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IDEaS Revenue Optimization Appoints Fabian Specht as Regional Managing Director, EAME

March 05, 2010 - IDEaS Revenue Optimization, a leading provider of hospitality revenue management and optimization solutions, announced the appointment of Fabian Specht as regional managing director, EAME.

Fabian will replace current long-serving and valued leader, Uli Pillau, who has been with IDEaS Revenue Optimization for 11+ years and is stepping down in July to pursue other interests in the hospitality sector but will remain a close strategic partner.

Fabian has also been with IDEaS for 11 years, working very closely with Uli in the EAME region. His extensive hotel industry and leadership experience make him an ideal replacement for this position.

According to IDEaS Senior Vice President Joseph Martino, "We are excited to welcome Fabian to his new role as Regional Managing Director for IDEaS Revenue Optimization in the EAME region. We are confident that Fabian will continue to lead IDEaS, in the EAME region, with the same entrepreneurial spirit and commitment to business success for our clients that was demonstrated by his predecessor Uli Pillau."

Fabian is steeped in IDEaS' values, acting as trusted advisor for IDEaS clients throughout his tenure with the organization. Under Fabian's leadership, IDEaS clients will continue to experience the same level of professionalism and service for which IDEaS is renowned in the hospitality industry.

"IDEaS has a great future ahead. We have build up our reputation as premier provider for revenue management systems in the hospitality market with first class services supporting these systems. Our intention is to further strengthen this position and grow the market in EAME making our solutions available to more and more hotels. More recently we added the IDEaS Advantage division offering all services around revenue management consulting, outsourcing, training, etc. This makes it really exciting to be able to provide now a full solution offering for our clients that are seeking any kind of assistance and professional advise in the areas of revenue management and pricing that are so crucial and mission-critical for any hotel today," said Fabian Specht.

Fabian brings vast experience to the role, in both software as a service (SaaS) and the hotel industry. Prior to joining IDEaS Revenue Optimization, Fabian was the director of sales hotel systems, EAME for MICROS-Fidelio Software GMBH. Previous to starting his experience in the hotel technology sector, he worked for Inter-Continental Hotels & Resorts across multiple properties in different countries and regions.

"Fabian's accomplishments and experience in the hotel industry will continue to benefit IDEaS," said Ravi Mehrotra, president and founder, IDEaS. "We are confident Fabian's proven leadership and expertise will continue the accelerated growth that IDEaS has enjoyed and enable us to better serve our valued clients in the EAME region."

IDEaS, a SAS COMPANY, is a premier provider of enterprise revenue optimization solutions and services. IDEaS can help make an immediate impact on company revenue and profitability with its forecasting, optimization and pricing solutions. Headquartered in Minneapolis, IDEaS has technology, support, sales and distribution offices in North and South America, the United Kingdom, Europe, Africa, the Middle East, Australia and Asia.

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