



Guide For Selecting A Channel Manager For Hosts & Hospitality Managers



9 Reasons To Have A Channel Manager

Channel Manager On-Demand Digital Distribution

A Channel Manager provides a structure & centralization over online room distribution. It also controls cost on connected channels, supplying you with an integrated digital presence within the travel market.



**Automate
Inventory
Operations**



**Reduce
Overbookings**



Increase RevPAR



Enrich Visitor Stay



**All-in-one Managed
Sales Packages**



**On Demand
Updates**



**Free Digital
Billboarding**










**One Stop Inventory
Distribution**



**Comparative Rate
Parity**

Elements To Contemplate When Selecting A Channel Manager: Client's Check List

Category	Features	Point Click Integrate
Mobile Experience	Onboarding Can you do a full signup from your smartphones? Which means property setup, language selection, room creation, promotion creations, and channel setups. Are all these features available & functional through an iOS & android application experience?	
	Accessibility on Phone Can you access all the features of a channel manager from your smartphones? From detailed per channel reporting to price, availability, & promotion control strategies.	
	Complete Application Solution Does the application cover all aspects essential to manage a hotel of all sizes?	
Visitor Experience	Guest Account Does your channel manager allow your guests to create their account on your website portal to access promotions & packages?	
	Contactless Check In Can your visitors do contactless check in from their smartphones?	
Access Control	Permission Based Roles Can you have more than one consumer stages for your departments in the channel manager?	
	Consumer Privileges Are you allowed by the channel manager to create service-stage users? Such as you want to allow access to inventory management only.	

Category

Features

Point Click Integrate

Pooled Inventory Management

Comprehensive Financial Reporting & Updated Logs

Do you receive brief managerial reports? Track inventory and price updates by permission-based job roles with access control.



Reservable Inventory

Does the channel manager allow you to setup a future calendar for room availability with the connected channels & OTAs?



Auto Diagraming

Does the application capture and coordinate room-mapping facts from extranet profiles itself?



Reduced Overbookings & Under Bookings

Can the channel manager decrease your hotel's under bookings and overbookings?



Control Panel and Quick Data

Does the channel manager provide analytics concerning your property's channel performance? It should provide clear data regarding guests, booking details, and metrics real time to assist make strategic selections.



Room Availability & Inventory Monitoring

Is information transferred seamlessly to your PMS and it also carries out real-time inventory changes & updates across all channels?



Category

Features

Point Click Integrate

Real-Time Updates

On Demand & Real Time Inventory Notifications

Does the channel manager provide you with instant notifications of room count providing the exact status of inventory?



Rooms are reserved only after receiving a deposit

Instantaneous Updates

Does the app reflect the current indicators, updates, or essential announcements from channels directly?



Rooms are reserved only after receiving a deposit

Reservation Notifications

Are you instantly notified if there are any failed bookings from either of the connected channels?



Turnover Regulation

Linked Price Plans








Does the application have a Master rate plan which helps to derive and manage multiple rate plans for creating sales packages, promotions, & upsells? (Master and Derived rate plans)



Yield Control

Does the channel manager help you capitalize on your revenue based on the current use of your property?



Category	Features	Point Click Integrate
Channel Management Process	<p>Does it involve all of the channels that you are listed on or need to connect with?</p>	<p> most of them. However, we're happy to increase new channels as per the viability.</p>
	<p>OTA Vouchers Are OTA vouchers for bookings available in the system?</p>	<p></p>
	<p>The number of channels can your channel manager connect you to?</p>	<p> You can be connected to all the listed channel, but it is advised to associate with ones that would enhance your performance.</p>
	<p>Will the Channel manager allow you to administer rates and availability as per each channel?</p>	<p></p>
	<p>Is the performance of the Channel Manager affected by an increased number of associated channels affect, and it would no longer push updates on the channels instantly?</p>	<p>Not Our algorithm is not pressured by the number of channels, and is guaranteed to provide smooth performance despite the number of linked channels.</p>
	<p>Multi-Currency Settings Does the channel supervisor permit you to align currency for every connected channel?</p>	<p></p>
	<p>Tax Settings Does the channel manager let you to set tax for each related channel?</p>	<p></p>
	<p>Price Parity Preservation Does the channel manager assist you to preserve price parity on the OTAs your hotel is involved with?</p>	<p></p>

Category

Features

Point Click Integrate

Channel Management Process

The Pace Of Distribution



On Demand

We send updates to all OTAs instantly, whereas industry standard time is up to 2 minutes

OTA Billing control

Will the channel manager let you take care of OTA commission and billing management apart?



Are the following features performed by the Channel manager depending on each channel's viability?

1. Breakfast choices
2. Minimum Length of Stay (MLOS)
3. Closed to Departure (COD)
4. Closed to Arrival (COA)
5. Closed for Maintenance



OTA Management

Does the channel manager assist you to operate the OTA promotions and messages?



Performance Reports

Information Evaluation

Does your channel manager have a tool for hotel records analysis?



