

Amadeus Sales & Catering: Delphi®

How do you grow your group business with less time and resources?

Introducing [Delphi](#), the industry standard in hotel sales & catering, now with an enhanced Lightning experience on the industry-leading Salesforce CRM. Supporting teams of all sizes from lead to execution. Whether a small property, full-service hotel, or management company, Delphi helps you manage leads and groups, optimize client interactions, and exceed sales targets with a tailored approach to your property's specific needs.



Key features include:

- **User-friendly solution**, built on Salesforce with an enhanced lightning experience
- **Centralized database** to grow relationships and drive repeat business
- **Comprehensive reporting** to identify trends and enable accurate forecasting
- **Task automation** for streamlined workflows, saving time and boosting productivity
- **Connected ecosystem** with over 30 industry leading partner integrations
- **Tailored training** from self-onboarding to expert-led masterclasses



Tailored benefits by property type:

Full-Service Hotels:

Best for properties with more than 5K ft²/465 m² meeting facilities, offering:

- Comprehensive meeting and event management capable of handling multi-day, multi-function room events, and optimizing efficiency from booking through execution.
- Customizable function diary filtering for enhanced visibility of available rooms, outstanding deposits, and incomplete BEOs.
- Advanced revenue management tools for seamless assessment of space availability and revenue performance across function space utilization, catering services, and more to maximize profitability.

Limited-Service Hotels:

Optimal for properties with less than 5K ft²/465 m² meeting facilities:

- Boost sales efficiency with a simplified process for booking and managing small meetings and events from lead to execution.
- Automated workflows and account tracing to guide group bookings from start to finish, eliminating manual tasks and simplifying operations.
- Utilize real-time collaboration features, leveraging the Salesforce Lightning experience, for managing and tracking changes, feedback, and updates efficiently.
- Effective management of negotiated rate contracts, ensuring meticulous tracking and detailed reporting for enhanced performance analysis.

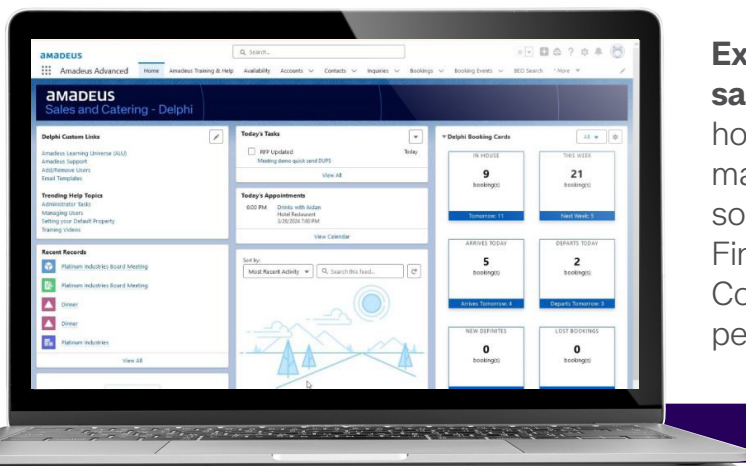




Brand and Management Companies:

Ideal for hotel brands and management companies with diverse, multi-property portfolios:

- Manage portfolio performance from one unified platform, ensuring seamless oversight of all properties for efficient operations and standardized processes.
- Access detailed analytics across your portfolio, including customizable views by region or property type, empowering data-driven planning and decision-making.
- Customizable to fit your unique business processes without requiring changes to your proven methods, including various languages, currencies, taxes, and date requirements.



Experience Delphi's power to elevate your hotel sales and catering operations. From full-service hotels to limited-service properties and brand management companies, **Delphi** offers tailored solutions to meet your most pressing challenges. Find out which Delphi is right for your property. Connect with a sales specialist to receive a personalized demo now.

REQUEST DEMO



For further information about us, visit
amadeus-hospitality.com/sales-catering-software
 or speak to an Amadeus representative today.

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