Press Contact:

Jessica Halterman
jessica.halterman@ideas.com
952.698.4321

IDeaS Revenue Solutions provides superior revenue strategy data for The Newport Harbor Hotel & Marina

Independent property in Newport, RI gets competitive with an automated revenue management solution

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MINNEAPOLIS – February 22, 2018 – With nearly 50 properties in their portfolio, both independent and branded hotels, the Shaner Group made a necessary choice for their Newport Harbor Hotel & Marina to advance their revenue strategy from a manual structure to an automated system.

After looking at multiple solution providers, The Newport Harbor Hotel selected IDeaS Revenue Solutions (IDeaS), the leading provider of revenue management software solutions and advisory services, to improve pricing decisions and overall revenue strategy. "We found our choice to be rather clear, as all of our Hilton branded properties within our portfolio are working with IDeaS, and have experienced great results" said Geoffrey Field, vice president of revenue management, with The Newport Harbor Hotel. "Knowing many of our other properties were successfully running under IDeaS made us confident in our decision."

Overlooking Newport Harbor with dining, live music and proximity to cultural attractions, it is no wonder why The Newport Harbor Hotel is named one of Newport's best locations for sightseeing. Being a busy area of Newport, The Newport Harbor Hotel required a comprehensive revenue management system with forward-looking data to assist with decision-making and enhancing their revenue strategy.

The Newport Harbor Hotel has begun implementation of IDeaS G3 Revenue Management System (IDeaS G3 RMS) to manage and develop pricing for their 133 guest rooms. "We had a need for a more comprehensive revenue management system that was able to provide us with the most accurate data," added Geoffrey. "Our whole team is excited to utilize the clean and organized data available in the IDeaS G3 dashboard."

"The Newport Harbor's management company, Shaner Hotel Group, has allowed IDeaS to better manage room availability and pricing to maximize each hotel's revenue and profitability," said Jane Stampe, managing director at IDeaS. "We are excited to have one of their independent hotels, The Newport Harbor Hotel, join the IDeaS family."

About Shaner Hotel Group

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Shaner Hotel Group is one of the foremost owner-operator companies in the hospitality industry with more than 50 hotel properties owned and managed across the U.S., Europe and the Bahamas.

New properties are constantly evaluated as the Shaner Hotel Group continues a conservative, yet opportunistic approach to growth. Shaner is an approved management company and franchisee of Marriott International, Inc., Hilton Hotels Corporation, Intercontinental Hotels Group and Choice Hotels. For more information about the company and its divisions visit www.shanercorp.com.

About IDeaS

With more than 1.6 million rooms priced daily on its advanced systems, IDeaS Revenue Solutions leads the industry with the latest revenue management software solutions and advisory services. Powered by SAS® and with nearly three decades of experience, IDeaS proudly supports over 10,000 clients in 124 countries and is relentless about providing hoteliers with insightful ways to manage the data behind hotel pricing.

IDeaS empowers clients to build and maintain revenue management cultures–from single entities to world-renowned estates–by focusing on a simple promise: Driving Better Revenue.

IDeaS has the knowledge, expertise and maturity to build upon proven revenue management principles with next-generation analytics for more user-friendly, insightful and profitable revenue opportunities–not just for rooms, but across the entire hotel enterprise. For more information, visit www.ideas.com.
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