

Who said that portals and GDSs are expensive and hard to manage?

GPnet: it's never been easier!

gp dati
hospitality applications

GP Dati solutions for managing electronic sales channels.

● NetBooking

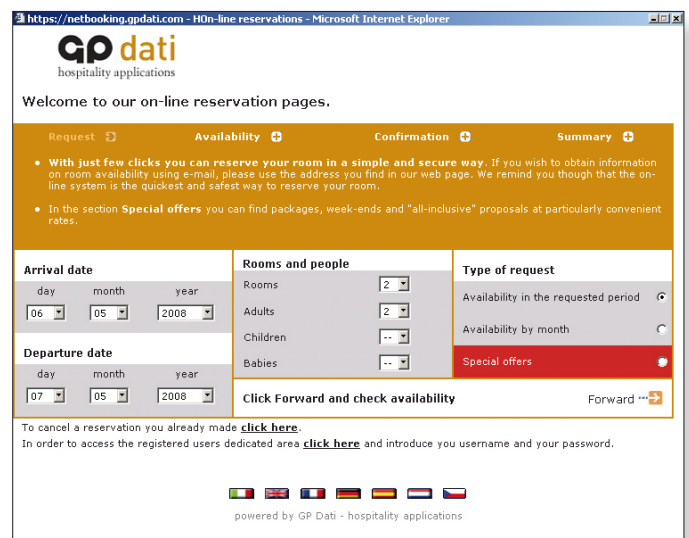
web booking engine

What is NetBooking?

NetBooking is the booking engine integrated in the GP Dati solutions that transforms your website into a profitable direct sales channel able to transmit your room availability also to the GDSs and to a vast network of other local, national and international web portals.

↗ Why NetBooking

In today's tourism market, the web is rapidly asserting itself as the primary sales channel, and it is now essential to have the necessary tools to convert a visit to your website into a concrete sale. The online tourist expects to be able to make a reservation in real time directly on the hotel website, where the most "genuine" information is found, and to receive immediate confirmation. The booking engine lets you manage the reservation process in line with the time frames of the web, but you also need to have good visibility. NetBooking automatically distributes the hotel product over a vast network made up of the four international GDSs, the IDSs linked to them, and numerous web portals on an international, national and local scale, thus guaranteeing total coverage of the market.



↗ The advantages of NetBooking:

↗ It's open

Being linked to the GDSs and to a growing network of more than 50 local, national and international web portals lets you multiply your online sales with a single tool.

↗ It's flexible

You can manage your room availability on a free-sale basis, by allocation or on an on-request basis, including sales of special packages and promotional offers. NetBooking also has a special reserved area where the companies and agencies with whom you have a negotiated rate can book their reservations directly.

↗ It's multilingual

Available in seven languages, it is the ideal booking engine for hotels that want to sell rooms to an international clientele.

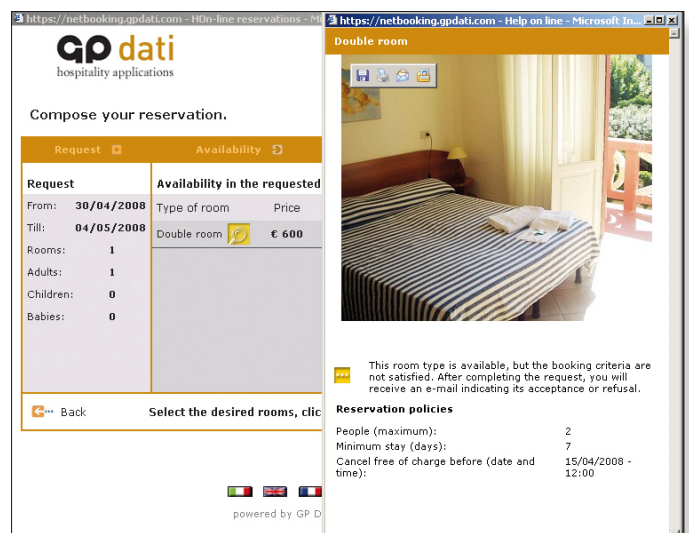
↗ It's secure

The system uses the most advanced Secure Site technologies to guarantee that transactions are carried out at the maximum security level.

