



Consistently ranked among the top
Third-Party Hotel Management Companies (2016)
—*Hotel Management* magazine

“Dellisart puts the owners’ priorities first. They are deeply knowledgeable and experienced in the science of hotel revenue management and provide real measurable results for owners.”

— *Vivian Chen*
Holiday Inn Express®
Hermosa Beach CA

“I have been very pleased with the innovative Revenue Management tactics used by Dellisart. Overall property performance has been very successful with capturing more than 100% share.”

— *Bo Patel*
Country Inn Suites
Harrisburg, PA

“Dellisart Lodging has been providing Revenue Management Service to our Staybridge Suites for many years. Their Revenue Management staff has provided exceptional service for our General Manager and Sales Director, using cutting-edge hotel revenue methods and remarkable hotel revenue tactics and strategies. They have boosted and grown our hotel’s revenue at a surprising pace – especially in this competitive market, where several upscale hotels have been added in the last few years.”

— *Harshad Patel*
Staybridge Suites
Davenport, IA

DELLISART

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Suite 208-776
Roswell, GA 30076

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HOSPITALITY MANAGEMENT

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Founded by Douglas Artusio, Dellisart was formed in 2000 as a premier hotel management and development company. The company has expanded into several brands across the U.S. and continues an aggressive development portfolio. Revenue Management has become a focus

of the company as the best method for improving occupancy, average rate and RevPar.



Ewa Kempa leads Revenue Management at Dellisart, serving as Vice President of Revenue Management. Mrs. Kempa is certified to lead revenue management under multiple national franchise brands.

Dellisart offers multiple levels of service, including a basic service highlighted by personal consulting about rate strategies, availability and profit growth. Additionally, a Premium service is available which has a high-touch relationship with the property management team and intimate involvement in property strategy, short- and long-term planning, break- even analysis, and historical reviews.

- ◆ Team of professional experts
- ◆ Designated, all day phone line
- ◆ Multi levels of service
- ◆ Non-compete policy
- ◆ Certified by major brands: Hyatt, IHG, Carlson, Wyndham

OUR SERVICES INCLUDE:

Basic Service:

- ◆ 2 calls per month
- ◆ Monthly evaluation of pricing and strategies
- ◆ Monthly review of pace and pick up
- ◆ Daystar report and segmentation analysis
- ◆ Market segmentation analysis
- ◆ Annual competitive analysis review
- ◆ Inventory management and implementation of pricing strategies in property CRS systems
- ◆ Loading and managing local and national accounts in CRS systems
- ◆ Quarterly account production review and comparison YOY
- ◆ Monthly competitive rate reporting and analysis review
- ◆ Annual RFP seasonality, rates and blackout dates review

Comprehensive Service:

- ◆ Bi-weekly revenue calls
- ◆ Review of pace and pick up
- ◆ Bi-weekly competitive rate reporting and analysis
- ◆ Monthly and daily STAR and segmentation analysis
- ◆ Review of OTA market reports
- ◆ Quarterly competitive analytics
- ◆ Weekly review of inventory and changes for the next 30 days
- ◆ Quarterly review distribution and performance marketing metrics
- ◆ Quarterly channel production review and strategy
- ◆ Quarterly RFP seasonality, rates and blackout dates review

Premium Service:

- ◆ On-call availability to discuss any urgent matters
- ◆ Weekly revenue calls
- ◆ Review of pace and pick up
- ◆ Monthly and daily STAR and segmentation analysis
- ◆ Evaluation of business mix and pricing weekly and daily as needed
- ◆ Opaque demand and pricing analysis daily and weekly
- ◆ Daily review of pace changes for the next 30 days
- ◆ Monthly competitive analysis
- ◆ Monthly account production review and comparison YOY
- ◆ Monthly review of social and content management
- ◆ Group displacement analysis
- ◆ Monthly channel production review and strategy
- ◆ Monthly RFP seasonality, rates and blackout dates review

For more information, please contact:

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