

Select Services

INCLUDED SERVICES	BASIC	ECONOMY	STANDARD
Pricing and Restrictions			
Retail pricing	Weekly	Daily	Daily
Public rate pricing and restrictions	✓	✓	✓
Promotion selection and pricing	✗	✓	✓
High demand and event pricing	✓	✓	✓
Corporate rate analysis and pricing	✗	✗	✓
Seasonal pricing strategy	✓	✓	✓
Competitive pricing analysis and market share optimization	✗	✓	✓
Multi-segment rate plan building	✗	5/week	Unlimited
Meetings and Calls			
Revenue strategy web meeting	30min/week	45min/week	60min/week
Multi-segment rate plan building	✗	✗	✓
Systems and Reporting			
Utilization of key property systems such as CRS, PMS, and RMS	✓	✓	✓
Inventory Management			
Room type differential pricing optimization	✗	✓	✓
Room category overselling strategy	✗	✓	✓
Distribution			
OTA channel optimization including content and promotions	✗	✓	✓
GDS channel optimization including content and marketing	✗	✗	✓
Multi-channel rate parity management	✗	✗	✓
Group Strategy			
Group selling guidelines definition	✗	✓	✓
Ad-hoc group pricing where outside of pre-determined parameters	✗	✗	✓
Forecasting and Budgeting			
90-day rolling rooms revenue forecast by segment	✗	Bi-weekly	Weekly
180-day rolling room revenue forecast by segment	✗	✗	Monthly
30-day operational forecast	✗	✗	Weekly
Review of non-rooms revenue forecasts	✗	✗	✓