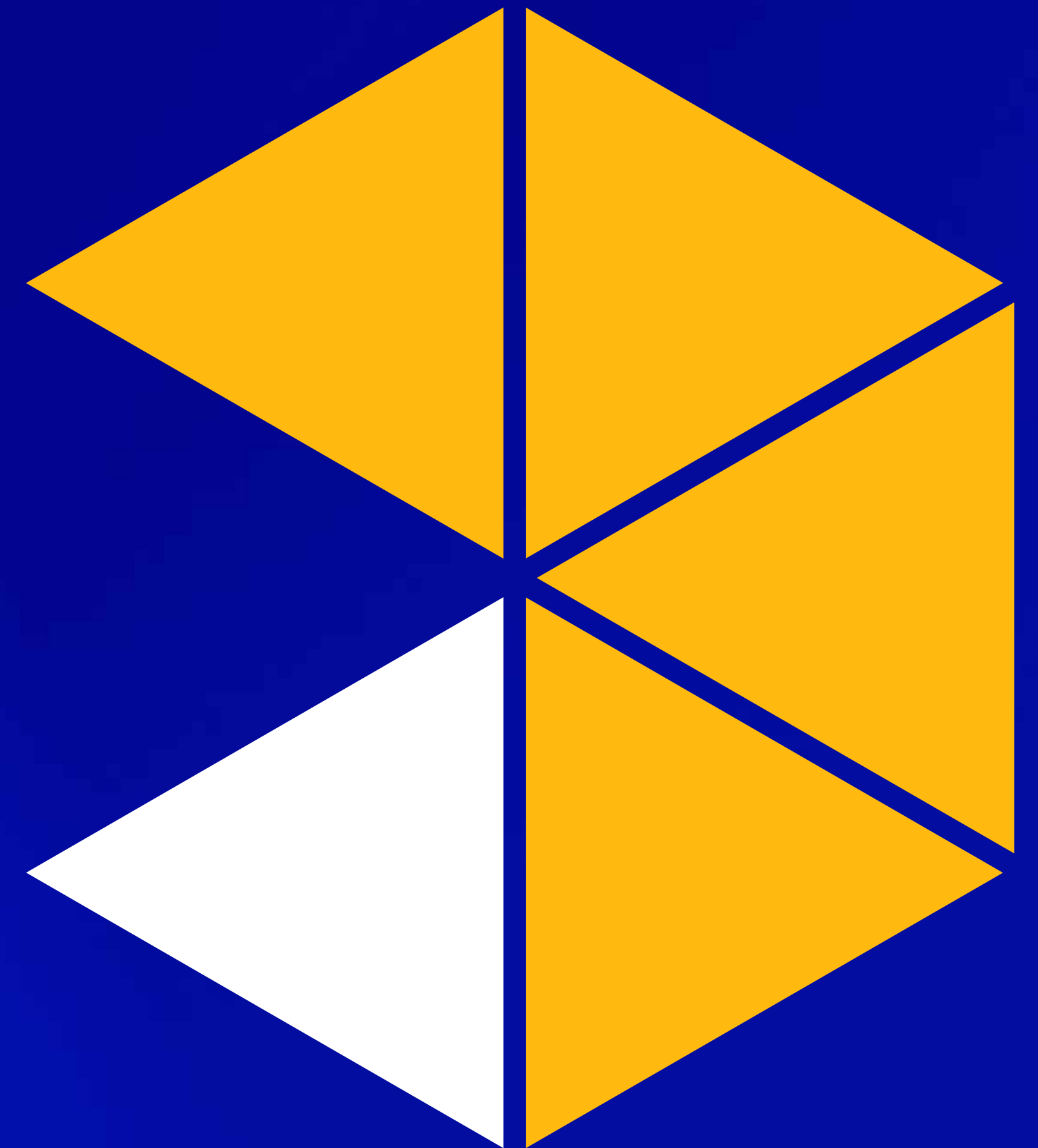




From chaos to control

The ultimate RMS playbook
for revenue managers



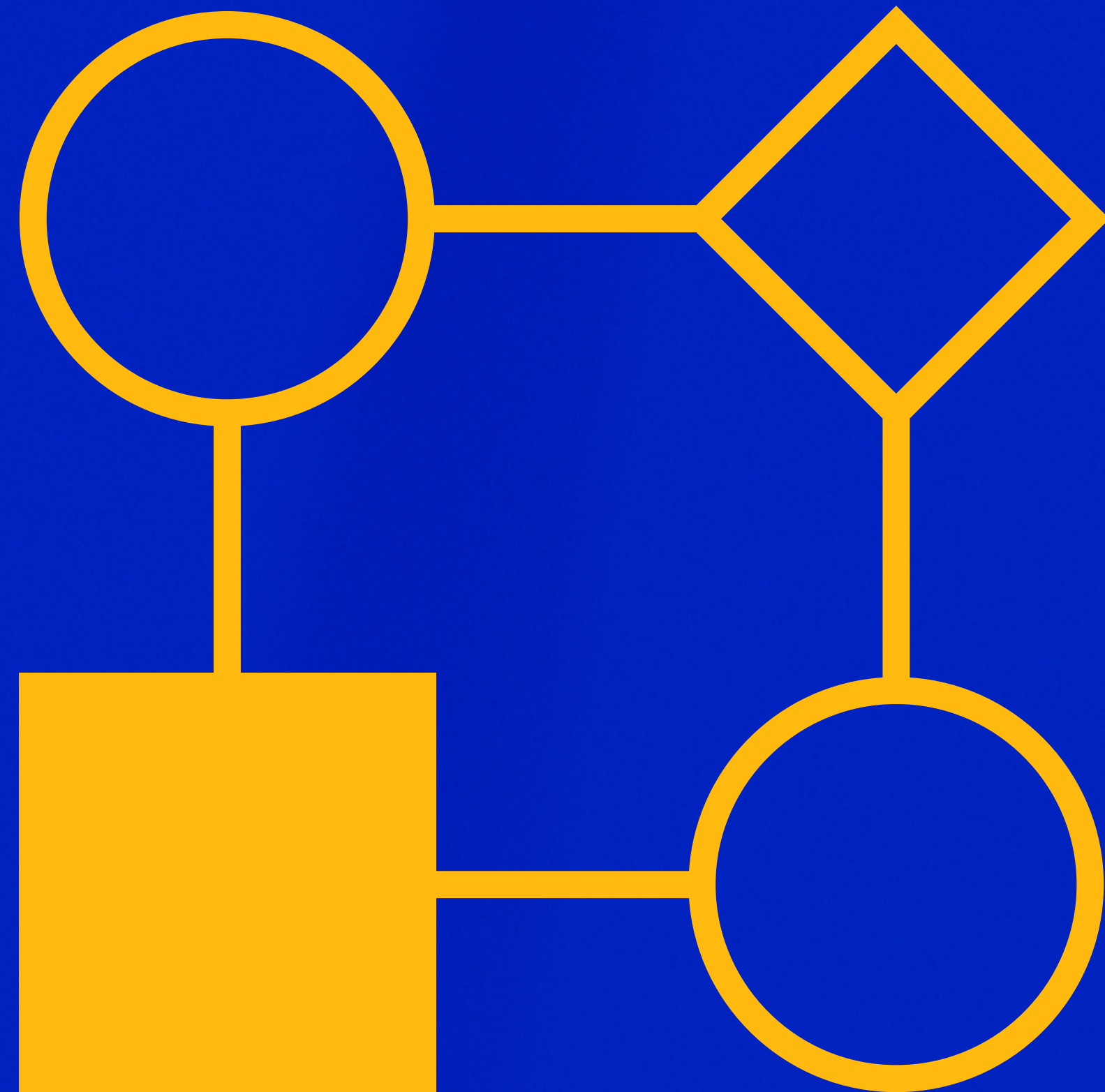
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Uncovering the potential of revenue management systems

Gone are the days of updating rates manually on spreadsheets. With today's dynamic demand, competition and market fluctuations, traditional pricing strategies just don't work anymore. It's time to incorporate technology that provides an automated approach.

Here's where a revenue management system like Duetto comes in.



Still guessing your rates? Here's what an RMS actually does

How does it work?

