



NEWMARKET®
Delphi.Net

Simple, Fast, Affordable Sales & Catering Automation

With Delphi.Net, gain greater control of your groups, meetings, and negotiated rate contacts. This results in improved operational efficiencies and increased revenue--driving a more profitable business. Whether you are a single property or multi-property operation, Delphi.Net will fit your business needs.

Delphi.Net, developed by Newmarket International, the industry leader in sales and catering, is uniquely positioned to meet the mid-scale and boutique hospitality market needs. Our application is built based on customer feedback, business needs and extensive user experience research.

KEY BENEFITS AND FEATURES ACCOUNT AND CONTACT MANAGEMENT

- Gain complete control of your business
- Collect detailed information for key accounts, agencies, and contacts
- Support for account hierarchy relationships
- Enter and track all negotiated corporate rates to better manage contracted business
- Added flexibility for customers to define their own industry codes and market segments
- Track and manage account and contact information shared by all, or a selection of properties, to support cross-selling

DAILY ACTIVITIES

- Stay focused on your business
- Customize automatic traces to create standard reminders for common sales follow-up tasks
- Track account, agency, contact, and business tasks by status
- View appointments and tasks on a daily basis with single-click access to pertinent details

REPORTING

- Complete insight into your business
- Library of embedded reports and merge templates
- Merge template to enable quick and easy creation of contracts, BEOs, banquet checks, campaign, or follow-up communications
- For multi-property customers, standardize reporting across the enterprise for complete visibility
- With Newmarket International's data warehouse, Delphi BI, enterprise reporting is achievable from both Delphi and Delphi.Net properties using either product.

GUESTROOM AND FUNCTION SPACE AVAILABILITY

- Visibility of all business on the books
- Combined Guestroom Control Log and Function Diary enables you to respond to requests with confidence
- Quickly identify need periods and peak times to ensure optimal staffing
- Complete visibility of all business on the books with scroll over details for corresponding event information

CATERING AND EVENT MANAGEMENT

- Intuitive catering management to execute events flawlessly
- Improve workflow and exceed customer expectations by delivering exceptional events
- Create property specific menus and ensure appropriate taxes are generated
- Save time and ensure accuracy by dragging and dropping menu items to quickly create BEOs
- Seamlessly email BEOs, banquets checks, and supplemental attachments to your customer

MEETINGBROKER INTEGRATION

- Your source for automated lead management
- Allows Delphi.Net properties to receive RFPs from internal and external channels via MeetingBroker.
- Robust capabilities for Assignment and Escalation of RFPs.
- Streamline the RFP process. No data entry required. Incoming RFPs are immediately received as Inquiry Group Business in Delphi.Net.
- Professional proposal capabilities reduce response time and helps win the business.
- Two-way communication enabling analytical reporting based on business updates from Delphi.Net to MeetingBroker.

CUSTOMIZE THE APPLICATION

- Built to your business standards
- Define property characteristics and amenities, target rates, and protected rooms
- Establish lost business reasons, lead sources, housing methods, and market segments
- Define tax structure for menus and items for banquet checks
- Configure your property's guestroom detail, function rooms, events, and event types
- Define specific user and property access

CUSTOMER SUPPORT AND TRAINING

- Newmarket International - we are open for business when you are!
- Award-winning support 24 hours a day, 7 days a week, 365 days a year
- Global training and support offered through our US, EMEA, and AP offices
- Live and recorded online training sessions taught by instructors - available at your convenience

LOW COST OF OWNERSHIP AND FLEXIBILITY

- Powerful and affordable
- Hosted application delivered to you via an Internet connection - no on-site hardware required
- Product upgrades and enhancements are included in the low monthly subscription fee
- As you grow your business, Delphi.Net grows with you - add new accounts or multiple properties to your portfolio

Home

Customers
Contacts, Accounts, Agencies

Business
Group, Negotiated Rate, RFP

Activities
Appointments, Tasks

Availability
GRC, Function Diary

Tools
Reports, Merge, Utilities, Preferences, Pickup

Notes New

5/13/2010 [Min 2 night stay](#)

5/13/2010 [Commencement](#)

Current Location:
Newmarket Oceanview

Quick Search

Accounts ▼

[Advanced Search](#)

< 5/14/2010 >

Appointments

8:00 AM	
8:30 AM	
9:00 AM	
9:30 AM	
10:00 AM	
10:30 AM	
11:00 AM	Pre-Arrival Meeting
11:30 AM	
12:00 PM	
12:30 PM	
1:00 PM	
1:30 PM	
2:00 PM	
2:30 PM	
3:00 PM	
3:30 PM	
4:00 PM	
4:30 PM	

Tasks

<input type="checkbox"/>	Follow-up on inquiry
<input type="checkbox"/>	Call to make sure sales kit was received
<input type="checkbox"/>	Send proposal
<input type="checkbox"/>	Send thank you letter
<input type="checkbox"/>	Auto: Call for final guarantee

Inquiries

LRB Communication Board Meeting	8/10/2010	(Seacoast Inn)	
NAID Training Seminar	11/11/2010	(Seacoast Inn)	
Boston Export Association Sales Meeting	2/11/2011	(Seacoast Inn)	
Seacoast Media Sales Meeting	5/5/2011	(Newmarket Oceanview)	
Seacoast Media Sales Meeting	9/27/2011	(Newmarket Oceanview)	
Green Builders Quarterly Meeting	10/10/2010	(Newmarket Oceanview)	
Green Builders Board Meeting	8/28/2010	(Newmarket Oceanview)	
NAID Training Seminar	11/11/2010	(Newmarket Oceanview)	
Garden Show	6/1/2010	(Seacoast Inn)	
Bridal Shower	7/1/2010	(Newmarket Oceanview)	

Upcoming Business

[Seacoast Communications Meeting](#) (Newmarket Oceanview)

[Seacoast Communications](#) (Portland, ME)

5/18/2010 (GL)

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