

Great Truths about Revenue Management Systems

brought to us by various cartoonists

2

Nothing can stop automation



3

Computer tools make work easier



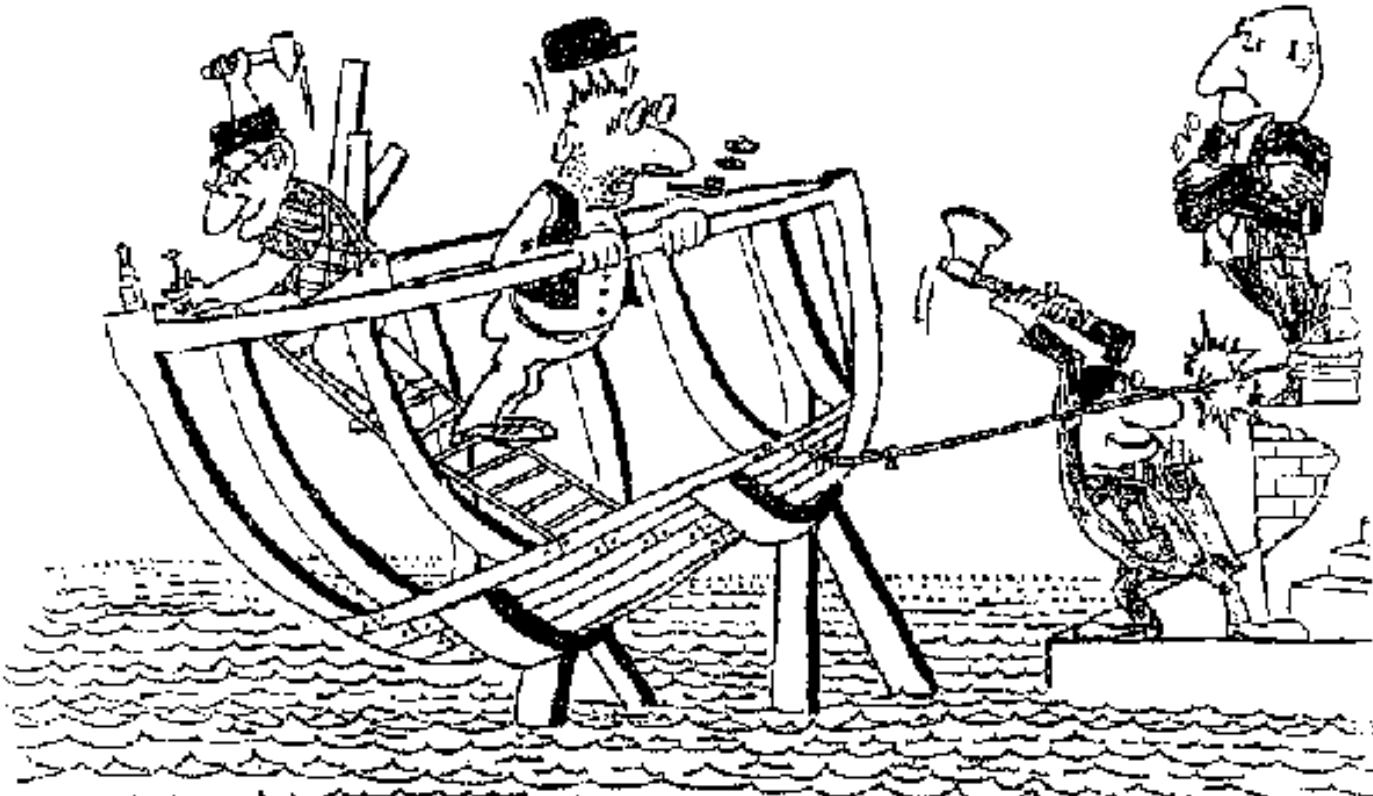
4

Don't chase the cheapest product



5

Don't set too ambitious deadlines



Deadline is deadline !

