

Quentin Hotels Select IDEaS to Boost Revenue Management Strategy

LONDON – DECEMBER 8, 2014 – [IDeaS Revenue Solutions](#), the global provider of pricing and revenue management software, services and consulting today announced that [Quentin Hotels](#) has implemented [IDeaS Revenue Management System](#) (RMS) across their property portfolio in two European capital cities.

Initially introduced in a pilot scheme at the Quentin Design Hotel in Berlin, the group has seen a significant uplift in revenue after using IDEaS RMS. IDEaS and Quentin Hotels involved a broad set of managers in the pilot, ensuring that alongside the revenue managers, other departments within the hotel and wider group could see the benefits of using the market-leading revenue management system. On the heels of the successful pilot in Berlin, the hotel group is expanding IDEaS RMS to its portfolio throughout the city and also into Amsterdam.

“Quentin Hotels is a unique hotel group and is looking to build on their early successes with IDEaS, and we are excited to be part of their development by providing our advanced technologies to help propel that strategy,” said Fabian Specht, EMEA managing director for IDEaS. “We strongly believe that revenue management needs to be an integral part of any growth plans, and we’re looking forward to a long and successful relationship with Quentin Hotels.”

“The benefits of implementing IDEaS RMS have been substantial. And thanks to automated rate distribution to all our channels, our revenue managers no longer need to spend hours on manual rate updates so they can concentrate their efforts on more strategic tasks,” adds Jonatan Tsuff, managing director of Quentin Hotels. “We needed to find a solution that enhances our overall strategy, provided by a company with sustainability credentials, so IDEaS RMS continues to be the ideal solution for us. We see our future with IDEaS.”

About IDEaS

Celebrating 25 years of excellence in the hospitality industry, IDEaS Revenue Solutions - a SAS Company, offers industry-leading pricing and revenue management Software, Services, and Consulting to the hospitality and travel industries. Headquartered in Minneapolis, Minn. with a global technology center located in Pune, India, IDEaS maintains offices in North & South

America, the United Kingdom, Europe, Middle East, Africa, Greater China, Australia and Asia. For more information, visit www.ideas.com.

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