



## Delphi<sup>®</sup> 9.5: The Power Selling Edition

Delphi 9.5 allows companies to increase profitability through a streamlined sales process while also creating the most memorable experiences for their customers. This powerful group sales and catering application provides both the visibility and control you need to successfully connect, communicate and compete.

### CONNECT TO MAXIMIZE REVENUES

Winning the business that is optimal for your organization means making the right decisions to maximize revenue and relationships. With new streamlined integration into your Property Management System (PMS), Delphi 9.5 provides a more holistic view of your business and inventory, effectively helping you take your bookings to a whole new level. Key features include:

- **New forecast values** that better estimate guestroom pickup, ensuring the desired mix between group and transient business
- **The ability to flag and determine** which accounts should track transient production from the PMS
- **Enhanced suite logic** that enables guestroom configurations of suites for more accurate inventory reporting
- **Customized guestroom security** which lets you move guestrooms in and out of inventory for a specified period of time
- **Configurable security settings** that limit changes on key booking information
- **Guestroom overblock controls** which allow for specific room types to be overblocked while restricting other room types
- **Simplified guestroom rate fields** that drastically reduce time-consuming data entry

### COMMUNICATE TO REACH NEW MARKETS

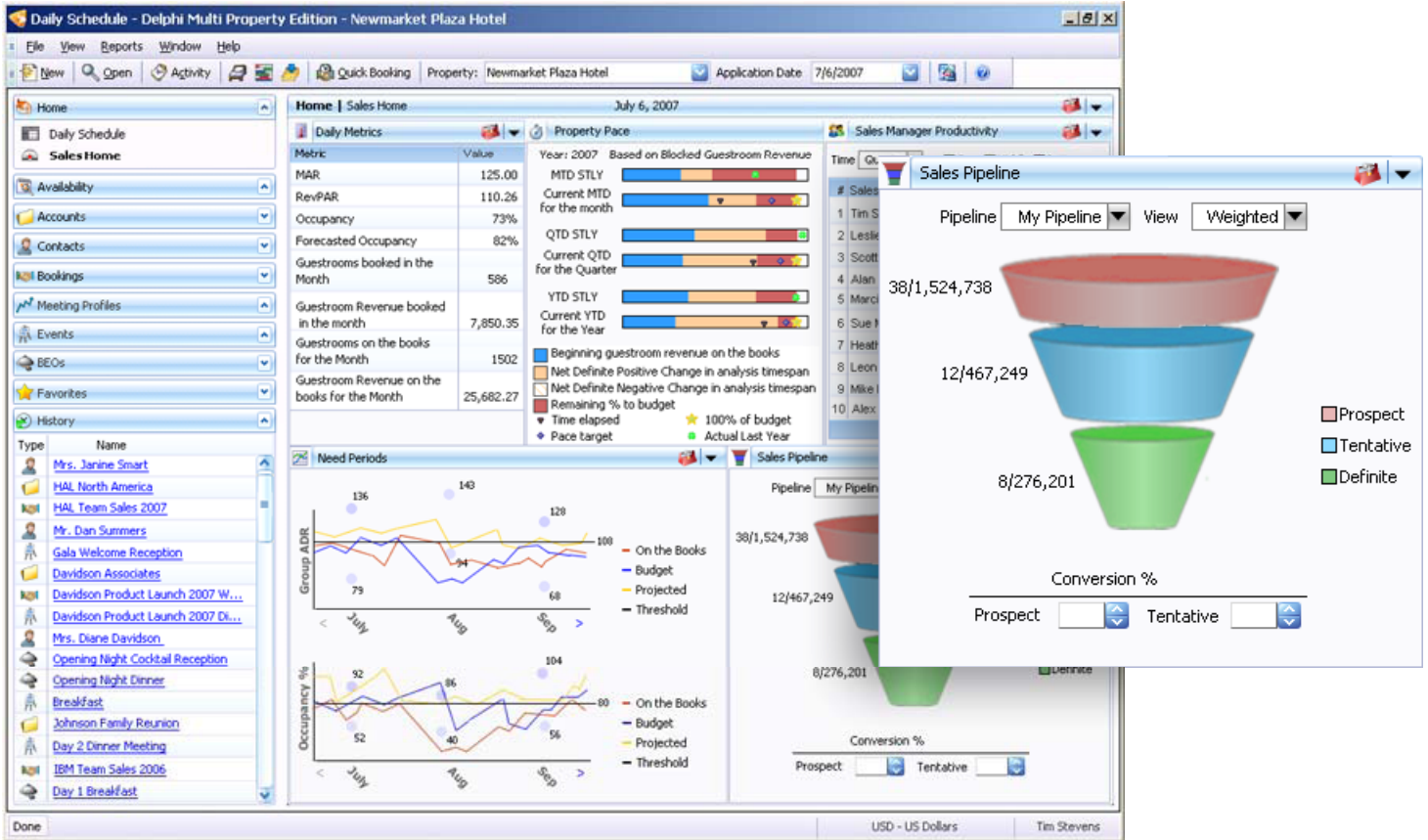
Designed to support your global customer base, Delphi 9.5 gives you the ability to communicate in different languages and conduct business in a variety of currencies with:

- **Multi-language fields** that support worldwide operations in an official language and enable locally-embedded staff to use their home language as well as create specific documentation for key customers in their desired language
- **Multi-currency capabilities** which support global operations with comprehensive multi-currency features
- **Regional settings** that support 15 leading hospitality markets worldwide

### COMPETE WITH STRATEGIC SELLING

By guiding sales managers directly to the most important metrics and business of the day, Delphi 9.5 provides the actionable, intelligent information necessary to generate and close business. In fact, Delphi's new Sales Home and Daily Schedule with its analytical and operational dashboards will literally transform the way you do business. Key features include:

- **Groups in House** allows you to prioritize face-to-face contact with key accounts when they are on the premises



- My Business Alerts displays bookings that require additional attention such as pickup not entered, past due cutoff date and bookings with no recent activity
- A Daily Metrics dashboard component shows current statistics ranging from Forecasted Occupancy to Minimum Acceptable Rate to Revenue Per Available Room and more
- The Sales Pipeline dashboard component gives you the ability to produce a weighted pipeline to evaluate the likelihood of future business and detailed pipeline reporting to better forecast future business opportunities and highlight bottlenecks
- A Need Periods dashboard component displays a graphical representation to include on the books, budget, projected and threshold values for Occupancy and Average Daily Rate

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