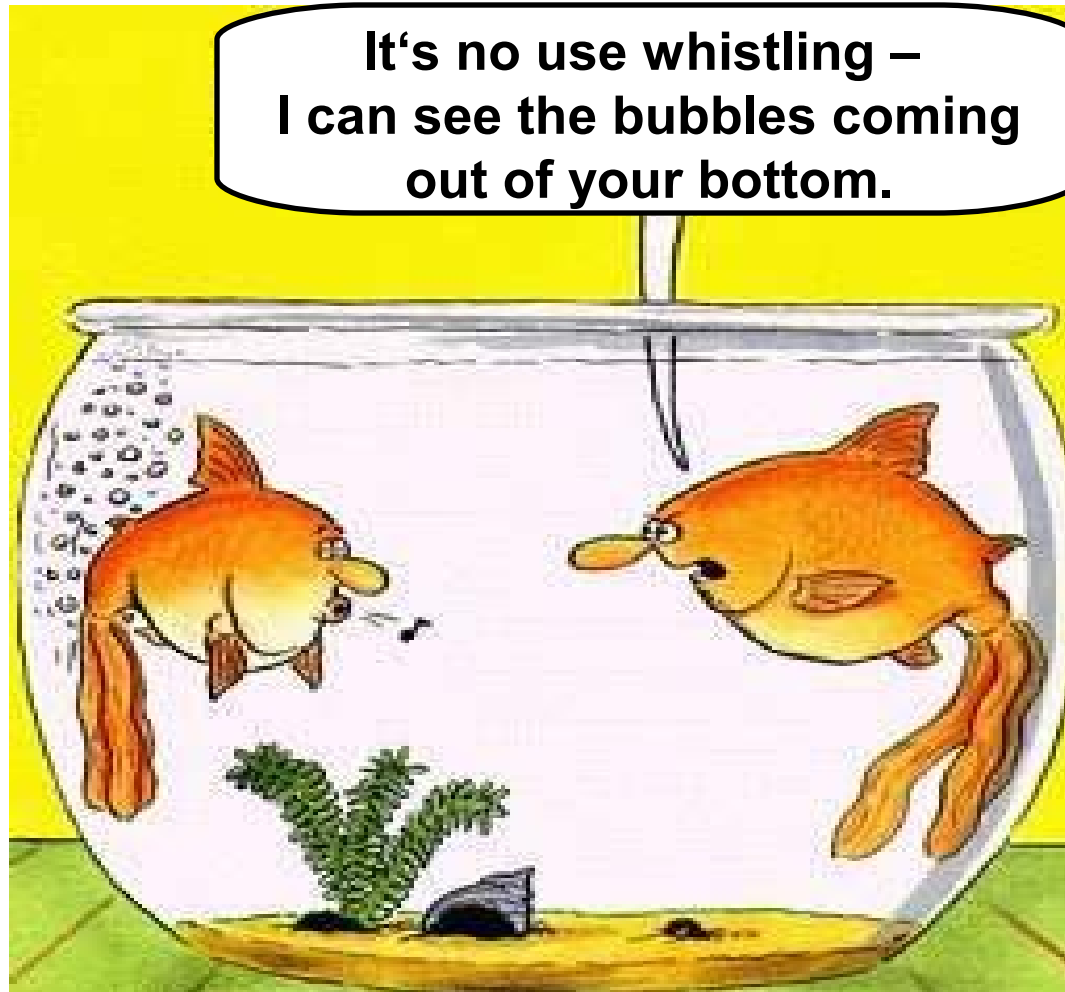
6

Always listen to the market



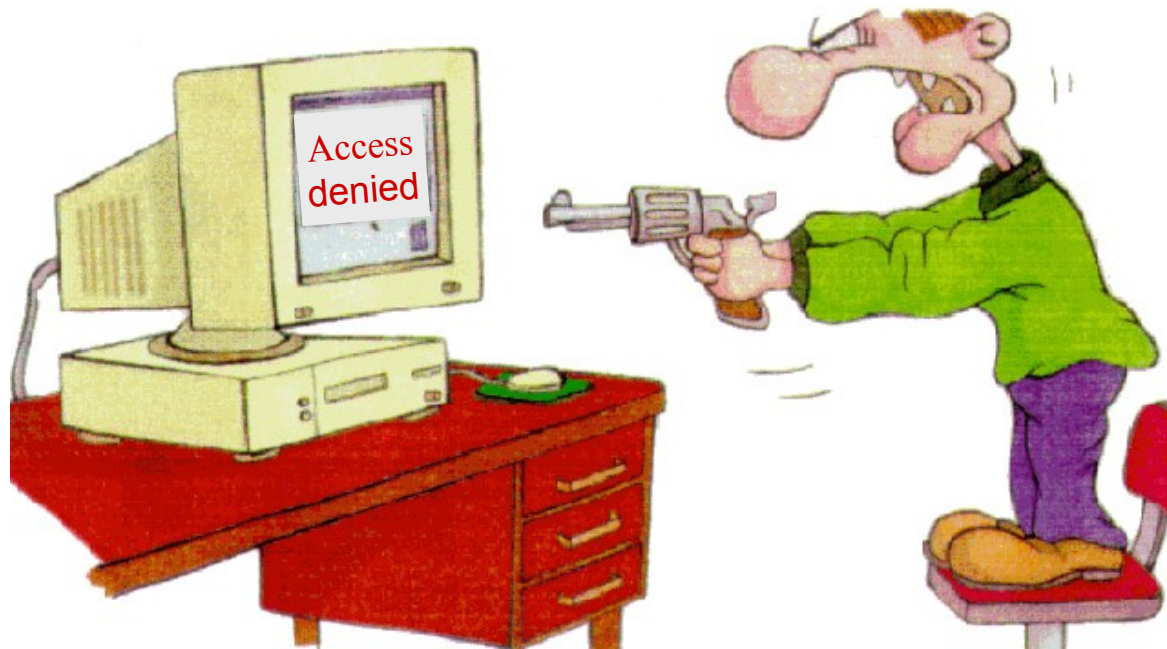
7

You can't hide any bug from users



Users don't like bugs

O.k., and now you'll do exactly what I'm telling you !



9

Simulation expertice helps

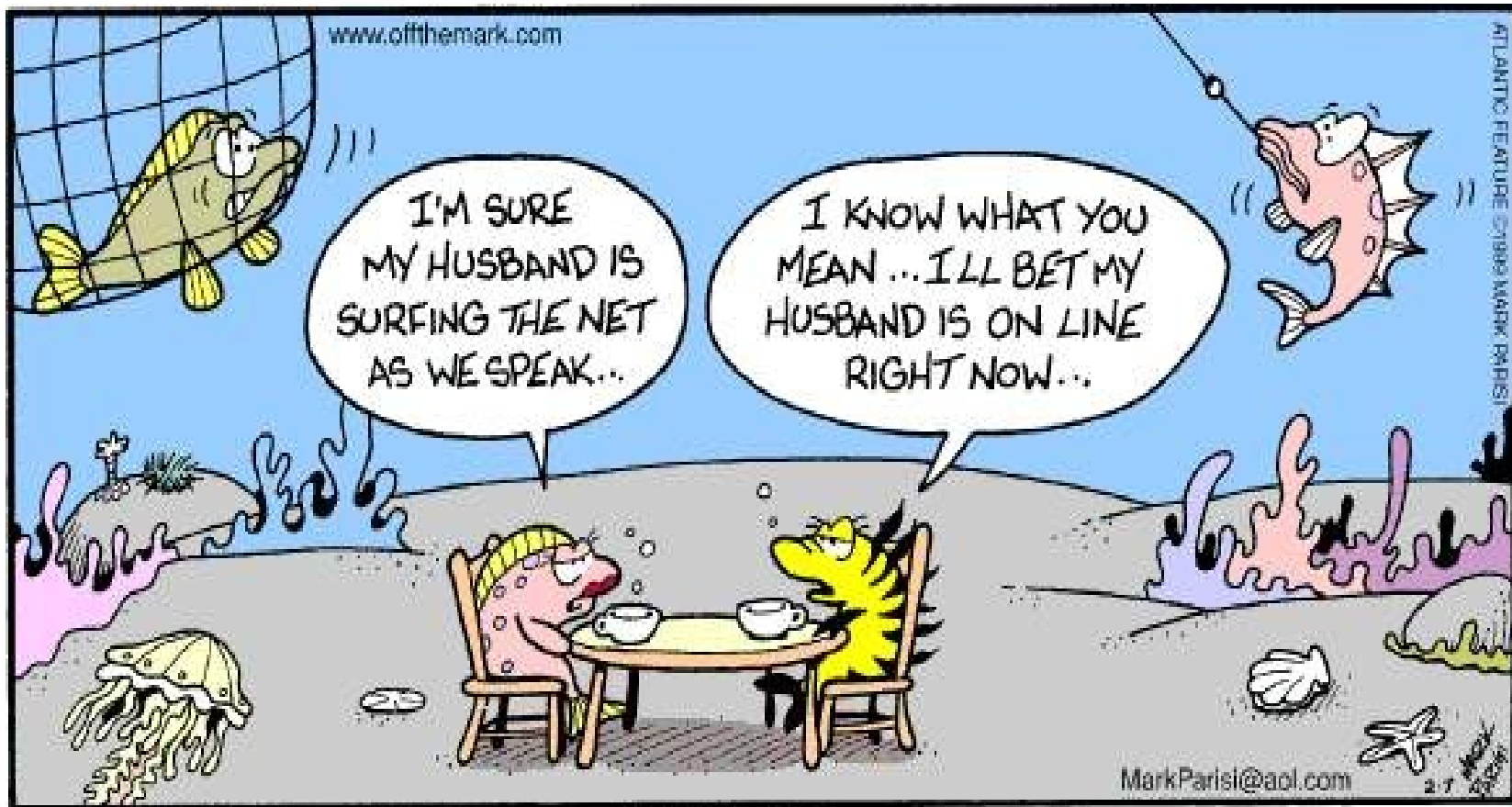


10

Not every presentation is successful



Web-ability is a must



12

What suits one customer might not suit the next



