

# Duetto Reaches 150,000 Rooms Milestone in Europe

Submitted by: Duetto

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Duetto, hospitality's only Revenue Strategy Platform, continues to grow its presence in Europe, Middle East and Africa (EMEA), welcoming 10 new hotel companies in 2018.

The San Francisco based hospitality tech firm now services more than 50 hotel companies across EMEA, representing more than 870 properties and nearly 150,000 hotel rooms.

In 2018, Duetto welcomed some of Europe's leading hotel brands to the family, including the eponymous Sacher Hotels in Austria.

Founded in 1876, Hotel Sacher Wien is Vienna's only family-run luxury hotel with 150 rooms and suites. The 110-room Hotel Sacher Salzburg is the city's only purpose-built luxury grand hotel. It is located on the shore of the Salzach River with beautiful views to Salzburg's old town. Both five-star hotels welcome their guests to a unique blend of charming tradition, excellent service and highest comfort.

"Since 1832 the name Sacher has combined exclusivity, outstanding quality and Austrian charm. Today, innovation is at the heart of everything we do. Through our new partnership with Duetto we will be able to better maximise on opportunities and progress our strategy," said Matthias Winkler, CEO.

The H-Hotels Group added its portfolio of about 60 properties in the DACH region (Germany, Austria and Switzerland) to Duetto in mid 2018, with plans to add further properties as it expands into other European destinations.

Family-owned H-Hotels Group operates over 10,000 rooms across its own brands: Hyperion, H4 Hotels, H2 Hotels, H+ Hotels, H.omes and H.ostels, making it one of the largest hotel operators in the region.

In November, Duetto announced its partnership with luxury hotel group Firmdale Hotels. Firmdale Hotels is privately owned by husband and wife Tim and Kit Kemp and comprises eight award-winning luxury properties in central London and two in New York, including Ham Yard Hotel in London and The Whitby Hotel in New York.

"Our partnership with Duetto will help us future proof our business with scalable multi-tenant cloud technology and speed up innovation. Using the GameChanger and ScoreBoard applications we will gain visibility into all transactional data in order to identify and maximise on revenue opportunities," said Phil Ford, Group Revenue Manager, Firmdale Hotels.

Other brands to join the Duetto family in 2018 include Dedic Anthology, The Flag, Inntel, CityMax, English Lakes, Hotel Des Indes, and Mytha Hotels. These hotel companies join a long line-up of European brands now using Duetto's Revenue Strategy solutions, including NH Hotel Group, Melia Hotels International, Palladium Hotel Group, easyHotel, citizenM and more.

Globally, Duetto now helps more than 2,500 hotel and casino properties in more than 60 countries optimise their rooms, groups and casino revenue.

## ABOUT DUETTO

Duetto is hospitality's only Revenue Strategy Platform. A powerful suite of cloud applications addresses the industry's complexity in distribution and technology, providing solutions that increase organizational efficiency, revenue and profitability.

The unique combination of hospitality experience and technology leadership drives Duetto to look for new and innovative solutions to the industry's greatest challenges. Duetto delivers software-as-a-service to hotels and casinos that leverage dynamic data sources and actionable insights into pricing and demand across the enterprise, enabling a holistic and more profitable Revenue Strategy.

Duetto's fully deployed hotel clients using GameChanger have recorded an average RevPAR Index lift of 6.5%. More than 2,500 hotel and casino properties in more than 60 countries have partnered to use Duetto's applications, which include GameChanger for Open Pricing, ScoreBoard for intelligent reporting, and BlockBuster for contracted-business optimization.

For more information, visit <http://duettocloud.com>.

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