



The RIGHT FIT:

**Navarino Services and PMS
Integration**

RedX is a Clear Industry Leader

- PMS connectivity to more than 56+ different systems
- Tight integration with Revenue Management Systems
- Integration to Customer Relationship Management Systems
- Over 4,000+ integrated hotels (one-way and two-way) using interface

Web Services Architecture (SOA)





- Scalable & Reliable infrastructure

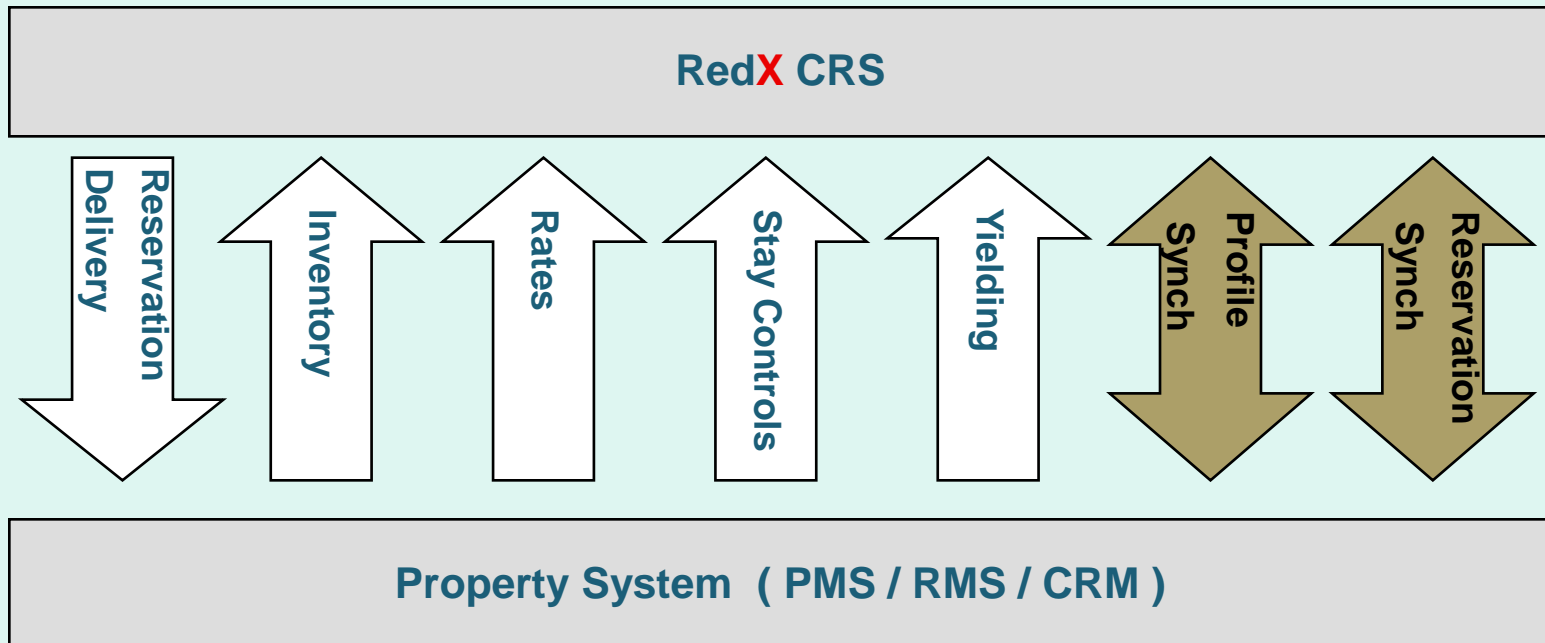
Technology Partner Program

- Cross discipline partners (PMS / RMS / CRM / Channel Mgr / OTA)
- Close cross-company collaboration
- Clear customer benefits



RedX Property Connect architecture

-  XML Web Services - OTA and HTNG Standards
-  Real-time - event-driven or scheduled
-  **One-Way** and **Two-Way** capabilities
-  PMS or CRS level integration



Guarantees customers the highest level of collaboration between vendors

RedX and each Partner Agree to:

- Adhere to a standard implementation process and timeline
- Provide integrated customer care support
- Develop an industry leading level of system integration
- Follow a thorough User Acceptance Testing process
- Use industry standard specifications such as OTA and HTNG



Challenge:


- Achieving a single-image inventory of all reservations
- Finding new technology to fulfill the vision of a growing hospitality chain

Solution:


- Implemented RedX Distribution Management System for its robust channel management, ease of integration and reliability
- Implemented RedX Property Connect to integrate Lodgeworks' PMS with RedX at every property

Results:

- Increased same-store average daily rate (ADR) by 8%
- Increased year-over-year reservations by **over 15%**
- Leveraged RedX flexibility and integration solutions to input 100% of reservations through RedX Voice Agent, versus their own PMS, thereby achieving a true single-image of inventory

 **Robust, best of breed integration to all property systems**

Continue to drive adoption of industry standard interfaces through our participation in HTNG and our Technology Partner Program

 **The CRS becomes the system of record**

The central point for all decision making Profile and reservation synchronization creates a single image of data between the CRS and PMS

RedX will build out RMS and CRM capabilities, but will continue to work with third party providers – allowing you to choose the approach that works for you



Addendum to Contract Dated _____ between Navarino Services Limited and _____ . The hotel has requested PMS integration between the hotels PMS system and the Navarino RedX CRS interface.

- The hotels PMS system and version is:
- The hotel requires a: (Please circle the interface required)

Single-Property PMS/CRS Interface XML	Yes/No
Multi-Property PMS/CRS Interface XML	Yes/No

Single-Property PMS Interface between hotels PMS and Navarino's CRS

Integration Fees

The hotel agrees to pay Navarino Services Ltd the following one-time integration fee:
2-Way integration - Set up Fee per Property € 750 Euros

Per Transaction Systems Monitoring Fee (Please circle the interface required)

The hotel agrees to pay Navarino Services Ltd the following per transaction systems monitoring fee for as long as the hotel remains integrated:
2-Way integration - Per transaction fee € 0.95 Euros

Multi-Property PMS Interface into PMS and Navarino's CRS to a single interface into a PMS that is supporting multiple properties:

Multi-Property PMS Interface Integration Fees (Please circle the interface required)

The hotels agree to pay Navarino Services Ltd the following one-time integration fee:
2-Way integration - Set up Fee €1,000 Euros

Multi-Property PMS Interface Per Transaction Systems Monitoring Fees (Please circle the interface required)

The hotel agrees to pay Navarino Services Ltd the following per transaction systems monitoring fee for as long as the hotel remains integrated:
2-Way integration - Per transaction fee € 0.95 Euros

Hotel Signature: Date:

Navarino Signature: Date: