



# Amadeus Sales & Catering Delphi Select

*Enhance your group and event planning business with automation and standardization.*


## Group Business: A Cornerstone for Hospitality Success

Group business provides the unique opportunity of introducing large numbers of people to your property, impressing them with your brand experience, and building loyalty. It also introduces an abundance of logistics to be managed by your small team, who are undoubtedly already short on time. While managing groups, events, and negotiated rate business without the right processes can be cumbersome, this type of business can drive significant revenue for your property.

## Introducing Delphi Select

In a market where scaled-back teams are expected to meet rising demands and increased planner expectations, your hotel needs a name that's trusted by industry leaders worldwide.

Designed to affordably meet the standards of today's hotels, Delphi Select is a cloud-native solution empowering hospitality professionals to optimize guest room and function space usage and profitability. From inquiry to availability and BEO to banquet check, Delphi Select streamlines daily operations and enables you to track performance for properties with standard meeting space in properties around the world.



*With a small team and many budget priorities, how do you effectively grow and manage your group business?*



## Quickly Train and Onboard Staff

We know you're busy. With Delphi Select, you'll have access to the functionality you need, and none of what you don't. The user experience is so intuitive, you'll be able to configure and gain value from the solution in a matter of hours.

- Onboard team members to the streamlined user experience with little training.
- Easily find answers to your questions with in-line tips and help.



## Grow Group Business and Improve Profitability

Sell, manage, and deliver flawless experiences that will set you apart from the competition. With all the details you need at your fingertips, you can efficiently manage tasks and pursue business.

- Schedule tasks for follow up.
- Easily view Availability and Need Periods.



## Manage Events with Ease

Improve communications with your staff by giving them full visibility into your sales and catering operations. With Delphi Select, you'll have documentation at your fingertips, including BEO and Banquet Checks to make sure your events run smoothly.

- Define default items for events
- Generate BEOs and Banquet Checks automatically from booking details.



## Deepen Customer Relationships

With limited staff, automating processes to find new customers and nurture relationships is key to winning business.

- Maintain one database for group contacts, providing transparency and simplified record keeping.
- Detail records to provide the critical components needed to grow relationships and repeat business.
- Maintain a single org, even across various regions, currencies, taxes, and date requirements.



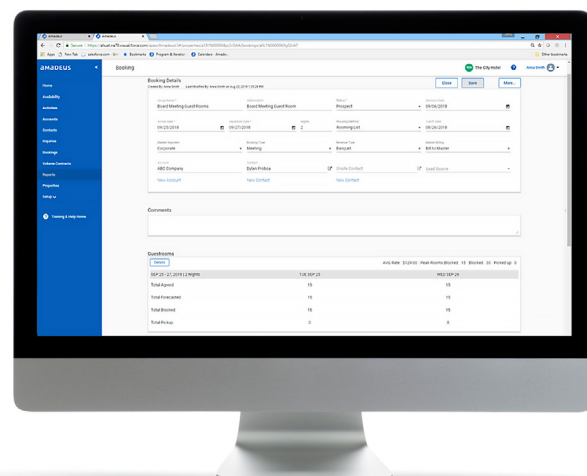
## Increase Visibility into Business Performance

Gain insight into group performance through a variety of reports. With new insight, you can ensure growth opportunities and areas for optimization. Revenue and Events reports, including Guest Rooms Control Log (GRC) and Guest Room Pace, measure revenue.

- Productivity reports measure progress.
- Historical performance provides visibility to trends and enables forecasting.
- Understand profitability by region, property, and team member.

### Key Values for Delphi Select

- Ensure efficient guest room and function space usage
- Track and document all event details with BEOs and banquet checks
- Create standard processes for delivery of group business
- Clearly communicate between staff for seamless event execution
- Understand business performance through standardized reporting
- Manage customer relationships
- Onboard and train quickly with an intuitive interface
- Localize your org and individual properties for dates, currencies, and taxes
- Get the help you need with online support and training





With a long-term commitment to constant innovation, Delphi continues to be the most comprehensive solution in the market today. Discover why the Delphi name resonates so deeply within the industry.

**Learn how you can gain access to the most advanced features for less today.**

MORE INFO



Let's  
shape the future  
of hospitality

**For further information, visit [amadeus-hospitality.com](https://amadeus-hospitality.com)**  
or speak to your Amadeus Account Manager today.

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