

Amara Hotels & Resorts Selects Duetto As Revenue Strategy Partner

Singapore, 5 April, 2018 — Amara Hotels & Resorts has partnered with Duetto, hospitality's only Revenue Strategy Platform, to implement two of the company's cloud applications for greater collaboration and more data-driven pricing and distribution decisions across Amara's hotel group.

The Singapore-based company will adopt Duetto's Open Pricing application, GameChanger, and its solution for intelligent reporting, ScoreBoard, exclusively across its four hotel and resort properties.

"Having a centralized, fully integrated Revenue Strategy Platform was important to our organization, so we found not only Duetto's apps compelling, but also its approach to Revenue Strategy that emphasizes collaboration and sharing data among hotel departments," said Dawn Teo, Senior Vice President for Amara Hotels & Resorts. "The technology enables the strategy, and vice versa. We look forward to implementing both apps in the next few years."

Amara sought cloud-based solutions like Duetto's to ensure its hotel technology stack could scale with the company as it embarked upon growth plans, she said.

"We're pleased to partner with Amara Hotels & Resorts, a company that understands the shifts in corporate culture and hotel technology necessary to craft a next-generation hotel Revenue Strategy," said Patrick Bosworth, Co-Founder and CEO of San Francisco-based Duetto. "We look forward to helping this forward-thinking company grow its top and bottom lines as it further bolsters its reputation for hospitality in key markets across Asia."

Amara manages four high-end properties, including its flagship city-center hotel Amara Singapore, the Amara Sanctuary Resort on Sentosa Island, Amara Bangkok and Amara Signature Shanghai.

ABOUT AMARA HOTELS & RESORTS

Amara Hotels & Resorts made its debut in hotel investment and management with the development of Amara Singapore in 1986. It broadened its presence in the market with the development of Amara Sanctuary Resort, Sentosa, a boutique resort consisting of 140 beautifully designed guest rooms, courtyard and verandah suites, and villas, all of which opened in 2007. The company also has city-center presence in other major Asian markets, including the 250-room hotel Amara Bangkok and Amara Signature Shanghai, a 343-room hotel, retail center and office building.

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.

Duetto's fully deployed hotel clients using GameChanger have recorded an average RevPAR Index lift of 6.5%. More than 2,500 hotel and casino properties in more than 60 countries have partnered to use 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>