

CHOOSING AN RMS:

THE BUYER'S CHECKLIST FOR INDEPENDENT HOTEL OPERATORS AND REVENUE MANAGERS



Use this checklist interactively—score each RMS on these criteria to compare vendors side-by-side, factoring in both strategic fit and ease of execution.

SYSTEM INTELLIGENCE & PRICING APPROACH

- Does the platform use real-time data to dynamically adjust pricing by room type, segment, and channel?
- Can it learn from historical performance, market signals, and user inputs to improve recommendations over time?
- Are there customizable guardrails to enforce business rules or brand strategies?
- Is the platform's decision-making logic transparent and explainable?

ROI, COST, AND VENDOR TRACK RECORD

- What is the total cost of ownership (TCO) (license, integration, training, support)?
- What kind of ROI (RevPAR, ADR, efficiency gains) have similar properties seen?
- Can the vendor provide customer case studies and references?
- What is their client renewal rate and support satisfaction score?

REPORTING & FORECASTING CAPABILITIES

- Can custom reports be generated for unique business questions (e.g., promotions by segment, pickup trends)?
- Does it allow ad hoc data analysis beyond pre-built dashboards?
- Can it simulate "what-if" scenarios to test the impact of different pricing strategies?
- Does it detect early warning signs like spikes in cancellations or unusual booking patterns?

USABILITY & SUPPORT

- Is the system user-friendly for non-technical staff?
- What onboarding and training resources are provided?
- How responsive is customer support, and what are typical resolution times?

INTEGRATION & TECH STACK COMPATIBILITY

- Does it integrate bi-directionally and in real time with your PMS, CRS, and channel manager?
- Can it ingest third-party demand signals?
- Does it connect with CRM systems for personalized pricing and loyalty offers?
- Can it be integrated quickly and easily by non-technical staff?

CONTACT US FOR MORE HELP



info@takeup.ai



www.takeup.ai