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OpenSpace

Data-driven revenue management and booking automation for meetings and event spaces

Optimize revenue across your entire property from rooms to event space to ancillary spending. Drive efficiencies and communication between catering, sales, and revenue managers, ensuring all teams are focused on one goal - profitability.

Introducing OpenSpace

OpenSpace is designed to elevate event space profitability and streamline booking efficiency. Using historical data combined with current demand patterns, OpenSpace's pricing algorithm and strategies calculate optimized daily rates for event space. Using OpenSpace's booking engine, you can quickly calculate pricing in real time, while including common upsell opportunities.

OpenSpace connects team members, maximizes event sales opportunities, and helps you stay ahead of the competition. It also drives efficiencies, reducing workloads through automation.

Increase Total Property Profitability

▶ **Maximize group business profitability** by analyzing total demand, including room rates, packages, food and beverage, ancillary spend, and events, to deliver data-driven, dynamic rates for your event spaces.

▶ **Conduct displacement analysis** to prioritize the highest value groups and adjust rates based on market demand.

▶ **Utilize custom settings, including negotiated company rates,** to map your pricing strategies while controlling capacity.

Improve Booking Conversion Rates

▶ Generate quotes quickly and efficiently with the **intuitive quote generator**, improving booking conversion rates.

▶ Streamline bookings with a **dedicated meeting and event space booking engine** that collects customer information promptly, with the ability to update events automatically via an interface with your PMS.

▶ Price competitively with a **flexible pricing structure** that provides transparency and allows customers to find availability for their budgets.

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Competitive Pricing

▶ **Monitor prices** using algorithm-based pricing, based on demand and availability.

▶ **Utilize real-time data** and detailed calculation processes, reducing the need to check discounts with revenue leaders.

▶ **Enable instant bookings** where customers can check availability and pricing without contacting the sales office, beating out the competition.

Total Event Space Optimization

▶ OpenSpace is the only tool providing decision-making capabilities alongside **event space pricing recommendations.**

▶ **Drive alignment and execution** between your catering sales and revenue management functions.

▶ **Direct data integration** with your PMS for real-time pricing.

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Dynamic pricing and online booking tools tailored for your meetings and event space

"Fast processing of offers, facilitation of inquiry processes and function creation, with helpful support for queries. We've seen an increase in sales through targeted yield management."

Event Sales Manager, Germany - HotelTechReport

https://www.duettocloud.com/openspace