

# OUTSOURCED REVENUE MANAGEMENT PACKAGES

SERVICES	BASIC	STANDARD	EXECUTIVE
<b>360 REVENUE MANAGEMENT AUDIT</b>			√
<b>SEGMENTATION</b>			
Segmentation review	√	√	√
<b>PRICING</b>			
Pricing Review	√	√	√
BAR/Dynamic Pricing		√	√
Optimisation of pricing structure	√	√	√
Competition & market share analysis		√	√
Create a demand calender	12 months	12 months	18 months
<b>ECOMMERCE &amp; DISTRIBUTION</b>			
OTAs & TPis review and optimisation	√	√	√
Cost analysis per channel & cost optimisation		√	√
Website Review	√	√	√
Vetting and selection of appropriate tour operators and wholesalers		√	√
GDS - optimization, advertising, commission, costs		√	√
<b>FORECASTING</b>			
Rooms revenue forecast - current +3 months	Monthly	Bi-weekly	Weekly
Rooms revenue forecast - current +6 months		Bi-monthly	Monthly
<b>BUDGETING</b>			
Rooms Revenue Budgeting		√	√
Total Hotel Revenue Budgeting			√
<b>SALES &amp; MARKETING STRATEGY</b>			
Sales & Marketing - plan, pack	√	√	√
Contracts review. Terms & conditions	√	√	√
<b>REPORTS</b>			
Business tracker			√
RevMax report			√
Competition report		Monthly	Weekly

SERVICES	BASIC	STANDARD	EXECUTIVE
<b>SYSTEMS SETUP</b>			
PMS			√
Booking Engine			√
Channel manager			√
Payment gateway			√
OTAs		√	√
<b>MEETINGS</b>			
Weekly Revenue meeting		Virtual	Onsite
Revenue Strategy - Excom review	Monthly	Monthly	Bi-weekly
Adhoc communication	√	√	√
<b>TRAINING</b>			
1-Day Introduction to Revenue Management	√	√	
2-Day Intensive Revenue Management training			√

**Contact us for** monthly package fees and for more information on additional services

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