13

Look for efficient solutions



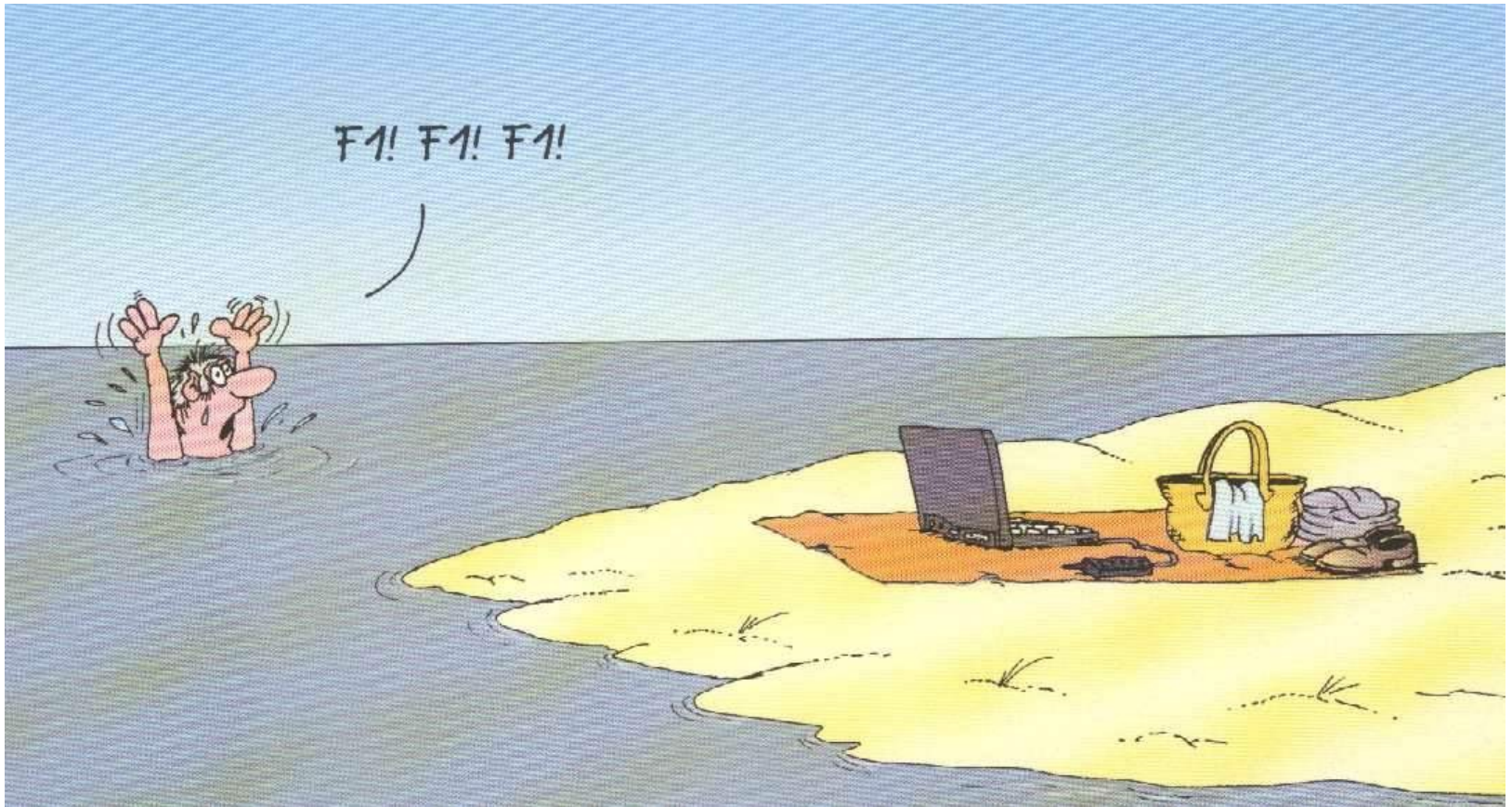
14

Support! different situations by specific tools



15

Build in a help function



17

