



duetto
Strategic Consulting

Leverage Our Experience

Partner with Duetto Strategic Consulting to Take Your Revenue Strategy to the Next Level

Work with Duetto's highly experienced Strategic Consulting team on everything from real-time pricing to top-line strategy, and together we will achieve full revenue potential at your hotel.

Tell our experts how much support you need, and we'll customize a plan specifically for you.

Plans & Options

Full Service Plans

(minimum 12 months)



- Custom Strategic Revenue Plan
- Weekly Revenue Strategy Guide
- Utilize Duetto's Revenue Strategy Platform to its full potential

- All features in CORE +
- Negotiated/wholesale rate strategies
- Optimize group sales effort
- Employ a multi-channel approach
- One additional revenue-based project

- All features in CORE & PRIME +
- Comp top-line solution
- Full keystroking when available
- Optimize digital marketing strategy
- Revenue-based projects
- Annual revenue budgeting

A La Carte Options



- Coverage for staff turnover or leave
- Core or Prime-level services on an interim basis



- TOTAL Revenue Strategy support for a shorter time period
- Subsidize your efforts with top-line consulting

Strategic Optimization Projects

- Pricing strategy
- Segmentation audit and expansion
- Room-type pricing strategy
- Distribution audit
- Segmentation review
- Demand360 setup optimization
- Group pricing strategy
- Strategic report building



- Identify immediate revenue-generating opportunities
- Customized training



- Let us customize a Revenue Strategy to fit your needs

Duetto in the Details

- On-site analysis of running processes and reporting
- Build a daily RevMax Strategy Guide
- Outline structural day-by-day revenue functions
- Build a Revenue Strategy Roadmap for long-term RM functions
- Manage pricing and yield strategy through GameChanger
- Orchestrate weekly Revenue Strategy meetings
- Build monthly forecasts with analysis
- Host monthly forecast and month-end review meetings

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Director, Customer Success & Strategic Consulting

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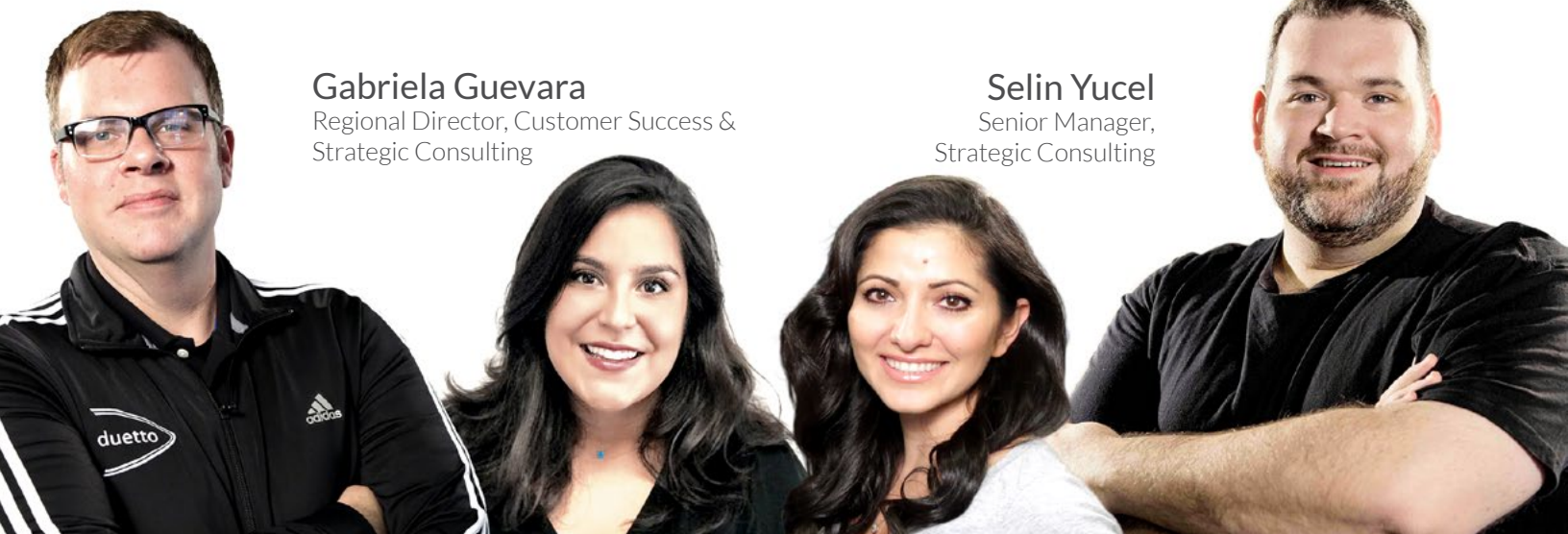
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Why Duetto Strategic Consulting?

Hotel Penn Drives Results By Thinking Outside the Big Box

Management has crafted a unique team of talented industry partners and allowed them to synergize

RevPAR: +4.1% | RevPAR Index: +12.2% (2017 vs. 2016)

“What I bought was much more than pricing. We’re talking about the market on a daily basis. Other revenue partners act as a weather forecaster, but these guys make it rain. When there’s no demand, they’re creating it.”

— Gene Nicotra
VP, Vornado Realty Trust

Outrigger Transforms its Revenue Culture

Led by Duetto’s Strategic Consulting team, Outrigger Hotels and Resorts has aligned several departments — revenue, sales, marketing and operations — around new insights into their demand.

“One thing I really like about working with Duetto is their culture is cut from the same cloth as KSL, which is based on progress, being curious and always looking for that next height. And it’s not just the platform that we’re partnering with, there’s the people side, which helps bring your strategy to life.”

— Jenna Villalobos
VP, Outrigger Hotels & Resorts

Plan Comparison

	Core	Prime	Total
On-site analysis of all running processes and standard reporting requirements			
Build a RevMax Strategy Guide outlining structural day-by-day revenue functions			
Build a Revenue Strategy Road Map for long-term RM functions			
Manage pricing and yield strategy through GameChanger			
Orchestrate weekly Revenue Strategy meeting			
Provide month-end overview and strategy			
Build monthly forecast accompanied by commentary			
Host monthly forecast and month-end review meetings			
Oversee packages and promotions: property-specific, negotiated/static, OTA, wholesale			
Oversee group positioning and need-date efforts			
Work with top-line staff to hone responsibilities, collaboration, culture, growth and technical skills			
One-time priority projects			
Training workshops on alternative RM tools			
Optimize website and OTA content			
Oversee major contract analysis, including: annual wholesale, series, crew and negotiated			
Implement infrastructure and guidance to nurture RM culture			