

## Press Information

For Immediate Release

# WHARF HOTELS AND DUETTO ANNOUNCE REVENUE STRATEGY PARTNERSHIP

## Hotelier Adopts Scalable Technology Powered by Open Pricing

Hong Kong SAR, China, 22 December, 2017 — Wharf Hotels, a leading hotel management company based in Hong Kong comprised of 16 hotels operating Niccolo Hotels and Marco Polo Hotels, has partnered with Duetto, a Revenue Strategy Platform for the hospitality industry, expanding its presence in Asia-Pacific.

Wharf Hotels will implement Duetto's cloud application GameChanger at several of its owned and managed hotels in Hong Kong, China and the Philippines. The strategic partnership enables Wharf Hotels to adopt Open Pricing, the core philosophy supporting the GameChanger solution that enables hotels to yield rates independently across all channels, segments and room types in real time.



“At Wharf Hotels we are aiming to deliver even more profitable returns to our stakeholders, so a forward-thinking technology partner capable of supporting our expansion efficiently is important. Duetto's application appealed to the group not only for its use of dynamic sources of data, but also for its cloud architecture that could integrate across all of the Niccolo and Marco Polo Hotels' existing technology stack,” said Mr Philip Schaetz, Vice President Sales and Marketing, Wharf Hotels.

“In Duetto, we have found a scalable technology solution competent of leveraging our development plans in our key markets,” he added. “We look forward to collaborating to implement a more innovative revenue strategy across the company.”

“As a high-growth company that recognises the importance of innovation in revenue strategy and hotel technology, Wharf Hotels is the ideal sort of industry leader we look to work with,” said Mr Patrick Bosworth, Co-Founder and CEO of San Francisco-based Duetto. “We share Wharf Hotels' ambitions to grow and expand their footprint, and we are confident this will be a fruitful partnership for many years to come.”

## About Wharf Hotels

The Spirit of Discovery

Emanating the spirit of discovery, Wharf Hotels, a wholly owned subsidiary of The Wharf (Holdings) Ltd, is based in Hong Kong SAR of China, and currently operates 15 owned or managed hotels under Niccolo or Marco Polo Hotels in Hong Kong, China and the Philippines. Niccolo Hotels was added to the group's portfolio in 2015 as the new luxury collection, positioning the brand as contemporary urban chic at its first hotel in Chengdu. Three new Niccolo hotels are currently under development in Hong Kong and China. Marco Polo's premium hotels in established locations maintain their long-

standing ethos to explore, discover and experience a destination, creating unique guest experiences and drawing on the key philosophies of its namesake, Marco Polo: an adventurer, a traveller, an entrepreneur and a connoisseur of culture - just as Marco Polo's modern travellers are today. Further details on Wharf Hotels are available at [wharfhoteles.com](http://wharfhoteles.com).

### About Global Hotel Alliance

Global Hotel Alliance (GHA) is the world's largest alliance of independent hotel brands, bringing together 35 brands with 550 hotels in 76 countries. GHA uses a shared technology platform to drive incremental revenues and create cost savings for its member brands. GHA's award-winning loyalty programme, DISCOVERY, provides over 10 million members exclusive opportunities to immerse themselves in local culture wherever they travel. For more information, visit [gha.com](http://gha.com).

### About Duetto

Duetto is hospitality's only Revenue Strategy Platform. A powerful suite of cloud applications addresses the industry's complexity in distribution and technology, providing solutions that increase booking conversion, guest loyalty and revenue.

The unique combination of hospitality experience and technology leadership drives Duetto to look for new and innovative solutions to the industry's greatest challenges. Duetto delivers software-as-a-service to hotels and casinos that leverage dynamic data sources and actionable insights into pricing and demand across the enterprise, enabling a holistic and more profitable Revenue Strategy.

In 2016, Duetto's fully deployed hotel clients using GameChanger recorded an average RevPAR Index lift of 6.5%. More than 2,000 hotel and casino properties in more than 60 countries have implemented Duetto's applications, which include GameChanger for Open Pricing, ScoreBoard for intelligent reporting, PlayMaker for personalization, and BlockBuster for contracted-business optimization.

For more information, visit <http://duettocloud.com>.

\* \* \*

For more information, please contact:

Ms Alka Datwani  
Group Director, Branding & Communications  
Wharf Hotels  
5/F, Marco Polo Hongkong Hotel, 3 Canton  
Road, Hong Kong SAR, China  
T (852) 2118-7265  
E [alka.datwani@wharfhoteles.com](mailto:alka.datwani@wharfhoteles.com)

Ms Bonnie Ang  
Communications Manager  
Wharf Hotels  
5/F, Marco Polo Hongkong Hotel, 3 Canton  
Road, Hong Kong SAR, China  
T (852) 2118-7292  
E [bonnie.ang@wharfhoteles.com](mailto:bonnie.ang@wharfhoteles.com)