



Simple, Fast, Affordable Sales and Catering Automation

With Delphi.Net, gain greater control of your groups and meetings and negotiated rate contacts. This results in improved operational efficiencies and increased revenue--driving a more profitable business. Whether you are a single property or multi-property operation, Delphi.Net will fit your business needs.

Delphi.Net, developed by Newmarket International, the industry leader in sales and catering, is uniquely positioned to meet the mid-scale and boutique hospitality market needs. Our application is built based on customer feedback, business needs and extensive user experience research.

KEY BENEFITS AND FEATURES

ACCOUNT AND CONTACT MANAGEMENT – Gain complete control of your business

- Collect detailed information for key accounts, agencies and contacts
- Support for account hierarchy relationships
- Enter and track all negotiated corporate rates to better manage contracted business
- Added flexibility for customers to define their own industry codes and market segments
- Track and manage account and contact information shared by all, or a selection of properties, to support cross-selling

DAILY ACTIVITIES – Stay focused on your business

- Customize automatic traces to create standard reminders for common sales follow-up tasks
- Track account, agency, contact and business tasks by status
- View appointments and tasks on a daily basis with single-click access to pertinent details

REPORTING – Visibility into your business

- Library of embedded reports and merge templates
- Merge template to enable quick and easy creation of contracts, BEOs, banquet checks, campaign or follow-up communications
- For multi-property customers, standardize reporting across the enterprise for complete visibility
- With Newmarket's data warehouse application, Delphi BI, enterprise reporting is achievable from both Delphi and Delphi.Net sites for properties using either product.

GUESTROOM AND FUNCTION SPACE AVAILABILITY – Visibility of all business on the books

- Combined Guestroom Control Log and Function Diary enables you to respond to requests with confidence
- Quickly identify need periods and peak times to ensure optimal staffing
- Complete visibility of all business on the books with scroll over details for corresponding event information

CATERING AND EVENT MANAGEMENT – Intuitive catering management to execute events flawlessly

- Improve workflow and exceed customer expectations by delivering exceptional events
- Create property specific menus and ensure appropriate taxes are generated
- Save time and ensure accuracy by dragging and dropping menu items to quickly create BEOs
- Seamlessly email BEOs, banquets checks, and supplemental attachments to your customer

CUSTOMIZE THE APPLICATION – Built to your business standards

- Define property characteristics and amenities, target rates and protected rooms
- Establish lost business reasons, lead sources, housing methods and market segments
- Define tax structure for menus and items for banquet checks
- Configure your property's guestroom detail, function rooms, events, and event types
- Define specific user and property access

CUSTOMER SUPPORT AND TRAINING – Partner with Newmarket – we are open for business when you are

- Award-winning support 24 hours a day, 7 days a week, 365 days a year
- Global training and support offered through our US, EMEA, and AP offices
- Live and recorded online training sessions taught by instructors - available at your convenience

LOW COST OF OWNERSHIP AND FLEXIBILITY – Powerful and affordable

- Hosted application delivered to you via an Internet connection – no on-site hardware required
- Product upgrades and enhancements are included in the low monthly subscription fee
- As you grow your business, Delphi.Net grows with you - add new accounts or multiple properties to your portfolio

To learn more about how Delphi.Net can take your group and meeting business to the next level, contact us at salesinfo@newmarketinc.com.

The screenshot displays the Delphi.Net software interface for Newmarket Plaza. The main window shows a calendar view for 2/1/2010 with a list of appointments and tasks. The left sidebar contains navigation menus for Home, Customers, Business, Activities, Availability, and Tools. The right sidebar shows Inquiries, Leads, and Upcoming Business and Referrals.

| < 2/1/2010 > | | |
|--------------------------|--|--|
| Appointments | | |
| 8:00 AM | | |
| 8:30 AM | Event Schedule Form | |
| 7:00 AM | | |
| 7:30 AM | | |
| 8:00 AM | | |
| 8:30 AM | Review Proposal | |
| 9:00 AM | | |
| 9:30 AM | | |
| 10:00 AM | Site-Visit / Hunter Enterprises | |
| 10:30 AM | | |
| 11:00 AM | | |
| 11:30 AM | | |
| 12:00 PM | Lunch | |
| 12:30 PM | | |
| 1:00 PM | | |
| 1:30 PM | | |
| 2:00 PM | Off Property Sales Calls | |
| 2:30 PM | | |
| Tasks | | |
| <input type="checkbox"/> | Auto: Call for Guarantee | |
| <input type="checkbox"/> | Auto: Call for Guarantee | |
| <input type="checkbox"/> | Auto: Send Thank You Letter & Evaluation | |
| <input type="checkbox"/> | Auto: Call for Guarantee | |
| <input type="checkbox"/> | Send Thank You Letter | |

Inquiries

| Inquiry | Date | Location |
|-----------------------------------|-----------|--------------------------|
| Camara Anniversary | 4/25/2010 | (Oakwood Bangalore) |
| JCPS Teacher's Conference | 3/25/2010 | (Newmarket Plaza) |
| Salem Little League Awards Dinner | 2/15/2010 | (Newmarket Event Center) |
| | | (Newmarket Event Center) |

Leads

| Lead | Date | Location |
|------------------------------|------------|-----------------------|
| Sara Lee Corporation (GR) | 9/1/2009 | (Newmarket Plaza) |
| Audi Corporation (GR) | 10/15/2007 | (Ridgeway Harborview) |
| ABC Company (GR) | 10/4/2007 | (Ridgeway Harborview) |
| Bath and Body Works (GR) | 5/31/2005 | (Ridgeway Harborview) |
| Mueller Water products (GR) | | (Newmarket Plaza) |
| Newmarket International (NR) | 6/16/2007 | (Ridgeway Harborview) |

Upcoming Business and Referrals