



Sceptre Hospitality Resources provides global solutions to implement connectivity, generate booking conversions, maximize revenues, and optimize ROI by offering flexible and cost-effective hotel services, reservations, and eCommerce services and support. Whether you have a branded hotel or an independent property, our customized solutions distribution includes:

- Reservation Technology and Connectivity
- Revenue Management
- Interactive Marketing & E-commerce Services
- Online-based Operations Enhancers
- Property-level Sales & Marketing Expertise

With Sceptre’s unmatched level of expertise in hospitality resources, we are able to deliver revenue-generating solutions along with the certitude of success that only comes from years of experience and proven performance results.

MAXIMIZE YOUR REVENUE STREAMS AND PROFITABILITY

With SCEPTRE’s Revenue Management expertise, supported by unprecedented historical and analytical tools, make better decisions than your competitors, gain market share, ultimately, make more money.

Unique Top-Line Focused Approach

Developed by Revenue Managers, not computer programmers, SCEPTRE combines proven Revenue Management technology with direct, hands-on support from experienced Revenue Managers. SCEPTRE’s process provides structure and expert support for the Revenue Management process, ensuring that the right people have the right data, at the right time, to make decisions that help the hotel make more money.

Revenue Scorecard

Sceptre employs some of the hotel industry’s most experienced Revenue Managers, powered with cutting-edge tools, to create a monthly Revenue Scorecard for hotel owners and operators. By combining various key indicators including the STAR report, market segmentation, distribution channels, and social media outlets, Sceptre’s Revenue Scorecard objectively provides actionable insight into a hotel’s current and future performance.

Revenue Mentors

For ongoing revenue management support, Sceptre’s Revenue Mentors oversee and enhance a hotel’s Revenue Manager while literally becoming a member of the property’s sell strategy team. By participating in the weekly sell strategy process, mentoring the property Revenue Manager, and being available to the rest of the team for consultation, the Revenue Mentor partners with the Revenue Manager to ensure that the revenue management process goes off without a hitch.

Remote Revenue Managers

For a completely outsourced Revenue Management solution, Sceptre’s affordable Remote Revenue Managers work directly with the property leadership to develop, implement, and continually validate the optimum room revenue strategy with daily guidance from some of the hospitality industry’s established leaders in revenue management. Sceptre’s Remote Revenue Managers follow a proven Best Practice formula that is practically guaranteed to yield positive results, while leaving the property team free to focus on running the operation.

Hotel Revenue Management: A Three Step Process

