Focus on revenue strategy & RevPAR

Simplify, streamline and optimise all Revenue Manager's tasks

When it takes Revenue Managers so long to collect and process data to create reporting and forecasting estimations, all too often they are already out of date by the time they are produced. Coupled with aligning the different departments, properties and markets (if a group), hotels often end up following competitors instead of setting their own rate strategy. The result can be disastrous: lost revenue, wrong positioning, and stressed, overworked employees. For this reason, Guestline has partnered with Duetto to build a 2-way HTNG interface between Guestline Relzynx PMS and Duetto GameChanger.

The Challenge
No time to search, define and execute a cohesive brand and rate strategy.

The Solution
Automate repetitive and time-consuming tasks, distribute rates and restrictions with the 2-way interface between the RMS and PMS.

• ## Save time, stay in control
Process relevant data in real-time from multiple sources; request on-demand or automatic rate and restrictions suggestions, and build custom reports to get trends and insights you need to understand the recommendations, adjust, and distribute them across channels in no time.

• ## Increase RevPAR (up to 4.4% on average)
Open pricing methodology enables hoteliers to yield all segments (not just BAR rate), room types and distribution channels independently and in real-time.

How it works
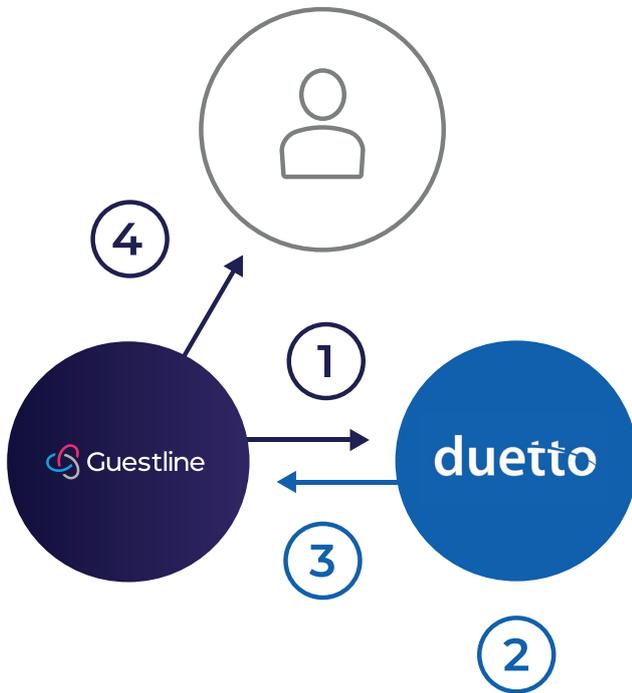
1. **Shared data**
   Guestline Rezlynx PMS sends reservations, rates, inventory, groups and room blocks to Duetto GameChanger via the Channel Manager (Roomlynx)'s HTNG connection.

2. **Automated recommendations**
   The GameChanger algorithm, following "Open Pricing" methodology suggests rates and restrictions based on PMS data, competitor pricing data, reviews & social media, market data, web shopping regrets & denials and air traffic.

3. **Rates & restrictions updates**
   GameChanger sends the new discounted rates automatically three times a day if in autopilot or manually at any time to Guestline Rezlynx PMS.

4. **Channel distribution**
   Guestline Rezlynx PMS sends the new rates and restrictions in real-time to the Channel Manager, so they are distributed across different channels.

Guestline