



Managed Services

# Leverage Our Experience

Partner with Duetto Managed Services to take your Revenue Strategy to the Next Level

Work with Duetto's highly experienced Managed Services team on everything from real-time pricing to top line strategy and together we will achieve full revenue potential at your hotel.

Tell our experts how much support you need and we'll customize a plan specifically for you.



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# Plans & Options

## Full Service Plans



### Core

- Custom Revenue Roadmap
- Daily RevMax Strategy Guide
- Utilize GameChanger to its full potential



### Prime

- All features in Core +
- Negotiated rate strategies
- Target new demand generators
- Employ a multi-channel approach



### Total

- All features in Core & Prime +
- Comprehensive top-line solution
- Full keystroking
- Digital marketing
- Cross-department collaboration

## A La Carte Options



### Auxiliary Services

- Coverage for sudden RM turnover or property RM leadership on leave
- Core or Prime-level services until the gap is filled



### Hybrid/Custom

- TOTAL Revenue Strategy support for a shorter time period
- Subsidize your efforts with top-line consulting



### Tune Up

- Identify low-hanging fruit
- Training and support



### Custom Plan

- Let us customize a Revenue Strategy to fit your needs



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# Duetto in the Details

## What's available:

- | On-site analysis of running processes and reporting
- | Build a daily RevMax Strategy Guide
- | Outline structural day-by-day revenue functions
- | Build a Revenue Strategy Roadmap for long-term RM functions
- | Manage pricing and yield strategy through GameChanger
- | Orchestrate weekly revenue strategy meetings
- | Build monthly forecasts with analysis
- | Host monthly forecast and month-end review meetings



### **Nathan Crisp**

Vice President, Managed Services  
and Customer Success, Americas



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# Plan Comparison

	Core	Prime	Total
On-site analysis of all running processes and standard reporting requirements	Core	Prime	Total
Build a RevMax Strategy Guide outlining structural day-by-day revenue functions	Core	Prime	Total
Build a Revenue Strategy Road Map for long-term RM functions	Core	Prime	Total
Manage pricing and yield strategy through GameChanger	Core	Prime	Total
Orchestrate weekly revenue strategy meeting	Core	Prime	Total
Provide month-end overview and strategy	Core	Prime	Total
Build monthly forecast accompanied by commentary	Core	Prime	Total
Host monthly forecast and month-end review meetings	Core	Prime	Total
Oversee packages and promotions: property-specific, negotiated/static, OTA, wholesale		Prime	Total
Oversee group positioning and need-date efforts		Prime	Total
Work with top-line staff to hone responsibilities, collaboration, culture, growth and technical skills		Prime	Total
One-time priority projects			Total
Training workshops on alternative RM tools			Total
Optimize website and OTA content			Total
Oversee major contract analysis, including: annual wholesale, series, crew and negotiated			Total
Implement infrastructure and guidance to nurture RM culture			Total