



Duetto & Salesforce: Better Together for Hospitality

About Duetto: Duetto has built a powerful suite of cloud applications that simplify revenue management so hoteliers can work smarter, not harder. Improving the lives of hospitality professionals everywhere, Duetto provides pricing, financial forecasting and group solutions that let hoteliers unlock more revenue.

Why Duetto?

- | The hotel technology landscape is complex and fragmented as data resides in many different siloed systems.
- | Reservations and folio data is extremely important information, providing hoteliers a total view into their business, particularly revenue trends and guest value.
- | Duetto integrates and performs data validation for more than 40 Property Management Systems (PMS) and Central Reservation Systems (CRS) and is continuing to actively grow the number of integration partners.
- | This valuable data, made available by Duetto, saves the customer from having to build integrations with these legacy PMS and CRS systems, which can be extremely costly and time consuming.


Duetto Guest Profiles for Salesforce: Benefits

- | Gives hoteliers a true 360-degree view of a guest by merging your Salesforce CRM data with the most critical hotel data sources: reservation and folio data.
- | Allows users to understand guest booking behavior, on-property spend patterns and total lifetime value to drive marketing campaigns, upgrade guests in the call center or develop their own Force.com app built on top of this valuable data.
- | Make the contact, or guest, the center of the customer journey.

Joint Customers



Resources



Revolutionizing the Hotel Customer Journey... With a Little Help from Our Friends



The Duetto Recipe For A Successful RMS Integration



Bringing a New Approach to Integrations in the Hotel Industry