↗ It's economical

A low cost formula with low risks:

- ↗ On your hotel website, the service is fixed rate and allows you to receive reservations with no commissions.
- ↗ On GDSs, IDSs and portals linked to receive incoming reservations from intermediate channels, the commission is very competitive with no minimum guarantee requirements or further fixed rates.



↗ NetBooking automatically transfers the reservations to GP Dati IT systems, adjusting your room availability in real time.

● RateManager

rate updating
on the portals

What is RateManager?

RateManager is the solution to sales channel management that allows you update your room rates and availability on all the major national and international web reservation portals.

Thanks to an easy and intuitive graphic interface, from a single screen you can update the rates and availability of each type of room for any day of the year on all the portals, as well as receive reservations from each portal.

↗ Why RateManager

In today's world, web reservation portals are among the most important players in the tourism industry at the global level. For a hotel, selling rooms via web reservation portals has become an absolute necessity. Using web portals implies careful monitoring of the room availability published as well as rate parity management, i.e. the consistency of the rates published on all the web portals. With the increase in the number of portals and the need for frequent room rate updating in order to maximise revenues, manual updating on the single interfaces becomes an increasingly heavy cost in terms of time. With **RateManager** you can put an end to all this!

Code	Process	Name	Prenotation	In	Out	Price	Com
100879596	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 20.19	31/08/2008	03/09/2008	177,00	
104929346	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 23.35	21/08/2008	22/08/2008	59,00	
101840961	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 21.47	15/08/2008	17/08/2008	118,00	
102365219	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 15.48	03/08/2008	06/08/2008	177,00	
101437491	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 21.54	13/07/2008	15/07/2008	118,00	
102933634	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 16.28	24/06/2008	29/06/2008	517,00	
100847162	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	15/04/2008 3.16	10/05/2008	11/05/2008	119,00	
104548733	15/04/2008 12.13	XXXXXXXXXX, XXXXXXXXXXXX	16/03/2008 15.41	05/05/2008	07/05/2008	198,00	
103663894	14/04/2008 11.21	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 11.04	02/07/2008	06/07/2008	388,00	
100634751	14/04/2008 11.21	XXXXXXXXXX, XXXXXXXXXXXX	14/04/2008 10.59	01/07/2008	05/07/2008	298,00	

Portal	Code	Room	Report	31/08/2008	01/09/2008	02/09/2008	03/09/2008
BookOnline	100879596	Double	15/04/2008 12.13.23	1	1	1	1

Room Type	SNG	DOP	TRP
Rate	,00	,00	,00
Availability	0	0	0
MLOS	0	0	0

Room Type	SNG	DOP	TRP
Rate	,00	,00	,00
Availability	n	n	n

↗ **It's flexible**
With **RateManager** you can request at any time to activate portals with which you do not yet interface.

↗ **It's integrated in Scrigno**
This integration enables you to reduce the time and costs for managing the web reservation portals.

↗ The advantages of RateManager

↗ **It downloads the incoming reservations from the portals:** **RateManager** is equipped with an innovative function that lets you download the reservations coming from the various portals on a single page, making access to the portal extranets superfluous.

↗ **It displays the residual availability**
Once the reservations have been received, **RateManager** displays the residual room availability on each portal, allowing hoteliers to have an up-to-date picture at all times of the availability situation on the portals.

↗ **It's reliable**
RateManager guarantees access to the portals thanks to an architecture that simulates traditional access. Access to the portals starts directly from the IPs of the individual customers thanks to a software component that resides on the customer's computer, thus avoiding any possibility of error.

↗ **It's economical**
The cost of **RateManager** is a simple monthly service rate that varies according to the number of portals managed, so it is also suitable for hotels that do not use many portals.

● Competitors'View

monitoring
the competition

What is Competitors'View?

Competitors'View is the "intelligence" solution of the GPnet line that enables you to rapidly check on the rates charged by your competitors on the major national and international reservation portals.

Thanks to a simple and intuitive graphic interface, **Competitors'View** is an indispensable tool for helping you to define your pricing policies on the web.