An RMS utilizes machine learning algorithms and predictive analytics to ingest historical and market data. It then combines this with forward-looking demand signals and recommends a rate for each segment and room type at your hotel, specific for each channel on which you are selling.

Recently, modern RMSs have moved from on-premise to cloud-based applications, meaning multiple users can login to the applications from anywhere they have an internet connection.

The core functionalities of an RMS include:

Automated pricing adjustments

Adapting room rates in real-time based on market conditions.

Dynamic forecasting

Predicting occupancy rates and demand fluctuations.

Reporting and analysis

Monitoring, collating and analyzing data to provide tailored reports and performance insights.

Data aggregation

Aggregating information from multiple internal and external sources.

What does it do?

Sets and optimizes prices

An RMS enables you to craft personalized packages that align with your guests' preferences and drive incremental revenue. Hotels switching onto a RMS generally experience a RevPAR increase of between 5-20% as a result of optimized automatic price setting per room type.

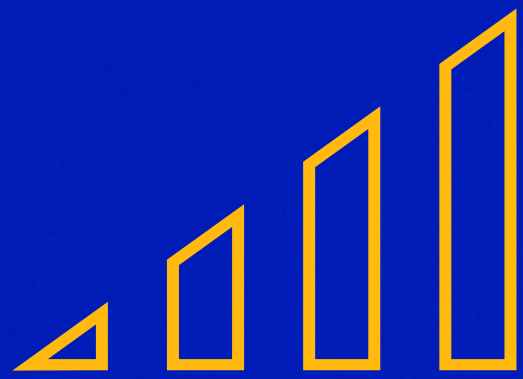
Streamlines and automates manual workflows

Hotels using an RMS save between 20-40 hours per month by streamlining manual workflows. It also serves to visualize complex data sets into an easy to use and easy to understand user interface that saves time from difficult manual calculations and cumbersome spreadsheets.

Leverages large data sets to enable complex decision making

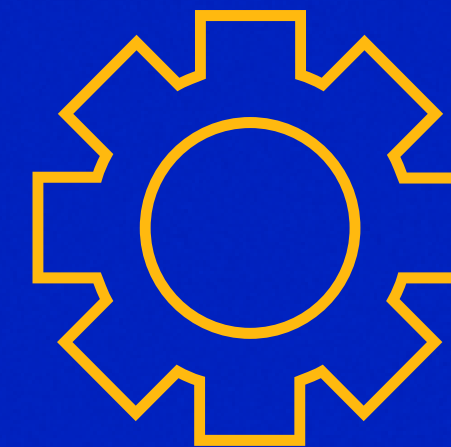
Whether it's pulling in thousands of records of historical data from your PMS, connecting to city-wide group demand data sets or integrating rate shopping data from competitors — an RMS helps bring all of this data under one roof and deliver it in a simple way that helps you make more informed and data-driven decisions.

Sell smarter, not harder. Why top hoteliers choose an RMS



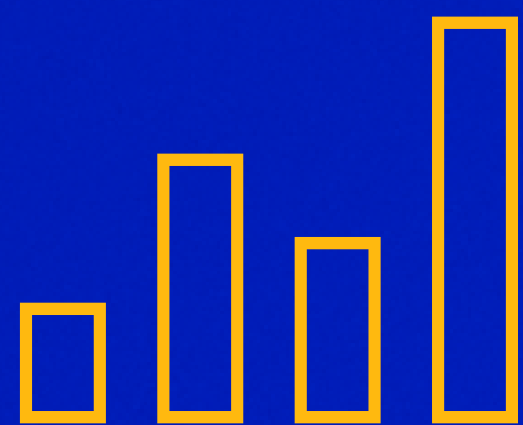
Drive more revenue

An RMS helps you determine how much to charge for your rooms each day. By accurately pricing your hotel rooms based on real-time supply and demand data, you can drive average daily rate (ADR), revenue and most importantly RevPAR index.



