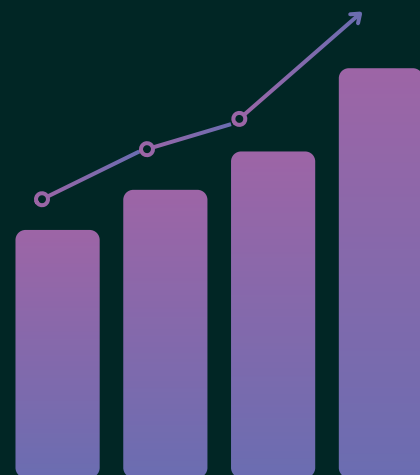


What you can't see yet is holding back your performance.



Audit RM 360°

Scope

- Organisation
- Pricing
- Yield
- Distribution
- RM SI

Quantitative analyses

Content

- Assessment of potential gains from pricing, RM & distribution levers
- Recommendations on tools & organisation
- Explanation of metrics and KPIs used

Roadmap

Deliverable

- Summary of challenges and opportunities for gains
- Summary of recommendations
- Prioritisation of levers on a gain/effort matrix
- Technical prerequisites

”

What is particularly valuable is that the recommendations cover various aspects, enabling us to take effective and relevant action to move forward quickly. Revbell's approach is very pragmatic, striking the right balance between strategic and operational advice. For me, this is one of their great strengths.

Hervé Bellaïche
Catlante Catamarans





Specific actions for measurable results.

Some examples...

- Identify areas of sub-optimisation by stock and by lever.
- Quantify revenue opportunities (Turnover).
- Provide orders of magnitude when precise figures are not available.
- Isolate current levers that can be optimised and identify new levers to be implemented.

Industries

We support the hospitality, transport, ticketing and car hire sectors, as well as all industries eligible for revenue management.

Duration

Between 1 to 8 weeks depending on the scope.

Budget

According to the scope studied.

Our method

01 • Interview

Interviews and document analysis to map out your pricing structure, processes and challenges in the field.

02 • Data

Cleaning and reprocessing your key data to build a reliable and actionable performance base.

03 • Analysis

Study of your organisation, price governance, strategy, yield, distribution and constraints to identify levers for optimisation.

04 • Restitution

A clear, prioritised and directly actionable roadmap to boost your performance in the short, medium and long term.



05 • Implementation *(optional)*

To ensure the success of your recommendations, we support you in their implementation. A turnkey deployment to maximise results and ensure a lasting impact on your performance.