

# Newmarket Delphi Multi-Property Edition

### Newmarket's Delphi,

**OUR SALES, MARKETING** AND CATERING SOLUTION. RAISES THE BAR FOR **MAXIMIZING PROFITABILITY** AND AUTOMATING SINGLE **HOTELS OR ENTIRE** HOSPITALITY COMPANIES. **DELPHI ENABLES HOTELIERS WORLDWIDE** THE ABILITY TO MANAGE INTERNATIONAL ACCOUNTS. STREAMLINE CITYWIDE MARKETING EFFORTS AND PROVIDE SEAMLESS INTEGRATION WITH OTHER SYSTEMS AS WELL AS **ENABLE MEETING PLAN-NERS WITH INTERNET** CONNECTIVITY.



Delphi Multi-Property Edition® (DMPE) is

Newmarket's group, sales, marketing, banquet and catering technical solution for multiple properties utilizing one database. It helps improve customer service and personal productivity, and enables hotels to cross-sell within a single system.

### **KEY FEATURES INCLUDE:**

**Cross-Property Available Dates Search** 

In an instant, you can learn what dates are available across multiple properties, which properties need the business, and what rates to quote, all by using Delphi Multi-Property Edition's Multiple Dates Search.

**Multi-Property Guest Rooms Control Log** 

This forecasting and tracking tool provides sales people with instant access to updated and accurate room information regarding availability and placement throughout the cluster. With appropriate security clearance, sales managers can view availability at branded hotels, enabling them to confirm business while the customer is still on the phone.

### **Account and Contact Management**

All details associated with a booking are tracked within the system and seamlessly merged with proposals, contracts, resumes, production reports and forecasts. This feature facilitates the generation of a variety of documents and reports by allowing you to incorporate pertinent booking information right into your document with the merge function.

### **Business Intelligence**

Fully integrated with Microsoft Office 2000, this powerful reporting tool and data warehousing system reorganizes the information in your application. Business Intelligence provides you with an in-depth view of your site, helping you better manage your business and provide improved customer service. Business Intelligence also enables centralized reporting on sales performances and account production, for both history and trend analysis.

### **Function Diary**

The Delphi Function Diary is the industry standard, providing on-screen booking details including dates, space optimization, meeting rooms, and food and beverage. Properties benefit from daily, weekly, and monthly views; quick-draw event bookings; capacity checks; second options; special notes; pop-up room details; and space optimization tools. The Function Diary helps minimize conflicts and unwanted double-bookings, while better managing last-minute event scheduling.

### **Shared Account Management**

One click of a mouse, and your sales people have unlimited access to all important account and contact information shared across all properties. The Account Manager tells staff which accounts are producing, canceling, or not being adequately serviced.

### **Internet Integration and e-mail Functionality**

In addition to launching an Internet browser from the Account Manager and going directly to a business partner's web page, users benefit from e-mail enabling capabilities and can create and send e-mails directly from the Delphi Multi-Property Edition through their existing e-mail package.

Hyatt International believes the deployment of applications that are accessible anywhere, at anytime, are critical to the success of a global company such as ours. Delphi Multi-Property Edition allows us to share data, send information and cross-sell strategic business leads among multiple hotels in an easy to use, web-enabled system.

Gebhard Rainer
Vice President of Hotel Finance & Technology
Hyatt International Corporation

### Scheduler

The Scheduler helps you manage daily tasks through scheduled activities, appointments and meetings. Completed activities are archived, accessible and reportable. Property activities such as staff meetings, renovations, group check-ins, and local holidays and events are also available through the Scheduler.

### NetXchange

The NetXchange suite provides a selection of add-on modules that help drive revenue and attract new business, including:

### MeetingBroker

The world's leading electronic RFP handler that turns your Delphi application into an e-Commerce engine and enables users to turn leads into bookings in just seconds with no manual data re-entry required.

### CampaignWorx

Direct, proactive e-mail campaign management via a Newmarket web service and tied directly to your Delphi system.

### LeadWorx

Your own e-RFP provided by Newmarket and linked seamlessly from your own web site directly to Delphi.

### EventWorx

Take Delphi directly to your web site with a webbased public calendar of events that pulls information from Delphi and local event sources.

### GroupWorx

Designed for your internal communication and local business members, you can publish details of your hotel's upcoming events to the local community or across your properties.

# THE FOLLOWING OPTIONS MAY BE ADDED TO DELPHI MULTI-PROPERTY EDITION.

- HotReports
- · NetData Analysis
- · Data Conversion
- · Business Consulting Services
- · Computer-Based Training
- Virtual Classroom Training
- · Optimum Settings
- XML and a variety of interfaces to many types of systems

Please consult with your Newmarket representative about any additional hardware or software requirements.



This screen is the Multi-Property Guest Rooms Control Log. Delphi MPE allows the end user, with appropriate security rights, to view as many of the different properties' guest room inventory at the same time. This will allow the Sales Manager to book the business into the best location for the client and for the hotel company.

Newmarket. International Building Global Hospitality

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## FOR MORE INFORMATION

on Newmarket International and our industry-leading products and services please visit our web site at

www.newmarketinc.com or call 1-888-829-8871







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