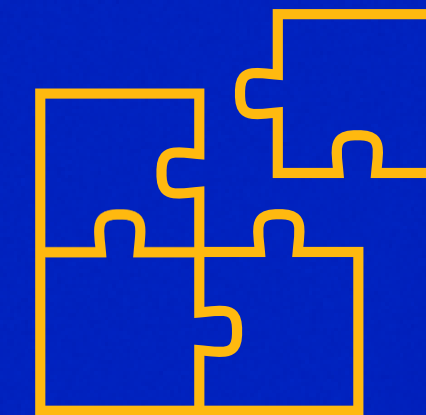
Create operational efficiencies

Automating your revenue management with an RMS means you will no longer have to build spreadsheets and reports, calculating the demand by hand every day, and then entering those numbers into a spreadsheet and reporting system. This frees up time for more strategic thinking around positioning your hotel in the market.



Forecast demand accurately

A good RMS will detect changes in demand and potential guests' sensitivity to price, and build a more accurate demand forecast based on actual activity in the market. Additionally, accurate demand predictions allow you to make better decisions regarding operational, sales, and marketing strategies. For instance, during high-demand events, the RMS can alert your staff to prepare their services.



Enhanced guest segmentation and personalization

RMS systems also enhance the guest experience by personalizing rates and packages based on each guest's total value. By leveraging machine learning and AI, these systems continuously refine pricing strategies and forecasts. As a result, guests receive tailored offers that align with their preferences and spending patterns, driving higher levels of satisfaction and increasing the likelihood of repeat business.

Not all RMS are the same – choose wisely

Here are the features to look for when selecting a good RMS:

Automated recommendations

Look for an RMS that, with the push of a button, instantly reflects price recommendations in your PMS. No analysis or manual updates should be required. Additionally, the RMS should give you the option to accept recommendations one by one, in bulk, or override specific recommendations.

Price sensitivity chart

When setting the room price you need to take both internal and external data into consideration. The price sensitivity chart is a graph illustrating the current optimal room price in relation to change in revenue and occupancy rate. It helps you to make sure your price points are accurate.

Open pricing

Your RMS must be able to price room types and channels independently of each other, rather than in lockstep with a set BAR price.

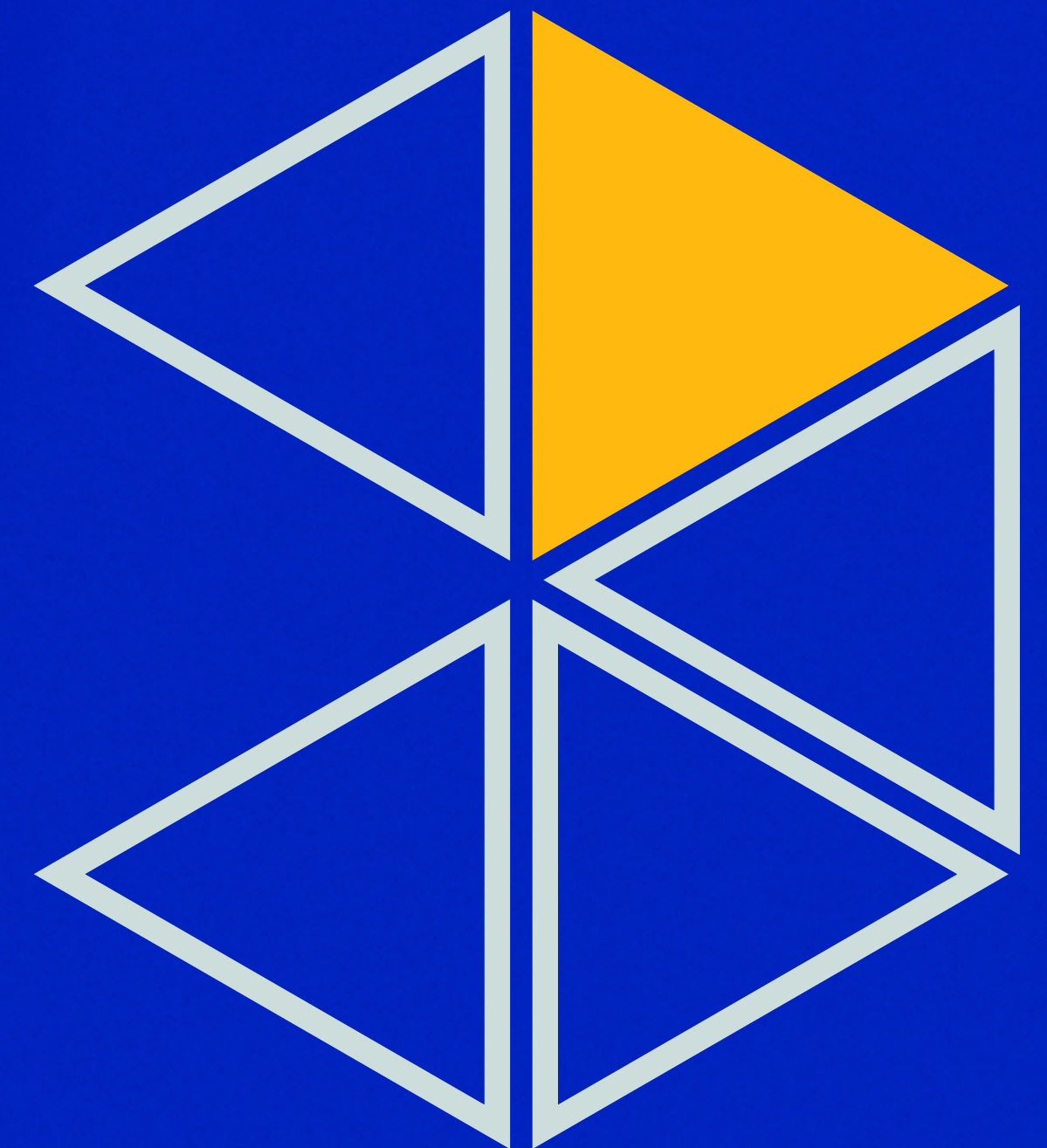
For example, on some days you want your AAA rate to be 10% less than BAR, on other days you may want it 1% less than BAR.

