

Pearl River Resort Selects Duetto's GameChanger Solution

GameChanger Helps Pearl River Make the Right Pricing Decisions to Attract and Retain the Most Profitable Customers

February 16, 2016 -- Duetto, the market leader in hotel and casino profit optimization technology, announced that Pearl River Resort has selected its GameChanger Revenue Strategy Solution to bring new price optimization capabilities to the 1,220 room integrated resort in Choctaw, Mississippi.

John Katapodis, Exec. Director Hotel Operations said, "We are impressed at Duetto's ability to offer true dynamic pricing by day, segment, and room type, a real innovation — while having the flexibility to work with us as we grow more sophisticated with our revenue strategy. They have been easy to work with and we have the utmost confidence in their application — from the real-time interface with our Agilysys LMS® property management system to their loyalty pricing for our gaming customers. With their innovative pricing strategy and the strong partnership we formed throughout the evaluation process, Duetto was the best choice for Pearl River."

Matt Perkins, Executive VP of Marketing/Operations, added, "Pearl River Resort has invested a great deal of capital in our upgrade of Golden Moon Hotel and Casino, and we continue to be a premier destination for gaming customers in the Southeast. We also serve local customers coming for a special night out or to enjoy our award winning golf. With this variety of business and a strong local market, we need a partner that can help us price rooms both mid week when occupancy is not as high, and on weekends when demand is strong. With Duetto, real-time information will allow my team to create targeted promotions for our customers on the days where the marketing can benefit us most."

Duetto's GameChanger application provides casino hotels the ability to price all room types, channels and dates independent of one another to maximize profitability on every booking — a powerful tool for hotels and resorts. It offers real-time interfaces with major property management systems such as Agilysys LMS®, and the ability to flexibly integrate the gaming value of hotel customers, helping casino hotels understand the total worth of customer spend to make smarter reinvestment decisions. More than 1,000 hotels and casinos around the world have partnered to use Duetto's GameChanger.

Pearl River also selected Duetto's Managed Services team to revenue manage the property. "We knew they had the right product for us, and believed adding this team would quickly help us jump start the process and get immediate benefits," said Malbrough." Their team is deeply knowledgeable, and has expertise with non-Vegas properties, so they understand the challenges and opportunities of a local casino."

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Duetto's Managed Service program provides hotel and casino customers around the world the opportunity to leverage the team's deep industry experience for consulting and outsourcing services. This includes benefitting from hands on revenue management expertise provided by Duetto's world class Managed Service revenue team — a feature unique to Duetto's offering, which cannot be found elsewhere in the industry. Duetto's Customer Success team averages more than 10 years of property and corporate level experience at some of the biggest casino companies around the world, including Caesar's, Wynn, Pinnacle Entertainment, Mohegan Sun, Resorts Casino in Atlantic City and more.

Co-Founder and Chief Analytics & Product Officer for Duetto, Marco Benvenuti, said, "We are proud to bring GameChanger's breakthrough technology to Pearl River, the latest integrated resort to embrace Open Pricing as the future of Revenue Strategy. We are particularly pleased that our proven integration with the Agilysys LMS® PMS is making it possible for even more properties to benefit from GameChanger — and that our Managed Services program is seeing accelerated demand. We look forward to the continued adoption of GameChanger in the weeks ahead as we transform the landscape of Revenue Strategy for casino hotels around the world."

About Duetto

[Duetto](#) delivers the most powerful revenue strategy solutions to the world's leading hotels and casinos, allowing them to better manage pricing, revenue and business-mix decisions with superior, actionable data.

The unique combination of hospitality experience and technology leadership enables Duetto to provide new insights on pricing and demand as a true cloud-based software-as-a-service. With solutions that address the challenges of today's distribution landscape, Duetto's applications are a GameChanger — optimizing profit and guest loyalty.

Thanks to rapid marketplace adoption, Duetto is expanding in key markets throughout the Americas, Europe and Asia. More than 1,000 hotels and casinos in more than 50 countries have partnered to use Duetto's revenue strategy solutions.

About Pearl River

Owned and operated by the Mississippi Band of Choctaw Indians, Pearl River Resort is the Southern United States' premier gaming and entertainment enterprise. Pearl River Resort's portfolio of assets includes Silver Star Hotel & Casino, Golden Moon Hotel & Casino, Dancing Rabbit Golf Club, Dancing Rabbit Inn, and Geyser Falls Water Theme Park located in Choctaw, Mississippi and Bok Homa Casino located in Sandersville, MS.

The Silver Star and Golden Moon Casinos feature two exciting hotel/casinos with approximately 2,400 slot machines, 59 table games, over 1,000 hotel rooms, Phillip M's award-winning steakhouse, a sports bar and grill and a variety of other dining options, a full service spa, retail offerings and live entertainment. Also featured is Dancing Rabbit Golf Club with two championship golf courses and Geyser Falls Water Park. Bok Homa Casino is the latest addition to Pearl River Resort featuring over 700 slot machines and a quick-serve eatery.

Pearl River Resort / Choctaw Resort Development Enterprise is a development of the Mississippi Band of Choctaw Indians, a federally recognized, self-governing tribe with over 10,000 members living on or near reservation land.

For more information, visit www.choctaw.org

About Agilysys

Agilysys is a leading technology company that provides innovative point-of-sale, property management, inventory and procurement, workforce management, analytics, document management and mobile and wireless solutions and services to the hospitality industry. The company's solutions and services allow property managers to better connect, interact and transact with their customers by streamlining operations, improving efficiency, increasing guest recruitment and wallet share, and enhancing the guest experience. Agilysys serves four major market sectors: Gaming, both corporate and tribal; Hotels, Resorts and Cruise; Foodservice Management; and Restaurants, Universities, Stadia and Healthcare. A significant portion of the company's consolidated revenue is derived from contract support, maintenance and subscription services. Agilysys operates throughout North America, Europe and Asia, with corporate services located in Alpharetta, GA, and offices in Singapore, Hong Kong and Malaysia. For more information, visit www.agilysys.com.

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