↗ Why Competitors'View

The web has changed purchasing habits: before making a reservation, the customer can compare the offers of numerous hotels (or different destinations) very quickly and transparently, and the choice will naturally fall to the hotel with the best price/quality ratio.

Though the web today poses more risks to hoteliers, it also offers more opportunities. In order to establish an effective pricing policy, you need to be able to quickly and accurately evaluate the prices applied on the portals by your main competitors.

Competitor's Viewer: MyHotel vs Competitor Print date: 05/05/2008

GPnet: web solutions Date of generation: 05/05/2008 Room Type: Doppia Superior

Research period: from 05/05/2008 to 11/05/2008 Days: 7 EURO

www.gpnet.com

		05/05	06/05	07/05	08/05	09/05	10/05	11/05
		Mon	Tue	Wed	Thu	Fri	Sat	Sun
Wenere	Competitor 1	89.00	129.00	129.00	NT	NT	265.00	189.00
	Competitor 2	135.00	135.00	135.00	NT	NT	218.00	180.00
	Competitor 3	159.00	159.00	119.00	NT	NT	NT	NT
	MYHOTEL	110.00	120.00	120.00	220.00	NT	215.00	140.00
	Competitor 4	142.00	142.00	142.00	225.00	371.00	371.00	171.00
	Competitor 5	118.00	118.00	118.00	280.00	360.00	360.00	140.00

↗ The Plus points of Competitors'View

↗ Broad and precise analysis

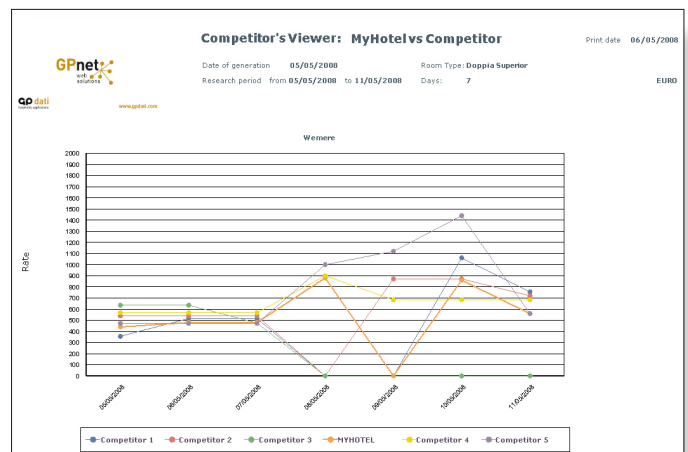
The monitoring of multiple competing hotels on various portals can be carried out for each specific room type and not just the lowest rates applied.

↗ Economical

The cost of Competitors'View varies according to the number of portals you wish to monitor, a formula that makes it an economical system suitable for all hotels, even small ones.

↗ Flexibility

The set of portals that can be managed with **Competitors'View** is neither limited nor rigid, and on request you can also activate portals not yet interfaced.



● OnlineConcierge

information service

What is OnlineConcierge?

An innovative information service designed to meet the communication needs of hotels with the aim to foster customer loyalty. This service takes the relationship between the hotel and the customer in hand even before check-in.

➤ Advantages

Guests receive reservation confirmation as well as detailed information on the hotel's services and special offers and have plenty of time to book them before their arrival.

Guests can also be informed about local events taking place during their stay, allowing them to better plan their trip and possibly even lengthen their stay.

Guests will be able to book exhibition tickets, restaurants, tours, and so on, through the hotel concierge service. The page with all the information about the hotel and its services and the special offers that can be booked, along with the map and the information about local events, are constantly updated and can be printed out in pdf format.

➤ Why OnlineConcierge

➤ To promote the hotel's services and special offers even before guests have checked in, thereby ensuring higher revenues and better organisation of the work.

➤ To improve customer satisfaction by informing the customer in a professional and automated manner that the reservation is confirmed.

➤ To furnish useful information about the city and the scheduled events, thus reinforcing the hotel's partnerships with local hospitality and event organisers.

➤ OnlineConcierge guarantees a higher quality service with less time spent on searches, and the reception desk staff is always well informed about local events.

Mestre Venice, 06/05/2008

21°C
70°F

Dear Mr Claudia Martin ,
We thank you for your availability, we invite you to answer these simple questions to help us improve our service.
Best regards.

