

INNTOPIA RMS

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Project Objectives

- ✓ Recreate existing Supplier Admin features in the RMS.
- ✓ Improve functionality and features when possible.
- ✓ Make the RMS feature complete by August 2016.
- ✓ Move all supplier to the RMS prior to the 2016/2017 ski season.
- ✓ Integrate INNovation U with RMS.

Inntopia Investment and Resource Allocation

- ✓ Inntopia has invested over 1.5 million and expects to invest another 1 million to complete Phase 1.
- ✓ Inntopia has hired 4 dedicated external development resources and an internal Product Owner (PO).

Summary of New Features

- ✓ Age Validation and Override
- ✓ Inntopia Collects
- ✓ Easy Upload Templates
- ✓ Manage RMS Users/User Access
- ✓ Per-Person Pricing
- ✓ Product Bundling
- ✓ Copy and Derived Products
- ✓ RMS Photo Tool
- ✓ Promotions
 - ✓ Tiered Rate Discount Overrides
 - ✓ Supplier Invitations
- ✓ Rate Optimizer
- ✓ Tape Chart
- ✓ Taxes and Fees
- ✓ Searching for Reservations



Upcoming Development

- ✓ Product Attributes: Voucher and unit location
- ✓ Product: Ability to add a merchandise price directly to a product.
- ✓ Accounting Center
- ✓ Edit User
- ✓ Supplier Account Signup
- ✓ Product Setting/Booking Restrictions:
 - ✓ Fixed date range and Advanced
 - ✓ Max Booking (minus release times)
 - ✓ Display Sequence
- ✓ Reporting Center
- ✓ Improve Product Name Display:
 - ✓ Tape Chart, Product Bulk Load, Supplier List, Reservations, Products and Promotions.
- ✓ Refactor Promotions to improve performance

Enhancement Requests Phase 2

- ✓ Discount Override
 - ✓ Ability to apply a discount override to all products in a promotion.
- ✓ Tape Chart/Bulk Load:
 - ✓ Load rates and availability independently.
 - ✓ Show which rate/availability the item is derived from.
- ✓ Calendar View
 - ✓ Users would like to be able to see their Availability / Rates / Close Out all in one screen.
- ✓ Multiple Nightly Rate
- ✓ Photo Tool Rewrite

New Feature Demo

- ✓ Tiered Discounts/Supplier Invite/CRS Access
 - ✓ In addition to existing promotion functionality you can now assign varying discount overrides to a single package or promotion based on the length of stay of a lodging item on an itinerary. You can apply as many overrides to a discount as you want. Tiered rate discounts can be useful if you want to add a graduated discount to a product. For example, you can add a discount of 5% off a lodging product with a minimum stay of two nights. To encourage guests to stay longer, you can offer a 10% discount for staying three nights and then a 15% discount for staying five nights, and so on.
- ✓ Product Bundles
 - ✓ In Inntopia RMS, you can bundle, or link, two or more products together which can add value to customer purchases. By pairing a product with other products or by upselling customers on additional optional products, you can offer your customers more choices and increase revenue.
- ✓ Tape Chart
 - ✓ You can assign rates and availability to products using the RMS Tape Chart. A product can have a different rate depending on the day of the week; or a product can be made available for only certain days of the week. You can also flag a product as closed to check out or check in for a particular date range and use the Tape Chart to set minimum stay requirements for products. The Tape Chart offers flexibility to work with individual products on specific days or to use the Bulk Loader to work with multiple products for multiple dates.

Partner Questions/Open Discussion

- ✓ Who is currently using the RMS?
- ✓ Where there any feature I have not mentioned today that you feel should be included in Phase 1?

Thank you!

- ✓ Follow-up Question or feedback please contact me directly or submit an INNteract case!
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