

Connex for Revenue Management Systems (RMS)

With Connex for RMS, hospitality sales professionals can confidently evaluate group business with a streamlined integration between Delphi® sales & catering and your revenue management system, providing both the insight and control you need to successfully increase revenues and profits.



CONNEX FOR REVENUE MANAGEMENT SYSTEMS (RMS)

EXTEND YOUR SALES & CATERING PLATFORM WITH SEAMLESS INTEGRATION OF REVENUE MANAGEMENT DATA

Connex for RMS provides hospitality professionals the ability to quickly and confidently evaluate group business opportunities via integration to Delphi sales & catering. As group business is created and modified in Delphi, booking details are electronically transmitted to your revenue management system. Connex for RMS streamlines the booking evaluation process, ensuring your sales teams are empowered to make the best and most profitable financial decisions for your business.

Without Connex for RMS, hotel sales professional must manually enter booking data into your revenue management system in order to evaluate group bookings for revenue and yield analysis. Manual intervention in this process can result in human error and dual data entry, resulting in lost time and money.

Your Delphi sales & catering systems can seamlessly integrate with revenue management systems, including EasyRMS and IDEaS. The group sales manager now has the ability to determine the revenue potential and provide suggested rates to quickly complete customer negotiations. The hotel sales professional can immediately evaluate potential business or re-evaluate existing business, resulting in faster response times to the customer and providing the sales manager the power to negotiate from a position of strength and insight.

Connex for RMS enables you to:

- Improve revenue management forecasting and the profitability of group business
- Align your group business with your overall revenue and yield management strategy
- Maximize revenue for high demand and need periods
- Eliminate dual data entry and manual processes in the booking process
- Improve data quality and accuracy in your Delphi sales & catering and revenue management systems
- Provide faster, more accurate responses to customers
- Optimize revenue on each opportunity and contract negotiation

