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For additional information, please contact:

Star Bazella
Marketing Manager
Integrated Decisions and Systems, Inc.
+1 952 698 4200
Star.bazella@ideas.com
www.ideas.com

IDEaS announces certified integration with InnQuest Software

Integration between IDEaS Revenue Optimization and roomMaster 2000 Property Management System

MINNEAPOLIS, MN – FEBRUARY 22, 2007 –IDEaS, the leading provider of hospitality focused revenue optimization solutions and one of the industry’s fastest growing technology companies, today announced the immediate availability of a certified integration between IDEaS Revenue Optimization and InnQuest Software’s roomMaster 2000. The availability of the solution offers joint clients and future prospects the assurance of compatibility between the two products.

“For companies considering purchasing the respective solutions they can rest assured that the solution has been fully tested in live client environments and the clients themselves have been happy with the integration,” said Linda Hatfield, Vice President of Product Management for IDEaS. “Our goal was to provide peace of mind for our clients and prospects, and I am happy to say that it has been delivered.”

“With the availability of the InnQuest Software/IDEaS integration joint clients are now able to fully leverage the strengths of both our respective products,” added Robert Paresi, President for InnQuest Software. The integrated products have been installed at various joint clients including the San Juan Water & Beach Club Hotel in San Juan, Puerto Rico.

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“The importance of being able to couple IDEaS revenue recommendations with our existing roomMaster 2000 system made this integration especially important for our environment,” added Angel M. Vazquez, Corporate Director of Revenue Management and E-commerce for Tecton/Desires Hotels. “In our environment the use of IDEaS’ BAR reports gives us the ability to easily identify growth opportunities in the transient segment while at the same time, supporting our group business model.”

Key Product Highlights: IDEaS in use at the San Juan Water & Beach Club Hotel, Glenn Hotel and the Betsy Ross Hotel

- **IDEaS Best Available Rate (BAR) Module** is designed to help the hotelier answer the challenge of what rate to quote to the unqualified guest. Price too high and lose the guest; price too low and compromise your revenue. The IDEaS pricing engine selects the optimal rate with the highest probability of selling based on arrival date and length of stay.
- **IDEaS Reports** bring together the data you need in charts and tables with options to export to Excel or a PDF. IDEaS Reports are designed to highlight business trends and exceptions, review booking paces and showcase results of marketing activities as well as revenue management control reports. IDEaS offers over 30 easily accessible reports targeted to key areas of Forecast, Decisions and Management, users can measure ongoing performance against forecast and prior year’s performance.
- IDEaS web based delivery was designed to provide a faster, easier and more cost effective deployment method for hoteliers of any size and in any location in the world. IDEaS ASP deployment method offers hoteliers the best of both worlds, our award-winning technology delivered in an easy to purchase, faster to learn and conveniently supported way. IDEaS’ web delivery provides all the benefits of IDEaS’ technology with none of the encumbrances inherent in a traditional software purchase.

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About Tecton Hospitality/Desires Hotels

[Tecton Hospitality](#) and [Desires Hotels](#), the boutique division, provide a wide range of management services to both institutional and individual owners of hotels in the United States and Caribbean. The Desires portfolio currently includes the award-winning 93-room Sagamore Hotel, the 66-room Wave Hotel, the 83-room Circa 39, the 40-room Hotel Astor, the 61-room Betsy Ross Hotel and the 87-room condo hotel The Strand Ocean Drive in Miami Beach, Fla., the award-winning 84-room San Juan Water & Beach Club Hotel in San Juan, Puerto Rico, the 110-room Glenn Hotel in Atlanta, Ga., and the 235-room Hotel Mela in New York City, NY.

The Miami-based company also operates franchise hotels, including full-service properties and resorts under the Sheraton, Marriott, Hampton Inn, Choice and Holiday Inn brands. For more information about Tecton Hospitality, call (305) 577-8484 or visit www.tectonhospitality.com or www.desireshotels.com.

About InnQuest Software

[InnQuest Software](#) is a leading solutions provider for the hospitality industry committed to providing powerful, flexible, and easy-to-use Windows property management software at an affordable price. InnQuest Software's flagship product, roomMaster 2000, is used in over 3,500 properties of all sizes and types in 50 countries, including chain, independent, business, boutique, and resort hotels. InnQuest Software is based in Tampa, Florida, with regional offices in Australia, Canada and the United Kingdom. For more information, visit www.innquest.com

About IDeaS

[Integrated Decisions and Systems, Inc. \(IDeaS\)](#) is the leading provider of pricing and revenue optimization solutions that deliver measurable revenue increases. IDeaS enterprise software solutions create compelling value: Guaranteed revenue increases, increased profit margins and enhanced asset valuations.

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IDeaS primary market focus is the global hospitality industry. The Company's clients include some of the most-prestigious companies in the world, including InterContinental Hotels Group, Hyatt International, Hilton International, Mandarin Oriental Hotel Group, Shangri-La, Kempinski Hotels & Resorts, Conrad Hotels, Universal Orlando, The Venetian Resort Hotel Casino, Vail Resorts and Gaylord Entertainment properties, such as Gaylord Opryland.

Headquartered in Minneapolis, Minnesota, IDeaS maintains global technology, support and sales offices in North America, the United Kingdom, Europe, Australia and Asia. For more information, visit www.ideas.com or call +1 952 698 4200.

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