



aMADEUS

Agency360+

Preparing for RFP Season

How to Use Agency360+ in RFP Season

Identify and solve gaps in the corporate negotiated segment and consortia

1

Prospecting

Understand which travel agencies and companies are booking your competitive set and market to qualify your target list leading into RFP Season.



2

Protecting

Monitor your existing preferred accounts to identify shifts in market share. Understand which accepted programs are helping you achieve your strategic goals.



3

Reporting

Track the performance of your preferred accounts over custom date ranges and export to take action. Use save selection filters to capture top prospects for quick reference in future sessions.



Corporate Performance

See which IATAs/PCCs are booking the most volume in your competitive set for target accounts

AGENCY TARGETINGCORPORATE PERFORMANCEVACATION RENTALS

Date RangeNext 90 days

Aligned By

Channel

Compare To1 Year Ago (LY)

MarketGDS Market

Competitive SetGDS-PRIMARY: Hilton Salt Lake City Center (6117)

APPLY

Show Top25

Rank ByCS Revenue

More Filters

LAST WEEK

AGENCY DETAILS

Corporation	Revenue						Room Nights						ADR					
	Rev	Rev vs LY	CS Rev	CS Rev vs LY	Market Rev	Market Rev vs LY	RN	RN vs LY	CS RN	CS RN vs LY	Market RN	Market RN vs LY	ADR	ADR vs LY	CS ADR	CS ADR vs LY	Market ADR	Market ADR vs LY
Biomerieux Sa	\$0	\$0	\$101,117	\$70,116	\$108,543	\$76,498	0	0	581	400	627	439	\$0	\$0	\$174	\$3	\$173	\$3
Fidelity Investments	\$0	\$0	\$20,944	\$7,840	\$27,243	\$10,240	0	0	108	40	139	47	\$0	\$0	\$194	\$1	\$196	\$11
Deloitte	\$378	\$378	\$18,340	\$7,989	\$23,455	\$7,647	2	2	89	38	126	31	\$189	\$0	\$206	\$3	\$186	\$20

Corporation

Room Nights

ADR

Agency

Source

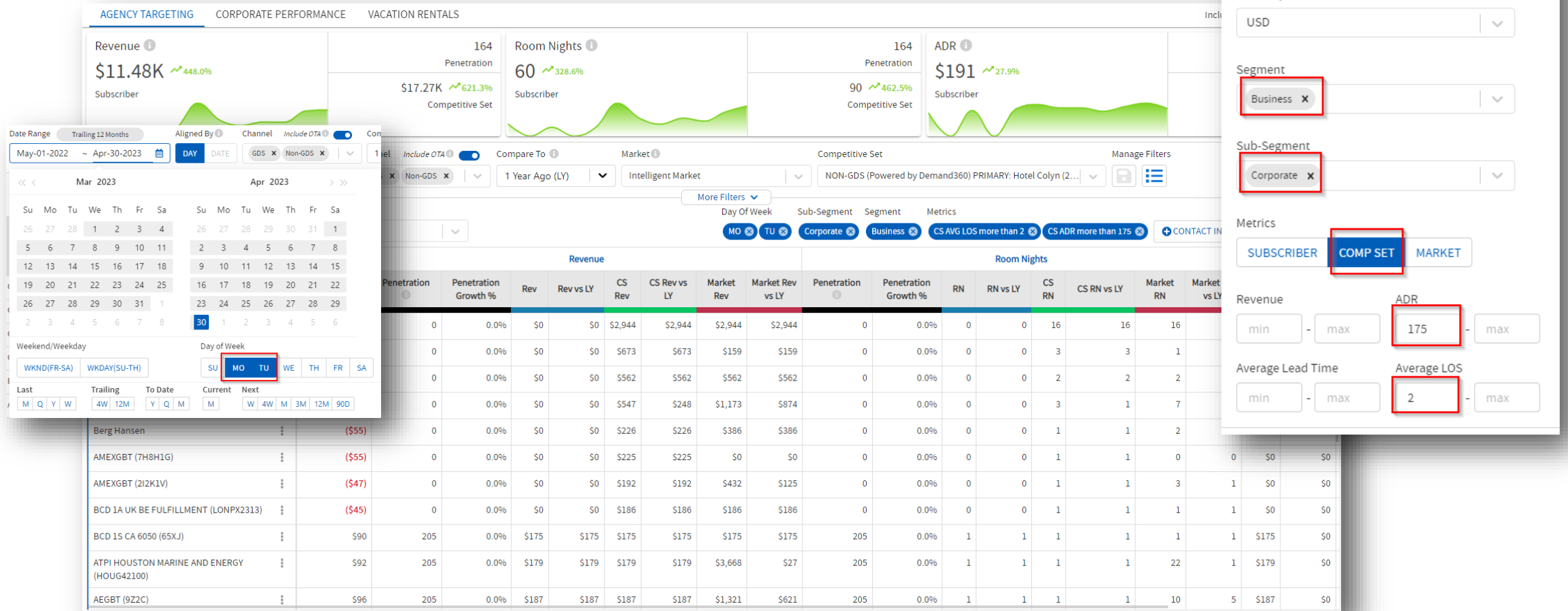
PCC

IATA

Deloitte	0	0	37	23	37	23	\$0	\$0	\$203	\$0	\$203	\$0	CWT DELOITTES (1YB5)	Sabre	1YB5	02350843	9/444 Que
	0	0	23	23	23	23	\$0	\$0	\$226	\$0	\$226	\$0	Egencia Denmark Hotels (CPHEC38GG)	Amadeus	CPHEC38GG	17203616	5 Meldah
	2	2	27	27	63	63	\$189	\$0	\$192	\$0	\$162	\$0	BCD TRAVEL (4BAH)	Sabre	4BAH	10632300	10301 DEE
	0	0	2	(32)	3	(51)	\$0	\$0	\$209	\$7	\$182	\$6	BCD IV US 2780 (4DT1V)	Galileo	4DT1V	10632300	10301 Dee
	0	0	0	0	0	(6)	\$0	\$0	\$0	\$0	\$0	\$0	BCD IV CA 2780 (12DT1V)	Galileo	12DT1V	67975305	135a Math
	0	0	0	(3)	0	(21)	\$0	\$0	\$0	\$0	\$0	\$0	CWT (HYDWL22UA)	Amadeus	HYDWL22UA	14313994	Neuland

Agency Targeting

Create Prospect Profiles to win RFP Season



Create a prospect profile to identify agencies booking your 'ideal' pattern of business to fill gaps is a dynamic way to optimize the power of Agency360+

A person is seen from behind, holding a smartphone up to take a photo of a city skyline at night. The city lights are blurred into colorful bokeh circles. The person's silhouette is dark against the bright background.

Thank you

Find out more at
amadeus-hospitality.com

AMADEUS

© Amadeus IT Group and its affiliates and subsidiaries