Pacing reports

RMS pacing reports are very valuable as these help to always know your pace, down to pacing at a room type level. You can compare your pacing with the reference arrival date of choice.

Data visualization and intelligent reporting

A good RMS not only presents data in tabular reports, but allows you to visualize the data and reports in graphical form. This allows you to better understand trends, outliers and patterns in data. It's important that your RMS is able to build, export and share your most critical reports. Internal teams must be able to share reports at the push of a button with management, ownership and other departments within the hotel.

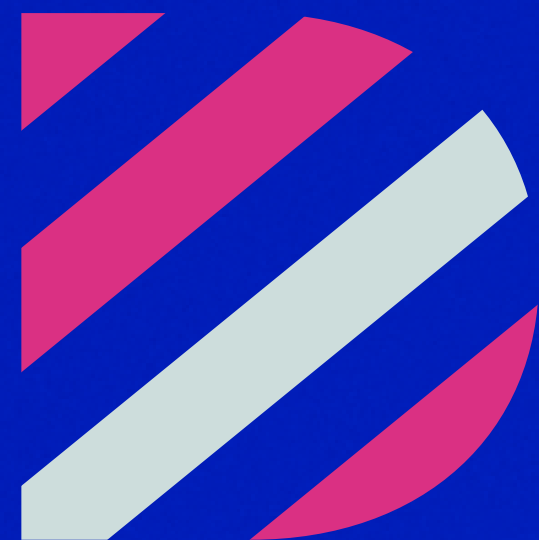


Real-time price automation

With real-time price optimization you take advantage of even the slightest changes in the market or your internal (PMS) data to maximize your property's revenue. By automatically retrieving and analyzing internal and external data your RMS updates a hotel's room rates in real-time.

Group booking pricing module

A group booking pricing module not only provides you with the current optimal group price, but also a secondary price, which is the lowest price point you should accept because you would be better off, from a yield perspective, to sell the inventory on the open market instead.



Future demand insights

With forward-looking data, you have access to booking and travel intent data needed to reliably forecast demand in uncertain times – essential for accurate topline predictions and relevant promotions. These future demand insights will give you an unprecedented leg up on your competition.

Cloud technology

An RMS that runs on multi-tenant cloud architecture allows your systems to integrate and share data more seamlessly, and allows developers to push updates to your software in real-time. No more purchasing new versions of software just to get the latest features.

