



REVENUE & YIELD MANAGEMENT

What it is

yieldNG is an optimizer tool that calculates and recommends prices for better hotel revenue. yieldNG uses occupancy forecast and statistics, competitor prices and market demand to compute optimized price recommendations.

yieldNG recommended prices are also based on PMS daily data to create pick-up benchmarks for different day types (i.e. seasons, events, DoW etc.).

What does it do and how

- Connection to PMS for daily update of the pickup
- Use of seasonality, DoW and events for creating occupancy benchmark and trends
- Forecast expected occupancy in the remaining booking window
- Use OTA availability data to compile the demand factor
- Calculate Initial Recommended Price based on hotel + market demand data
- Fine tune recommended price based on CompSet availability and rates
- The only solution which is fully integrated in the CRS
- Automated sourcing of local "special events"
- Display of PMS data and also competitor prices
- Display of booking window actual performance
- yieldNG can be integrated with many PMS systems for daily retrieval of operational data (i.e. Fidelio Suite8, Opera, Protel, Hogatex, Scrigno, Hoist, Hotel Concepts, Picasso, Brilliant, Fitshotel, NewHotel, Lodgagate, Hetras, GuestLine, or any other PMS)
- yieldNG can also output its recommendations to: EasyRMS, IDEaS, Channel Rush, SMART, YieldPlanet, ParityRate, Cubilis, Siteminder, Hotel Spider
- No hardware or software requirements, yieldNG operates in an internet-based environment and can be accessed from anywhere

Your benefits

- Better room revenue by not missing price opportunity
- Easier, quicker to implement
- No daily maintenance required
- No need of expensive specialist users (i.e. Revenue Manager)
- Less expensive than other systems
- Less complicated than other systems
- Replaces all manual tasks related with revenue management
- No system maintenance requirement, as yieldNG is internet-based

RECEIVE PRICE UPDATES:

03

rezNG - Central Distribution Platform
bookNG - IBE (web-mobile-facebook)
performNG - Price Recom.
any OTA*

↑
sending updates

02

yieldNG
calculates Price Recommendation

↑
sending data

DATA INPUT FROM:

01

PMS Data
Events Data
GDS Data
OTA Data

* Via connections through channel manager solutions