May	53654	56353	57675	76111
Jun	56743	58976	59646	76533
Jul	56783	58976	67454	79535
Aug	59564	60876	78454	80353
Sep	67432	64532	79535	81556
Oct	68422	68953	80535	85864
Nov	70478	69422	80942	85864
Dec				
Sales 1				
Sales 2				
Sales 3				
Sales 4				
Total	559861	620394	691502	767387
	21.43%	23.3%	26.38%	28.89%

Category

Features

Point Click Integrate

Performance Reports

Revenue Evaluation

Do you receive sales generation records on the types of rates and availability?

Channel-wise reviews

Do you get to be aware of channel wise reports on revenue and reservations?

Other Particular Sales Analysis

Can your channel manager collect area-sensitive and travel-agent alert sales records?

Reservation Cancellation Reports

Does your channel manager offer you precise reports on reservation cancellations from every channel?

Reservation Lead Time

Do you get to know the average reservation lead time of your visitors?

Visitor Statistics

Are you able to get complete information about your visitors through the channel manager? Will it assist you to enhance your business and make use of your best techniques?



Of Course



Rooms are reserved only after receiving a deposit



Rooms are reserved only after receiving a deposit

Payments

Manage Payments

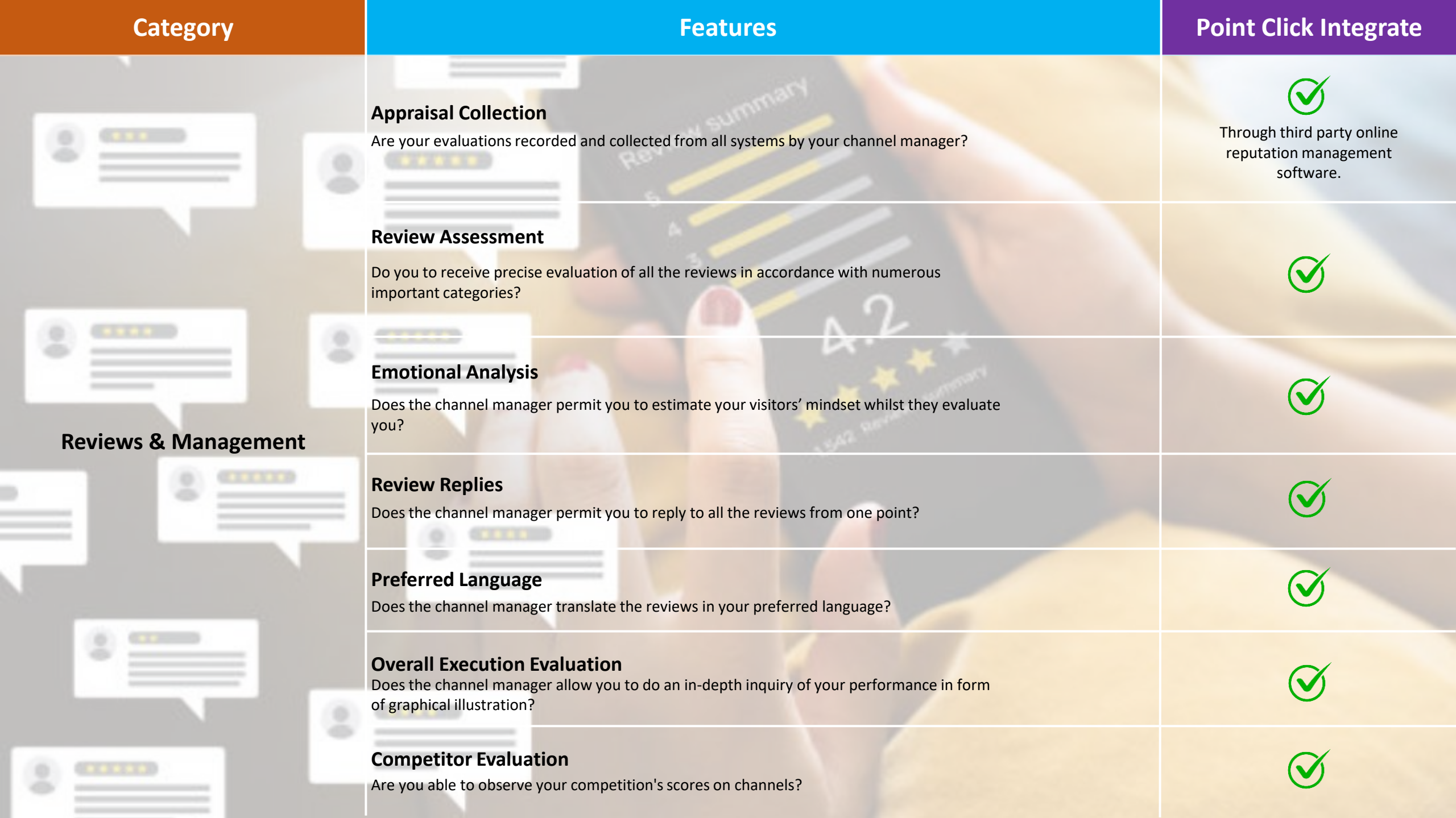







Can the channel manager send an internet payment link to your visitors to immediately accumulate reserving deposits?

