

Take the guesswork out of Room Rate Management



Room Rate Management can be complex and time consuming, but it is critical to the success of your business.

It requires key staff to make rapid decisions, often with inconsistent data from many sources. It is prone to errors which can prove expensive.

If you sell 20 rooms x €20 cheaper than they should have been sold at for one night
 20 rooms x €20 = €400 lost revenue

OR

If your rate was €20 more expensive than it should have been and you lost the sale of 20 bedrooms
 20 rooms x €80 = €1,600 lost revenue

CLIENTS INCLUDE:



Testimonials

"Every hotel in Ireland should use this system!"

Ruairi O Connor - General Manager



"I would highly recommend any Hotel operation to use the RateWise software in helping grow revenues through simple yield management processes."

Simon Hodgson - Deputy General Manager



"...We have found that having the RateWise software is both a time saving and revenue maximising solution."

Lisa Leahy - Sales Director



"... All told we feel we have had an excellent return on our investment in the system."

Mary Buckley - Group Operations Director



"RateWise makes yielding so much easier."

Pamela Horgan - Revenue Manager



"RateWise has been the major factor in transforming our room revenue..."

Pius Furlong - General Manager



DOES THIS SOUND FAMILIAR?

How often do you have the time to review your room rates for the next twelve months?
 Are you consistent in your method of reviewing and updating your rates?
 How often do you monitor your pick up?
 Do you automatically amend your room rates when you get a group booking?
 Are you often interrupted and don't actually complete the task at all?

WHY CHOOSE RATEWISE?

- ✓ To ensure no more juggling with multiple reports, spreadsheets and calendars
- ✓ To ensure appropriate room rates for all levels of occupancy on all dates
- ✓ To provide significant savings on staff costs through reducing time spent managing rates
- ✓ To spend less time calculating rates thereby having the flexibility to manage rates daily
- ✓ To guarantee rate parity across 3rd Party Websites
- ✓ To avail of a Channel Management Interface to update 3rd Party Websites
- ✓ To set appropriate rates for special events e.g. concerts, matches, conferences etc
- ✓ To accurately report information on pickup, occupancy, ARR and RevPAR

HOW DOES IT WORK?

-  Rate Wise interfaces with the hotels Property Management System to pick up occupancy levels for all upcoming dates.
-  Rate Wise generates optimum room rates based on rules customised to your hotel's needs. These rates reflect occupancy, lead time, day of week and season.
-  Rate Wise instantly updates third party Internet Providers through a direct link to Channel Managers
-  A Revenue Management Consultant is available to work alongside you in customising the system for your needs in order to gain optimum results for your business.

