

ePROPOSAL LITE - QUICKLY CREATE SEAMLESS PROPOSALS--INCREASE YOUR WIN RATE

eProposal, your electronic sales response tool, provides the ability to deliver proposals, rates and property information within minutes to potential buyers. Your eProposal will highlight the unique attributes of your location, facilities and services and is easily customized for each opportunity. Showcase your brand during the decision making process. Creation of an eProposal eliminates the need to send large, incompatible files that your customer may never receive. Sales managers will benefit from tracking the customer’s views of the eProposal. Once sent, eProposals can easily be shared with additional decision makers.

eProposal is integrated with Newmarket’s sales & catering systems, Delphi® and Daylight®. Generating an eProposal is a seamless process from a booking or inquiry. Correct room block, event information, account and contact information is automatically passed to eProposal upon creation - reducing errors and saving time.

An independent firm’s research shows that eProposal generates a positive return on investment in a very short time by driving incremental bookings and improving productivity. Users of eProposal will:

- Increase proposal conversion ratio with professional products
- Increase bookings with eProposal’s notification system
- Increase bookings due to increased efficiencies providing more time to prospect
- Save time creating proposals

Benefits of eProposal Lite

eProposal Lite provides many of the same great features as eProposal but at a reduced cost. With eProposal Lite, content will be uploaded by the customer or by a professional into a standard template and training will be conducted utilizing an online tutorial when needed. Additional key benefits of eProposal Lite include:

- Seamless integration with Delphi and Daylight sales & catering systems
- Ability to suggest alternative dates to fill need periods
- Create pages in multiple languages
- Easily update content as needed
- Customize with a five (5) image photo tour
- Include five (5) external hyperlinks
- Include one attachment per eProposal
- Customize content per eProposal
- eMenu integration
- eCard - one per property
- Incorporate staff signature in scripted font
- Customer can easily reply to a sent proposal
- Customers may share the proposal with other decision makers
- iPhone compatibility for customer viewing
- PDF/ Export/Print functionality
- Track the customer’s viewing activity
- Client proposal management area
- Basic usage reporting

KEY FACTS:

- World Famous Desert Oasis
- 10 Miles from Airport
- 432 Guest Rooms & Suites
- 70,000 Sq. Ft. of Function Space

HOTEL INFORMATION:

- Photo Tour
- Floor Plans
- Hyatt Gold Passport
- Map and Directions
- Amenities
- Gallery

PHOTOS:

CRESTLINE SALES MEETING
10 June, 2010
Dear Ron,
RE: Crestline Sales Meeting

The spectacular Mobil Four-Star, AAA Four-Diamond Hyatt Regency Scottsdale Resort at Gainey Ranch is an easy-to-reach, unique destination resort where meticulous attention to detail creates an extraordinary experience. Guest accommodations offer internet access, private balconies and elaborate upgrade options. Tennis, golf and spa treatments invite you to completely relax. Whether it's four-star dining, Venetian gondola rides along our waterways, or exciting themed events in our indoor/outdoor function space, it's all here. Explore Native American culture, hike mountain trails, shop Scottsdale's galleries and boutiques, or simply take in the inspiring views that will linger with you long after your visit. [View your proposal details.](#)

Best Regards,
Dave Crory
Dave Crory
VP of Business Development
Hyatt Regency Scottsdale Resort and Spa
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Day	Staff	Double	Daily Total
Wed 30/6/2010	1	5	6
Grand Total	1	5	6

Room	Rate
Staff	99.00
Double	129.00

Event Agenda

Day	Time	Event	Set-up	Quantity	Notes
30/6/2010(Wed)	8 am	Breakfast	Buffet	10	Poolside

For more information on our suite of eProposal products and how this solution can enhance your business, please contact your VisiGlobe Sales Representative.



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