Credit Card Payments

Are you able to carry out all credit card operations from one centralized point? i.e., to authenticate credit card data, hold, approve, refund and carry out more transactions and manage last-minute cancellations, no-shows with very little effort.










Business Partner Central





Are you able to connect, book, bill and manage with instant debit and credit transactions for city business travelers & travel agents with the channel manager?

Category	Features	Point Click Integrate
Reviews & Management 	<p>Appraisal Collection Are your evaluations recorded and collected from all systems by your channel manager?</p>	 Through third party online reputation management software.
	<p>Review Assessment Do you to receive precise evaluation of all the reviews in accordance with numerous important categories?</p>	
	<p>Emotional Analysis Does the channel manager permit you to estimate your visitors' mindset whilst they evaluate you?</p>	
	<p>Review Replies Does the channel manager permit you to reply to all the reviews from one point?</p>	
	<p>Preferred Language Does the channel manager translate the reviews in your preferred language?</p>	
	<p>Overall Execution Evaluation Does the channel manager allow you to do an in-depth inquiry of your performance in form of graphical illustration?</p>	
	<p>Competitor Evaluation Are you able to observe your competition's scores on channels?</p>	

Category	Features	Point Click Integrate
Group of Assets	Integrated Inventory Are you able to control integrated inventory distribution in your resort chain?	
	Sole Login For Chain Of Hotels Can you work the inventory of your hotel group with the use of an sole login?	
	Integrated Travel Agent Profile Does the channel manager maintain travel agent profiles ?	
	Integrated Business Reports Do you get combined data and accounts of revenue, reservations, use and more of your hotel chain?	
Interface	Information Safety Features Are there any unique measures for records safety?	 
	Front Desk Desktop Based Hotel PMS	
	Complete Cloud-based Hotel Administration Structure	
	Registration Online Reservation Engine	
	Third Contributor Systems? Is the channel manager system incorporated with any third Contributor PMS, reservation engine except PCI?	<p>Not</p> <p>Contact our sales team for a feasibility check and timeline</p>
	Open To Other Third-Contributor Integrations? Is the channel manager seller ready to incorporate the system with a PMS of your choice?	<p>Not</p> <p>Contact our sales team for a feasibility check and timeline</p>

Category	Features	Point Click Integrate
<p>Connected Channels</p>	<p>How many linked channels?</p>	<p>130+</p>
	<p>Does it involve all of the channels that you are listed on or need to connect with?</p>	<p> We can also increase as per the viability.</p>
	<p>Is it connected with GDS?</p>	<p></p>
	<p>What number of days does it take for a new channel to be delivered to the channel manager?</p>	<p> 1-5 Days</p>
	<p>Does it have a reference to Vacation Rental Portals?</p>	<p></p>
<p>Accessibility</p>	<p>Mobile Application for Channel Manager Are you able to get access of the application on the smartphone and carry out brief distribution operations just from your fingertips?</p>	<p> Through PCI Mobile App</p>

Category	Features	Point Click Integrate
 <p>Support</p>	 <p>Live Support Does the channel manager seller provide a guide at all time to deal with your enquiries?</p>	 <p>We offer support through telephone, live chat, emails, etc.</p>
	 <p>Multilingual Guide Does the channel manager vendor deliver assistance in your chosen language?</p>	
	<p>Committed Account Supervisor Do you have a committed account supervisor who knows the details of your hotel and acts as a passage among you and market managers in addition to the OTAs</p>	 <p>Contact our sales team for more information.</p>
	<p>Execution Does the channel manager supplier organize and carry out the complete mechanism for you?</p>	
<p>Channel Association & Security</p>	<p>What form of connection does the channel manager have with 3rd party contributors?</p>	<p>2-way XML connectivity</p>
	<p>Is the channel manager presented on a cloud?</p>	
	<p>What's the server uptime agreement?</p>	<p>99.99%</p>
<p>Data Confidentiality and Comparison</p>	<p>Competitor Evaluation And Contrast Does the application help you analyze your opposition in regards to related channels and tune their performance?</p>	

Category	Features	Point Click Integrate
<p>Awards and Recognitions</p>	<p>Expedia</p> <p>Does your channel manager have an established association with Expedia?</p>	
<p>Free Trial & Sign Up</p>	<div data-bbox="828 321 1834 1035" data-label="Image"> </div> <p>Free Trial</p> <p>Is a demonstration of the application provided by the vendor?</p> <p>Free Trial in Your Data</p> <p>Do you get a free trial based? No cost, no obligation</p> <p>Training</p> <p>Do you receive product training by the vendor?</p>	<p>Schedule a free demo from </p> <p>You can get it from </p> <p>We provide free unlimited training. You can also find our DIY product training videos on our </p>

Wondering How Your Hotel Industry Is Carrying Out?

Get a Free Hotel Audit Report Today!

About The Company



18000+
Happy clients



200+
Distributors
globally



160+
Countries



50+
Languages
Available



14+
Years In
Business



159K+
Consumers
Of Software

Escalate Your Revenue Through Modernized Inventory Distribution

Get a Free Trial

OR

 Your @ gmail.com

 Your Mobile Number