Forecasting and optimization are complex

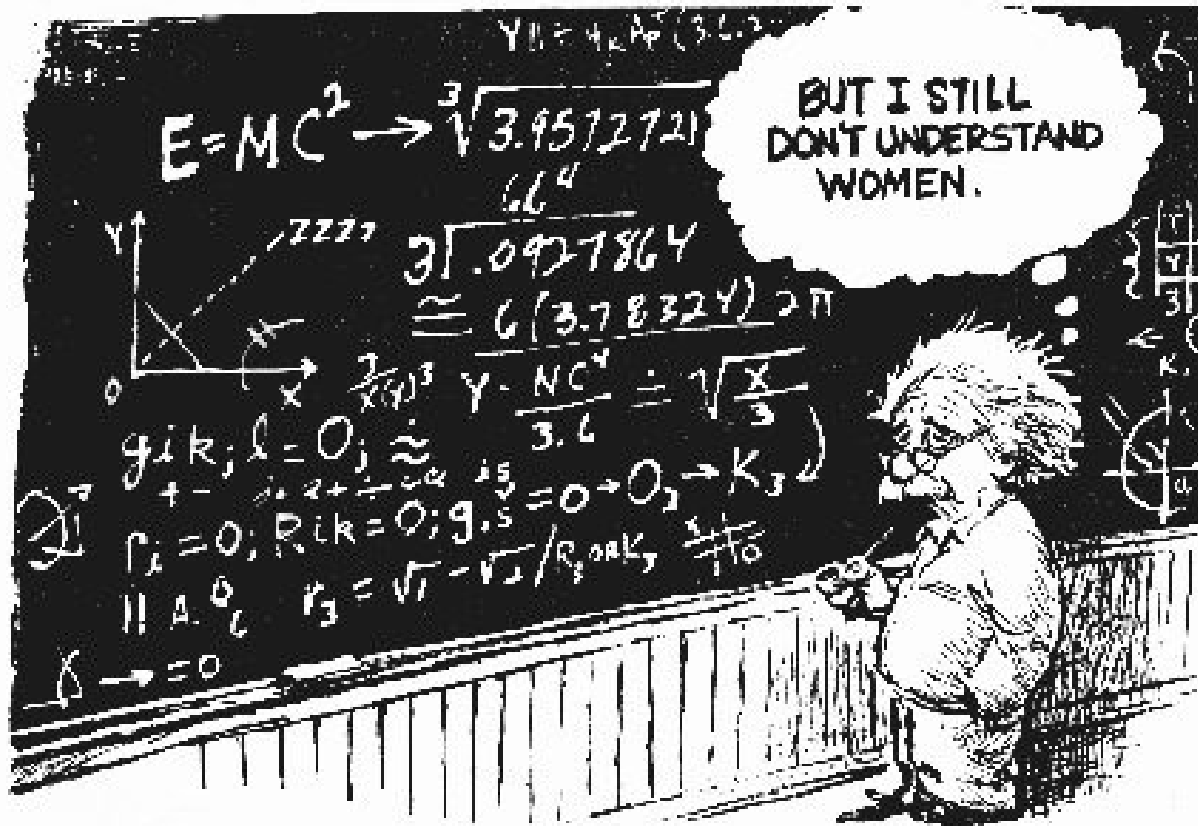


18

Select significant attributes for your forecaster



Maths is not everything



20

Use check-lists for testing

