



# New Hotel Service Success Package

## Optimize Your Hotel's Revenue Potential from Day One of Operations

As many hoteliers continue to grow the size of their hotel portfolios through the construction of new hotels and the acquisition of existing properties, predicting exactly how business is going to unfold is becoming a very challenging task.

IDEaS Revenue Optimization has developed the New Hotel Service Success Package to provide your hotel the ability to understand and take control of your business from the very start of your operations.

### Key Benefits:

- Ensure a greater chance of higher revenue flow and better return on your investment from day one of operations
- Establish company standards and a successful revenue optimization culture from the outset

### Download a Free IDEaS Whitepaper:

**How to Ensure your Revenue  
Management Strategies are in Place  
from Day One of Operations**

<http://go.ideas.com/wp3>

### How it Works

IDEaS New Hotel Service Success Package allows IDEaS V5i Revenue Management solutions to be installed at the earliest opportunity and provide forecasts and decisions even before your hotel opens.

IDEaS V5i requires two different data types - Booking Patterns and Sales Projections. Booking Patterns are used to estimate how business will materialize and behave, and Sales Projections are used to forecast the volume and value of the demand.

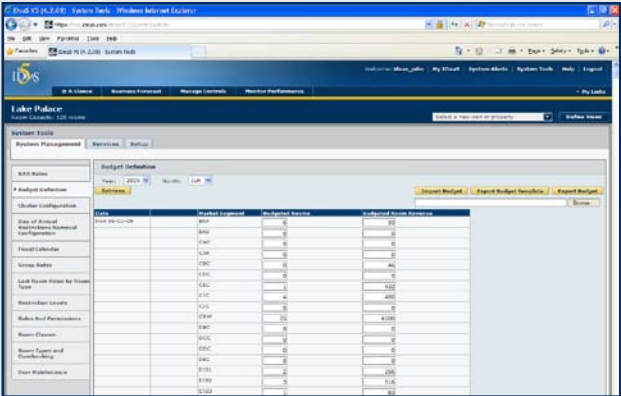
Booking patterns can be obtained using three different data source methods:

1. 'Cloned' data from one of your existing hotels (which has the IDEaS V5i solutions installed);
2. Data taken from the IDEaS Generic Patterns Database; or,
3. Actual hotel booking patterns through 90 days of learning

Even though the booking patterns exhibited in the first few months of a hotel's operation are often quite unpredictable, IDEaS V5i with New Hotel Service Success Package can provide forecasts and decisions for your hotel. As the true business patterns for the hotel emerge through on books data; the IDEaS Self Learning forecasting functionality will modify the booking patterns.

With IDeaS New Hotel Service Success Package and IDeaS V5i in place, a full set of sophisticated controls, overbooking and pricing will be produced and reviewed daily. When you are ready, automated decision upload to your reservations system can be activated at any time.

Opening a newly built or acquired hotel is always a considerable undertaking. Forecasts, Restrictions, and Pricing Decisions have to be produced from the start in order to run the business effectively. Having IDeaS New Hotel Service Success Package and IDeaS V5i in place allows your hotel to work within a disciplined revenue optimization culture from day one of your operations, which will bring long term revenue and efficiency benefits to your organization.



*Users easily interact with Budget Definition module to input the sales projections that are used as base data for forecasting the volume and value of demand.*

For more information visit, [www.IDEAS.com](http://www.IDEAS.com)



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For more information on the benefits of Pricing, Forecasting and Optimization visit IDeaS online at

[www.ideas.com](http://www.ideas.com)

