

## 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 ft<sup>2</sup>/465 m<sup>2</sup> 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 ft<sup>2</sup>/465 m<sup>2</sup> 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.



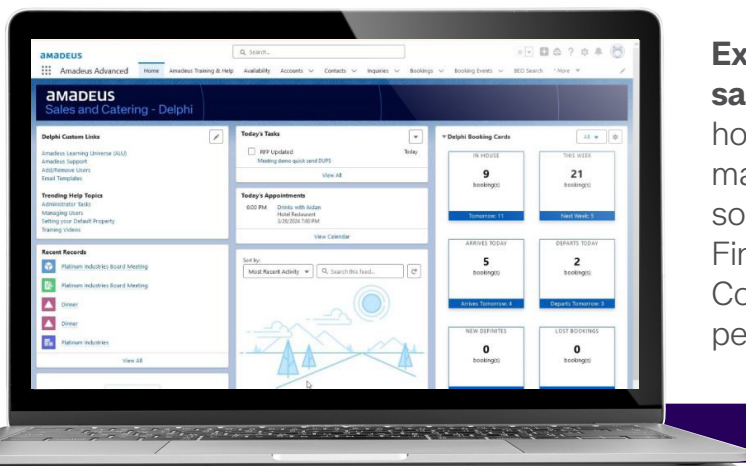




## Brand and Management Companies:

**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](https://amadeus-hospitality.com/sales-catering-software)  
 or speak to an Amadeus representative today.

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