

The Ultimate RMS Checklist

10 factors to consider when selecting your next revenue management system (RMS)

This concise checklist will guide you through the process of selecting and implementing the right RMS for your hotel, ensuring revenue growth and operational efficiency.



1. Needs assessment

Understand your hotel's characteristics, budget, and specific requirements. Determine if you need a system tailored for small or luxury properties, resorts with multiple outlets, or a property with an events offering.

2. Research and comparison

Select two or three RMS providers and research them in depth. Compare product rankings, feature sets, price benchmarking, and integration interoperability. Consider how their existing client list fits with your offering. Don't forget to ask for case studies!

3. Benefits evaluation

What do you hope to achieve from implementing an RMS? Think about:

- Revenue growth
- Automation
- Operational efficiencies
- Increased profitability.

4. Feature analysis

Evaluate key features such as open pricing, automation, data visualization, cloud technology for real-time updates, intelligent reporting, and integration capabilities.

5. Integration compatibility

Ensure the RMS integrates seamlessly with your existing systems, including your PMS, CRS, CRM, and booking engine.

6. Implementation planning

Determine rollout timeline and ease of integration, aiming for live implementation within a reasonable timeframe.

7. Vendor selection

Choose software providers based on product suitability and customer reviews. Consider vendor reputation, support quality, and maintenance services.

8. Decision making

Make informed decisions based on feature alignment, integration capabilities, timeline, and budget. Ensure you have stakeholder buy-in before finalizing your selection.

9. Post-implementation support

Ensure there's ongoing support and training from your RMS provider. Don't forget to ask about continual updates (and any costs associated with this) and ongoing platform maintenance.

10. Enjoy improved revenue

At Duetto, our customers see an average RevPAR uplift of +6.5% within the first 12 months.

