

- Gear up for a game-changing e-commerce and revenue management overhaul with us:

1. We're not just about setting it up and leaving you in the dust. We're your go-to team for implementation, configuration, and expert management of cutting-edge PMS, channel manager, and RMS (Property Management Systems). Plus, we'll make sure your staff is armed with the know-how to navigate these tools like pros, with ongoing support for any questions or hiccups that arise in your day-to-day operations.

2. Say goodbye to outdated contracts and hello to a fresh lineup of online agencies, wholesalers, and retailers ready to turbocharge your sales. Whether it's connecting via XML to the channel manager or old-school personal contracts, our revenue managers will ensure every sales channel gets the VIP treatment it deserves.

3. Get ready to kick your annual commercial strategy into high gear. We'll craft a killer rate plan with laser-focused market segmentation and a commercial and promotional playbook that covers all the bases. From enticing early bird deals to irresistible long-stay offers and everything in between, we'll help you squeeze every last drop of revenue potential from every channel, including your own website.

4. Don't let payment headaches slow you down. Our expert training will equip your team to handle credit payments, virtual cards, and pay-on-arrival like seasoned pros.

5. We don't just set it and forget it. We'll stay in constant contact with the market managers of each agency to stay one step ahead of the competition and fine-tune our strategies for maximum impact.

6. With our data-driven approach to revenue management, we'll tailor our strategies to fit your property's unique needs and key performance indicators (KPIs), ensuring you're always making the smartest decisions to drive growth.

7. No more guesswork when it comes to commissions. We'll meticulously validate travel agency commissions every month, working closely with your operational and accounting team to ensure accuracy and avoid overpayments.

8. Stay ahead of the pack with our competitive set identification and monitoring. We'll keep a close eye on your competitors' moves, helping you anticipate their next move and solidify your position as the top dog in your market.

Technical Requirements:

- Bank terminal with unlocked keyboard for charging virtual card stays and remote booking charges. (Preferably Bancomer or Intercam)

- Property approval to grant credits to travel agencies for 7, 15, and up to 30 days, with minimum channels currently with these requirements.

- Ability to issue invoices for "Accommodation Services" for stays with agencies that have credit with the property, it is necessary to invoice 16% VAT and 3% ISH.

- At least 40 high-resolution property photos of facade, common areas, rooms, bathrooms, and services, minimum resolution of 5,800 pixels in length by 3,600 in width.

- Specification of services, amenities, facilities, and types of rooms provided by the property to its guests.
- List of confirmed reservations at the time to enter the new system in cases where applicable.
- Access to Airbnb listings and previously contracted platforms to synchronize with the PMS and channel manager and enter daily generated information.
- Access to an email with the hotel domain to receive reservation notifications or, alternatively, approval of a generic email to receive reservation and configuration notifications.

Additional payments and investments to consider for the correct functioning of sales and operations:

- PMS Monthly fee - Variable according to the contracted system. (Cloudbeds, Siteminder, Syncro, Zavia, Travelclick, etc.). The system must include business-room management, channel manager, Revenue System Manager, daily occupancy, sales, and income reports, booking engine to insert on the website without additional commissions, charges to rooms, and room account breakdowns.
- Digital marketing costs - Variable according to the authorized budget for investment in Google Hotel Ads, SEM for OTAs (Minimum of 500 USD monthly at least for the first 6 months). This expense is subject to approval by the property and does not represent a fixed contract with each channel, understanding that, like any investment, it must have a return; likewise, the investment is optional and scheduled according to the property's needs.

- Payment of commissions to travel agencies - Variable cost according to monthly sales (From 18% to 35% on sales generated by agencies in cases where applicable, contracts for payment on arrival, net contracts, package contracts, and B2B contracts), however, a monthly sales cost target is also set, which will range from 8% to 15% of the total property income according to the property's performance in each channel.