



DISTRIBUTION AND CHANNEL MANAGEMENT



De Vere Hotels and Resorts

Robert Paterson – Director of Revenue



DISTRIBUTION AND CHANNEL MANAGEMENT

- **RISING COST OF DISTRIBUTION**

- INCREASINGLY AN AREA OF FOCUS FOR REVENUE MANAGEMENT
- TRUE COST OF MANUAL ENTRY



DISTRIBUTION AND CHANNEL MANAGEMENT

• REVENUE OPPORTUNITY

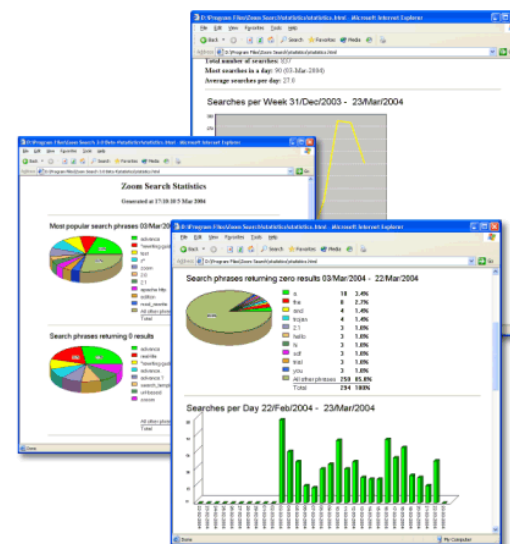
- SELL UNTIL THE LAST ROOM AVAILABLE
- RE-OPEN ON CANCELLATION
- RISK OF OVERBOOKING ELIMINATED
- NEW PARTNERSHIP OPPORTUNITY



DISTRIBUTION AND CHANNEL MANAGEMENT

- FUNCTIONALITY

- ROOM SELF MAPPING
- REPORTING
- EFFICIENCY OF PRODUCTIVITY



REFRESHINGLY
UNIQUE

DISTRIBUTION AND CHANNEL MANAGEMENT

- BOOKING SOLUTION – LODGES

- COST EFFECTIVE SOLUTION

- HIGHLY FUNCTIONAL

- USER FRIENDLY

DE VERE
HOTELS

