

# THE BUSINESS BEHIND CORPORATE TRAVEL



## QUEST SERVICED APARTMENTS

New Zealand and Fiji has made the business of travel a highly successful venture with a property portfolio worth over \$250 million, and turn over in excess of \$35 million per annum.

The largest serviced apartment network across the region represents 27 properties stretching from Invercargill to Suva, and is poised for further expansion with 4 more planned over the next 2 years.

Launched in 1998, following the success of the model in Australia, Quest has grown at a steady rate of 2-3 new properties per year. Each property is based on 40-50 apartment complexes, mixed with studio, one and two bedroom apartments.

Well located in business hubs, each property is closely aligned to location features including conference venues, restaurants and bars. All Quest properties are Qualmark rated 4 or 4.5 star standard and the majority of the network has also achieved

Bronze Enviro status for their commitment to sustainability.

Quest guests are both short and long stay business travellers; they are professionals whose working lives involve regular travel or relocation. Then on weekends and holidays, Quest often welcomes the very same business travellers back as leisure guests.

Guest feedback highlights a number of reasons for choosing Quest; at the top of the list are value for money rates and the conveniences that come with a fully self contained apartment (7 day per week reception, daily room cleaning, laundry/valet, internet access, breakfast packs, pre-arrival pantry shopping service and restaurant charge back). With the independence of the Quest experience, guests can avoid high costs often associated with food, beverage and laundering when staying at a hotel.

For corporates, Quest offers the convenience and assurance of a fixed rate option. As CEO Stephen Mansfield explains;

“For all our corporate clients and especially SME’s, the assurance of a fixed rate is one less business variable to manage, we understand the value of that, we’re business people ourselves. Some of our guests have expressed frustration with the hotel sector, where a room worth \$100.00 today can be sold at \$200.00 tomorrow. At Quest we focus on delivering certainty to the corporate traveller - certainty of product standard, room availability, price, service and location.”

Recently Quest joined the New Zealand Institute of Management (NZIM) and the Project Managers Institute of New Zealand (PMINZ) as the exclusive accommodation provider. Fellow members who book direct will enjoy a standard rate of \$115.00 plus GST, available at Quest properties throughout New Zealand and Suva. This rate represents the maximum they will pay, and if the member books direct via the Quest website they will also be able to enjoy any special rate of the day that happens to be lower.



**Quest Serviced Apartments**

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