The right integrations

Without the right integrations, even the best product can add complexity and cost. Make sure your RMS has the integrations you need to set your team up for success.

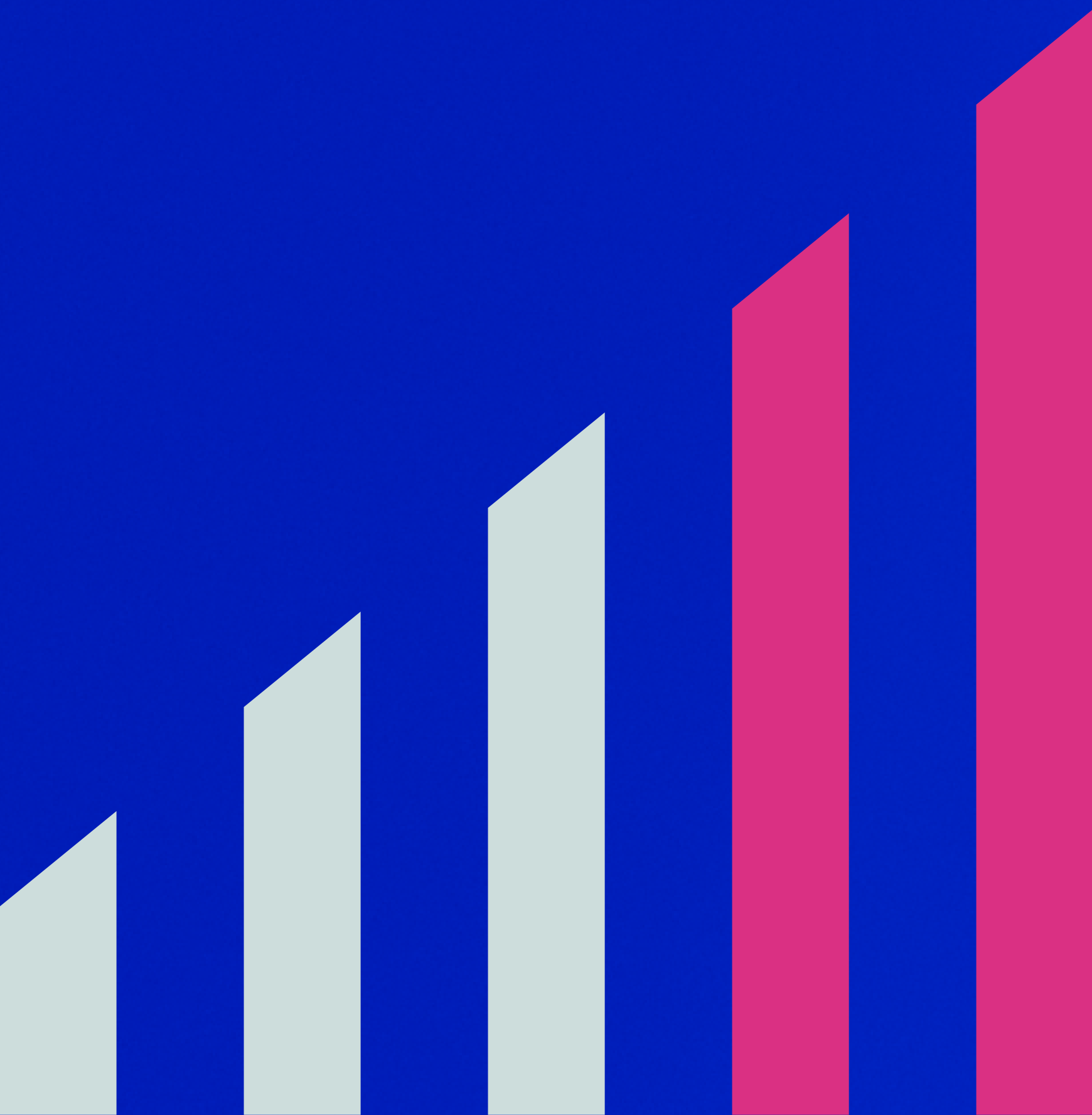
This includes:

PMS: A strong two-way integration with the PMS allows the RMS to pull historical information on rates and revenue, analyze the data and then return an accurate matrix of pricing recommendations for each segment and room type.

