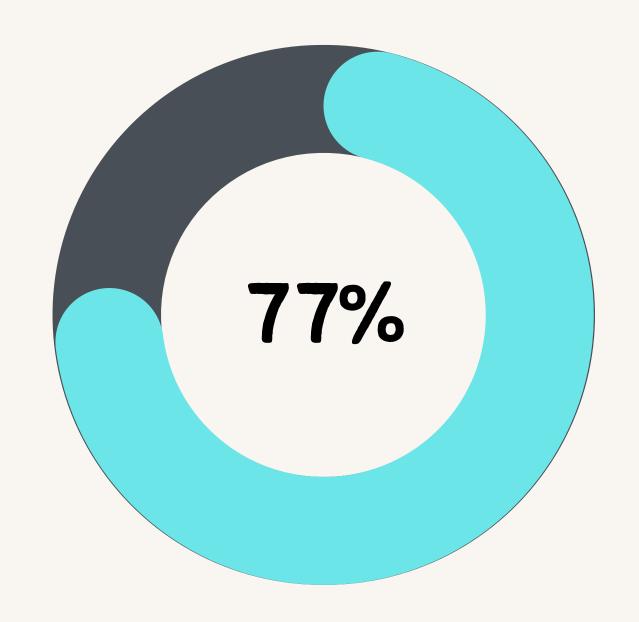
Detective Chief Inspector 4645 | PVP Buckinghamshire | Aylesbury Police Station, Wendover Road, Aylesbury, HP217



#### lel: Outpatients, Diagnostics and One Stop Shop Concept



## go beyond what you thought was possible... when faced with the impossible



reduction in brand rejectors



16% positive swing in consideration





# unleash the inner underdog

#INNERUNDERDOG

2

#### gather your vipas

#INNERUNDERDOG

#### own the crisis

#INNERUNDERDOG

2

#### don't play safe, safe is risky

#INNERUNDERDOG

## thankyou

