

Representation and GDS Supplier selection

Representation companies provide an extensive array of services, from the full support of a soft brand such as Preferred Hotels, or simple connectivity to the GDS and support in getting a place in the major consortia programmes, such as SynXis.

Our services review the capabilities of these suppliers and match them to commercial requirements of the hotel or group. We thoroughly review reservation system functionality, channel management capabilities and sales and demand generation capability as required.

What we do

Review and assessment of a hotel's business, resources and gap analysis for provision of representation services

Review of potential supplier's service provision including:

- CRS functionality,
- CRS Market segment management capability such as Corporate, MICE, M&E Groups
- Connectivity to GDS and level of connectivity
- Participation in Best Available Rate programmes
- Marketing (electronic and traditional) and Sales capabilities
- Travel agent and consortia programme participation and management
- Other demand generation capabilities
- Channel management capabilities
- Web site functionality
- Voice service capabilities and coverage
- Distribution network
- Account Management
- Worldwide sales offices and coverage

What you get

Full analysis of your business as related to representation and services required

Full report on representation service providers

Recommendation in providers, contract negotiation and next steps

Best suited to

Individual Properties

Small Groups

Mid-Sized Groups

For more information please call +44 (0) 20 7635 6810 or email info@revenuebydesign.co.uk