CRS: A strong connection between the RMS and the CRS helps hoteliers avoid failed updates, lost reservations and bad reports when data and files are not transferred accurately between the two systems.

CRM: An RMS-CRM connection is critical when you want to price based on a guest's value to your property. Without this connection, you cannot price based on loyalty or past purchase behavior.

Booking engine: Without a connection between the RMS and the booking engine, the right recommended rates cannot be pushed to the guest at the time of booking.



From boutique hotels to global chains: Scale seamlessly with the right RMS

Whether you're managing a boutique hotel or a global chain, an RMS should offer a solution that scales with you and your needs, offering flexibility to ensure seamless revenue optimization for every segment.



By looking at demand and optimizing at that segmentation level, Duetto has reduced the business mix of our corporate segment and shifted it to other segments with higher ADR.”

City Center Hotel, Seoul South Korea

HTR review

Gain your strategic edge in revenue management

An RMS is essential for modern hoteliers, enabling dynamic pricing, demand forecasting, and automation to drive revenue growth. By leveraging an RMS, you can enhance profitability, improve guest experiences, and maintain a competitive edge in the market.

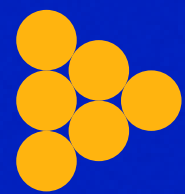
Choosing the right provider can make all the difference. The wrong RMS can be misaligned to your needs, limit your ability to react to market changes, and leave you with limited or no support.

With us, you don't just get software, you get a strategic partner. Built by hoteliers, for hoteliers, our user-friendly platform empowers you to maximize profitability, adapt to demand shifts, and stay ahead of the competition.

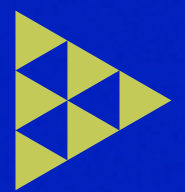




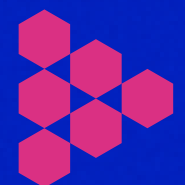
Ready to take your revenue
management strategy
to the next level?



GameChanger enables you to price all room types, distribution channels, customer segments, and stay dates to maximize revenue without missing on any booking opportunities, leveraging manual, semi-automated, or full autopilot control. With a comprehensive CommandCenter dashboard, you have full visibility into your performance so you can make quick decisions to drive your revenue strategy.



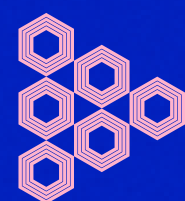
ScoreBoard powered by advanced analytics and machine learning, delivers accurate day-level forecasts in minutes and offers instant business insights through custom reports and interactive dashboards. It provides a complete view of total guest expenditures by integrating folio-level information with historical, current, and future rate data.



BlockBuster helps you manage groups easily, finding the right balance of group and transient bookings to maximize your revenue and increase your total profitability. With streamlined collaboration tools and workflows, it empowers your sales and revenue teams to create cohesive, flexible pricing strategies across segments to reduce variability, lower risk, and secure business.



Advance drives strategic analysis and decision making, giving you access to third-party market data in your RMS, paired with dynamic rate optimization and your performance and pricing data. In an industry first, a subset of data from Amadeus' Demand360®, showing a 60-day stay date horizon is included, giving you a competitive edge.



OpenSpace elevates your function space profitability and streamlines booking efficiencies, to ensure you're first to give a proposal, priced for profit, and optimized for conversion. Built to connect team members and maximize sales opportunities, it leverages historical data and current demand trends to craft the perfect quote every time.

About Duetto

At Duetto, we create cloud-based software to unlock revenue and profit potential for hoteliers, leveraging our years of hospitality and technology experience.

Built with an [Open Pricing methodology](#), we bring all your data together so you can capture dynamic demand, make optimal inventory decisions, and increase efficiency in real-time.

Globally trusted, more than 6,800 properties across 60+ countries are using our products. Named the world's #1 revenue management system in 2025, 2024, 2023, and 2022 in the [HotelTechAwards](#), we're dedicated to becoming the revenue and profit operating system for the hotel industry.

Start optimizing your revenue today

Request a demo