



BlockBuster

For Smarter Group Business

Duetto BlockBuster enables you to optimally price group business. Working with GameChanger, BlockBuster helps you find the perfect mix of group and transient business at the right time and for all properties in your portfolio.

BlockBuster's collaboration capabilities and workflows empower your sales & revenue teams with quick approval processes and communication tracking, ensuring you are first-to-proposal every time.



+6.5% RevPAR Index

average lift of fully
deployed customers

30-60 Days

average time from contract
to full deployment

0 Minutes

wasted on waiting for optimizations
or upgrading software

Profit At-A-Glance

BlockBuster informs the most profitable group strategies by analyzing transient displacement more holistically than other tools. We cast a wide net to capture influencing factors like commission costs, ancillary revenue, cost per occupied room and gaming revenue so that you can make better informed, more confident decisions.

Accurate Group Rate Recommendations

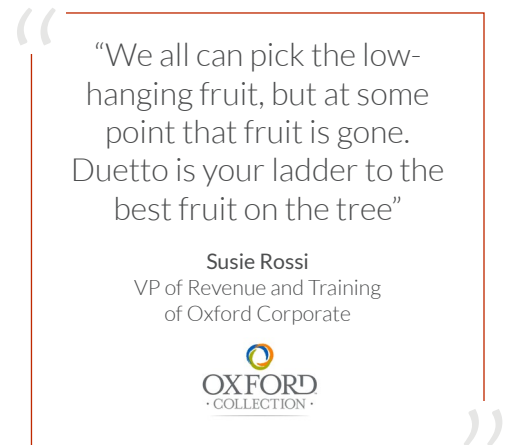
Rate recommendations are based on profitability factors (above), historical data and a reliable group demand forecast calculated with wash and pipeline metrics.

Runs on Open Pricing

Open Pricing, the industry's most profitable pricing methodology, is particularly important for group business because it allows flexible rate optimization by room type and stay date, safeguarding your peak demand days against the inherent risks of group business.

Zero Downtime

As the first RMS built on AWS multi-tenant cloud architecture, Duetto users are always on the latest version, avoiding costly and time-consuming upgrades.



Decreasing the uncertainty and inefficiencies of group business.

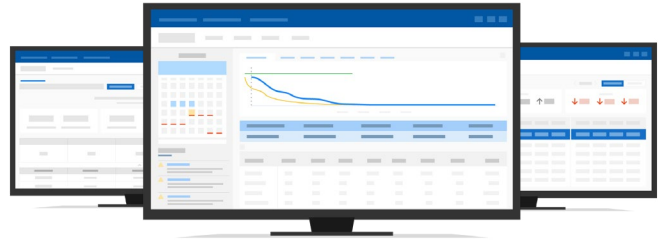
Group revenue strategy is complex and its daily implementation is incredibly time consuming if you're working with your sales team through emails, spreadsheets and phone calls. BlockBuster gives you the power to define and manage profitable group sales strategies with ease. You can run a quick real-time displacement analysis that uses profitability metrics for an accurate and holistic evaluation of opportunity costs of every quote. Pre-populated group quotations, full pipeline visibility and effortless communications tracking decrease operational inefficiencies and make it simple to manage your group business on a daily basis.



The Duetto Advantage

To maximize revenue impact, use BlockBuster with ScoreBoard and GameChanger.

- ScoreBoard lets you build day-by-day forecasts in minutes, provides advanced analytics and uses machine learning to intelligently project bookings over time and by individual day.
- GameChanger helps unlock your team's potential with a robust command center that supports the development and implementation of unique revenue strategies.



Industry Leading Integrations

Duetto offers real-time, HTNG-compliant integrations with leading applications throughout the hospitality application ecosystem.

- Our integrations go beyond standard summary level data, pulling in transactional information. This means smarter, more holistic pricing recommendations, and more granular reporting and business analytics. All data is stripped of PII and PCI upon ingestion into the Duetto Cloud and is not held within. Data in-flight is encrypted.
- Duetto is built for real-time integration with any system that is able to support it.
- We work closely with your team to achieve the lowest variances between Duetto solutions, room inventory, and system of record.



Dedicated to Your Success

From on-boarding to ongoing success, our team of experienced revenue strategy professionals is with you every step of the way to make sure you reach your true profit potential with Duetto.

- We invest in a high-value customer success team made up of hotel industry veterans who are exceptionally proficient in revenue strategy as well as Duetto products.
- Our customers benefit from individual support and on-going thought-leadership as well as actionable best practices shared through subscription-only emails, newsletters, webinars, and in-person user events.

Displacement	At-a-glance view of displacement by segment for both room and ancillary spend at a revenue and profit level.
Alternate Dates	Easily find alternate dates that work for the property and the customer.
Alternate Properties	Accommodate group requirements quickly and place business where you need it.
Competitor Rates	Quick view of competitor's pricing
Ancillary Reinvestment	Provide room discounts for groups with high ancillary spend to improve bottom line
Communication Tracking	Keep track of changes, pricing decisions and conversations with your sales team.
Dynamic Pricing Rules	Create walk away rate rules to implement your group pricing strategy.