

Adriatic Luxury Hotels Use Open Pricing to Maximize Last Room Availability

Adriatic Luxury Hotels

Joined Duetto: 2020

Property details: Eight hotels

Guest Demographic: Domestic and international leisure travelers

Apps used: GameChanger, ScoreBoard, BlockBuster

Adriatic Luxury Hotels is a collection of the finest independent luxury hotels in Dubrovnik, Croatia.

The company's portfolio of eight hotels operates Duetto's full suite of Revenue Strategy solutions: GameChanger for pricing, ScoreBoard for forecasting and reporting, and BlockBuster for group business optimization.

Open Pricing Drives Efficiencies

- The ability to set up supplements for each room type individually has helped Adriatic Luxury Hotels to optimize revenue per room type.
- Open Pricing enables the team to configure Duetto to each market, hotel, and room type and set up rules to automatically flex rates accordingly.
- Duetto learns from both the market and the revenue team operating it, helping to drive more accurate pricing decisions.



"Open Pricing helps you easily and quickly set up and change room type, house level pricing, and availability rules to maximize your revenue."

David Taylor

Chief Executive Officer
Adriatic Luxury Hotels



Building Creative Revenue Strategies

- Being able to easily navigate through daily data and statistics helped the Adriatic Luxury Hotels revenue team to be quick, creative, and more efficient in their strategies.
- Using Min/Max bounds to set rate parameters enables revenue leaders to safeguard automated price optimization while empowering property-level revenue managers to implement local strategies.
- Open Pricing enables hotels to yield all segments, room types, and distribution channels independently and in real-time, right down to selling the last room available.



“Open Pricing has helped us to maximize our last room availability which has increased ADR.”

David Taylor

Chief Executive Officer
Adriatic Luxury Hotels