Claudia Martin
Guest Services

Feedback on your stay

[Memorizzi](#)

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Mestre Venice, 05/05/2008

14°C
57°F

Welcome Mr Johnny Johns to our Guest Services. Here you will find all that you need in order to make your stay as pleasant as possible in our city.

ARRIVAL: 15/05/2008 DEPARTURE: 17/05/2008

✂ **MEMORANDUM** Please print this information and keep it with you during your trip

Historical Regatta
For you a special offer: 2 nights in our suite at a discount of
For info or reservation: info@qpdati.com

Our offers

A romantic surprise
Arrive at our Hotel and have your dear one find a bouquet or, if you prefer, a bottle of champagne. Add a short message to this present.
For info or reservation: info@qpdati.com

Our welcome offer. Stay an extra night at a 30% discount.
The city is full of events and Respodium Hotel is pleased to offer you the possibility to stay an extra night at a very special discount.
For info or reservation: info@qpdati.com

What's on in the city

We have chosen the following events for you

Highlights

A world of paper
Venice from 15/05/2008 to 21/07/2008
The exhibition has more than 80 clothing, accessories and trompe-l'oeil made entirely of paper by the Belgian Isabelle de Borchgrave, influenced by her encounter with Mariano Fortuny.
Where: Museum Fortuny
Info +39.041.5200995
www.museicivicheve.it
mkt.musei@comune.ve.it

Aquarium & Reptilium
Isola from 11/05/2008 to 21/09/2008
The exhibition presents examples of reptiles and the world of sharks along with a gallery devoted to butterflies.
Where: Palazzo del Turismo

Other events

✂ **Jacopo Bassano**
Venice from 20/05/2008 to 13/07/2008
On display the restored work "Rest after the flight into Egypt" (1547) by Jacopo Bassano, property of the Pinacoteca Ambrosiana in Milan and specially lent to the foundation.
Where: Fondazione Querini Stampalia
Info +39.041.2711411
www.querinistampalia.it
fondazione@querinistampalia.it

✂ **Permanent exhibition of mosaic artefacts**
Isola from 04/05/2007 to 31/12/2008
The exhibition presents the mosaic findings of the Paleocristiana Basilica describing an important stage in the history of Ravenna in relation to the high Adriatic between the fifth and sixth century.
Where: Kursaal, Piazza Brescia
Info +39.0421.359144

✂ **Rome and the Barbarians**
Venice from 26/01/2008 to 20/07/2008
The exhibition illustrates the conflictual coexistence of the Romans and the Barbarians through the artistic richness of late antiquity and the early Middle Ages.
Where: Palazzo Grassi
Info +39.041.5231680

➤ OnlineConcierge is perfectly integrated in all the GP Dati solutions, and is also available as a stand-alone product.

ALL GPnet products are integrated into the SCRIGNO Suite, interfaced with the GP Dati solutions, and are available as stand-alone products for those customers who do not yet use our systems.

NetBooking

The booking engine for direct sales of rooms on your own website, as well as over a far-reaching network of web portals and GDSs.

RateManager

One single tool to update rates and availability on all the web portals.

Competitors'View

For monitoring the room rates being applied by competing hotels on the major web portals.

OnlineConcierge

Personalises customer service starting from the initial email contact.

➔ gpnet@gpdati.com

gp dati
hospitality applications

For further information about our company and the solutions we offer, please contact:
Marketing & Sales Division
sales-marketing@gpdati.com

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SINCERT

GP Dati, which has belonged to the GP Pellegrini Group since 1979, designs and develops **software and engineering solutions for the hotel and tourism industry.**

WHO IS GP Dati?

A team of specialists with vast experience in the hotel industry

Over 900 hotels and hotel chains use our products

Market coverage: Europa

Team of consultants for special projects
24/7 telephone hotline

Technical department specialised in telecommunications and advanced networks

ISO 9001:2000 certification for planning, development, installation, consultancy, training and after-sales service for information and communication technologies in the hotel and tourism industry

GP Dati management systems are officially certified by ORACLE, a world leader in Information and Communication Technology

ORACLE

CERTIFIED PARTNER



GP DATI PARTNERS