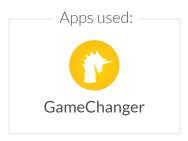
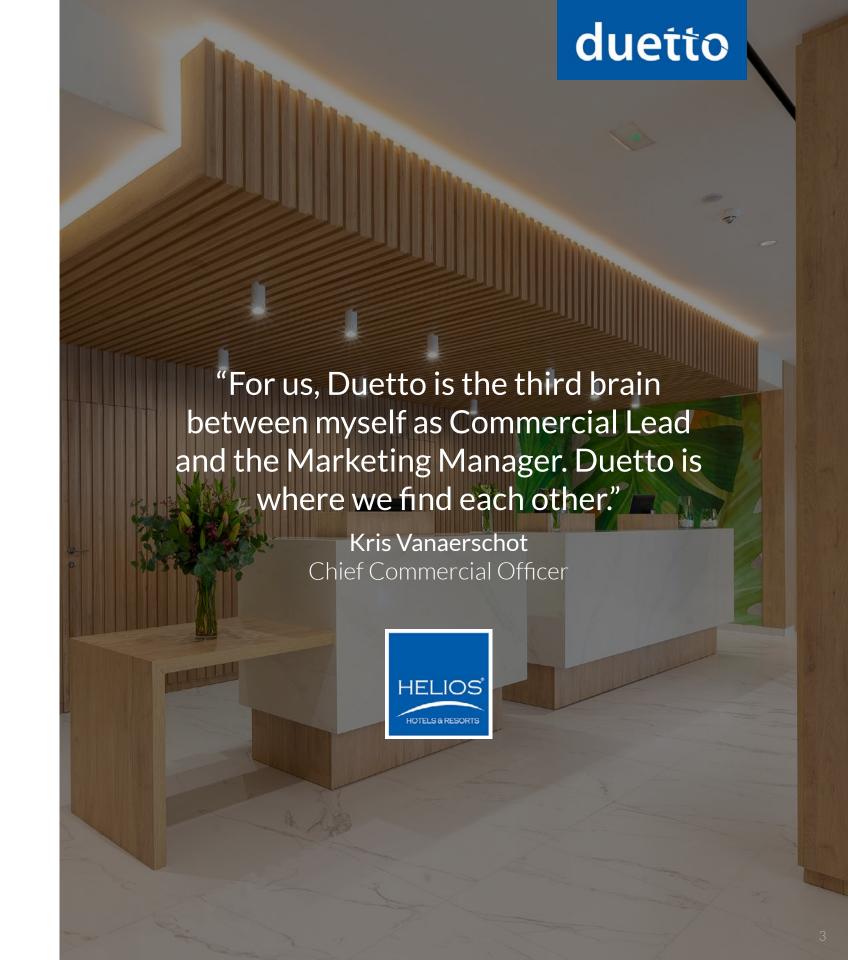


Spanish resorts operator Helios Hotels operates a small chain of four resorts across the country. It currently has properties in Benidorm, Majorca, Granada, and the Costa Brava.

Results with Respect to the Pandemic

- Duetto's seamless integrations gave Helios Hotels the valuable ability to fully automate.
- Working with Duetto helped Helios to continue their dedication to adopting technology to digitize and optimize processes, despite 2020 being a difficult year.
- Helios was able to sell out (adjusted capacity for 70% maximum occupancy) during the weekends and during the central August weeks in Summer 2020, in all four of their hotels.
- The group remained ahead of its comp set and benchmarked 20% ahead of the market on occupancy.





How Helios Hotels Leverages Duetto

Using Short-Term Forecasting

Duetto's short-term forecast enabled Helios to put more weight on short-term pick up and pace rather than relying on same time last year comparisons.

Using Open Pricing

GameChanger allowed Helios to create pricing rules which widen the gap between their channels and OTA channels with high demand and lower the gap between them with low demand.

Using AutoPilot

The Autopilot for Rates gave Helios the ability to fully automate their strategy.

