TECHNOLOGY SOLUTIONS – VISIT HERE FOR MORE INFORMATION

Automated RM System
Revenue Management System (RMS) is a software used to predict customer demand, optimize inventory and price availability, and maximize revenue growth. Revenue managers can divide the market and adjust products sales through distribution to the right customer, at the right time, the right price, the right place through the right distribution channel.
Prices vary. Contact your RAM for full details on systems including IDeaS, EzRMS, Duetto, Rainmaker, or other RMS.

Automated Commission Processing
The Onyx online commission processing service is an easy-to-use tool to reconcile and pay all travel agent commissions. This builds travel agency loyalty, decreases travel agent inquiries, saves staff resources, and easily tracks payment.
Complimentary set-up, €1.00 per transaction, plus travel agency commission (3% surcharge for credit card payments)

Hotel Booking Engine
Improve conversion and make your hotel booking engine stand apart from others through Preferred customization services.
Customization services start with packages at $250 or $125 per hour (Look at HotelPHG.com for examples)

EDUCATION – VISIT HERE FOR MORE INFORMATION

Foundation Revenue Management Training
This training workshop is designed to teach the foundation and key fundamentals of Revenue Management through this interactive 3-day instructor led course. You will learn various aspects of Revenue Management and will work with your industry peers on solving various case studies.
Classes ranges from $1500-$2000

Advanced Revenue Management Training
This advanced training workshop is designed to teach attendees how to develop an annual Revenue Management strategic plan. This will be a high paced, interactive session where attendees will work in groups with other industry peers, through various case studies to create an annual strategic revenue plan.
Classes ranges from $1900-$2500

Fundamentals of SynXis Training
This fundamental workshop is designed to enhance SynXis CR and Revenue skills, whether attendees are new to SynXis CR or would like a refresher course. Learn how to use SynXis CR to optimize room types for distribution channels, create policies, build rate codes, and more in an interactive, hands-on classroom.
Regional workshops begin at $395* + travel, Hotel On-site training begins at $2,400* + instructor travel (*or local equivalent)

Revenue Management Consulting Services
Our team will create a customized program including education, process improvement plans, consulting, and unique tools to help you optimize all aspects of your hotel's revenue and distribution management strategy.
Prices start at $1,500 for a single consulting agreement

Global Group Sales Seminar
The Group Sales Seminar is an opportunity for member hotels to discuss best practices, hear from senior industry experts, and learn new cutting-edge techniques and tactics. The seminar will focus on finding new business, tips and tricks, site inspections, and contract negotiations.
$1800 in New York, €1400 in Barcelona; check Events for other seminars near you.

Global Corporate Sales Training Seminar & Client Event
Join the Global Sales team in New York for training and workshops pertinent to the 2020 Corporate RFP Process and transient sales initiatives. The seminar will include a review of the corporate account survey, client Q&A panel, leisure sales overview and more.
April 22-24, 2019, Price: $2400 first attendee/ $1200 each additional attendee

BUSINESS INTELLIGENCE – VISIT HERE FOR MORE INFORMATION

Agency 360 - Travelclick.com
The only comprehensive database of agency bookings on the market, has the data you need to increase bookings, shift share, and improve performance. Access 100% of all travel agent bookings via the GDS, broken down by rate type, to compare corporate, consortia, and non-negotiated performance.
Price varies based on GDS transactions last 12 months; 10% PHR discount applied per annum

STAR Report – STR.com
The source for premium global data benchmarking, analytics, and marketplace insights. See your property's performance against the aggregated performance of your chosen set, select up to four competitive sets.
Price: US$650 or £650 (based on geographic location)

Rate Shopping Tool
Competitive Rate Shopping tools monitor and compare your rates with those of your competitors. Preferred Hotels & Resorts has partnered with industry leading OTA Insight and Rate360 by TravelClick to deliver this tool.
OTA Insight Monthly rates start at £60 / €75 / US$95 for Gold Level
Rate360 Rates based on volume of shopping — ask for a quote