

ADVISORY & OUTSOURCED REVENUE MANAGEMENT SERVICES

INCLUDED SERVICES	ESSENTIAL	STANDARD	PRO
Meetings and Communication			
Revenue strategy webinar	Monthly	Bi-weekly	Weekly
On site face-to-face meeting	Yearly	Twice a year	Quarterly
Helpline / Support (answer)	Within 48h	Within 36h	Within 24h
Budgeting and Forecasting			
Rooms revenue forecast per day current +3 months	Monthly	Bi-Weekly	Weekly
Rooms revenue forecast per day current +6 months	X	Bi-Monthly	Monthly
Completion of rooms revenue budget	Review Only	✓	✓
Pricing and Segmentation Strategy			
Daily public BAR pricing*	✓	✓	✓
Business mix optimization per season	✓	✓	✓
Inventory controls recommendations*	✓	✓	✓
High demand periods optimization	✓	✓	✓
Implement and review packages and promotions	✓	✓	✓
Yield Management			
Active yield management of segments and rates*	✓	✓	✓
Room type yield management*	✓	✓	✓
Group Revenue Management			
(Advisory) Group quotation guidelines	✓	✓	✓
(Advisory) Recommended quotations on group requests	✓	✓	✓
Training			
Basic revenue management training	½ Day Webinar	1 Day Webinar	1 Day On Site
Tools and Systems			
(Advisory) Review of existing systems (PMS, Channel Manager, RMS)	✓	✓	✓
Reports	Monthly	Daily + Bi-Weekly + Monthly	Daily + Weekly + Monthly
If available: Use of existing revenue management systems	✓	✓	✓
Online Distribution			
(Advisory) OTA optimization and selection of right partners	✓	✓	✓
Cost analysis per channel and optimization of channel costs	X	✓	✓
(Advisory) Selection of right wholesaler partners	X	✓	✓

*Daily updates next 30 days / Weekly updates next 90 days / Monthly updates next 365 days