



Smarter Solutions for Meetings, Events & Travel.

# Lanyon Group

PART OF THE SMART HOTEL CLOUD™

## RFP Management



### Respond to Group RFPs Easier and Quicker

Lanyon is the leading provider of cloud-based software for meetings, events and travel. Our solutions are used by more than 80% of the Fortune 100. This includes 10 of the top 10 technology and pharmaceutical firms, 9 of the top 10 finance firms, and 7 of the top 10 communications, defense and energy firms.

The Lanyon Smart Hotel Cloud™ enables hotels to generate more profitable transient and group business. Lanyon Group (formerly Lanyon MarketView) – part of the Smart Hotel Cloud – is the simplest and best way to connect with corporate group buyers, manage and answer their RFPs, and win more high value corporate group business.

Our RFP Management module is the best way to receive and win meeting and event RFPs from high-value companies. Route, review, manage and respond to RFPs with Lanyon’s intuitive group RFP management capabilities. Save time with a response form that delivers all the information you need at your fingertips. And Lanyon allows you to quickly deliver RFP leads to the right responders, and then track responses.

#### Quickly track, review and assign group RFPs

From a single web page, get a clear inventory of all incoming group RFPs for your property or hotel chain. Your National Sales Office can quickly evaluate and assign RFPs to the right sales team, ensuring prospective customers get a quick and thorough response.

#### Easily respond to group RFPs with fewer clicks

Save time answering buyer queries by setting up answers in advance based on preferred, default or previous responses. Manage group RFPs rapidly with automatic routing and email notification to responders and property sales.

#### Ensure responses are timely and accurate

Review your responses and ensure all questions are answered properly before responding to buyer queries, and track response times to ensure timely responses.

#### Complete RFP management

Set the rules for how RFPs are distributed and answered based on your own organization. Manage user levels and passwords centrally or remotely.

#### Seamless integration to hotel systems

Lanyon Group integrates with multiple chain, brand and property-level group RFP management systems. You have the flexibility to view and respond to RFPs within your preferred RFP system, then use Lanyon Group to send your RFP response.

Save hours of time reviewing and managing group RFPs with Lanyon Group.

Lanyon.com | @Lanyon

Lanyon is the **only** company to provide **comprehensive solutions** to manage transient and group travel.

For more information, please visit:  
sales@lanyon.com EMEA: 44 203 743 3240  
USA: 800 473 6748 APAC: +65 3158 8740