## TTI Spring Conference 2015 The Mobile Customer

On Stay Interaction Using Mobiles A New Approach to Socializing the Hotel Experience



On Stay Interaction Using Mobiles The 5 Stages of Travel Customer Experience MeetMeln Approach





### Travel & Hospitality/ **2** Accommodation

Analysis of Hilton Hotels' online conversations reveals customer service is the most frequently discussed topic, followed by comfort, cleanliness and price.

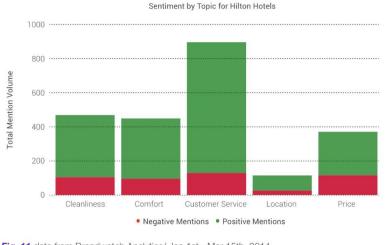


Fig. 11 data from Brandwatch Analytics/ Jan 1st - Mar 15th, 2014

#### Daniel Wishnia

GCH Hotel Group: Digital Marketing - eCommerce

**GCH Hotels Group** is one of the leading hotel management companies in Europe with over 130 hotels in Germany, the Netherlands, Belgium, Austria, Italy, the United Kingdom, Spain, Hungary and Cyprus. Ranked as one of the leading hotel management companies in Europe with the TREUGAST Investment ranking of "AAA".

**GCH Hotel Group** has more than 13,000 hotel rooms at its disposal and welcomes more than **3 million guests annually**.

Hotel operated by **GCH Hotel Group** marketed renowned brands as Wyndham, Tryp, Radisson Blu, Best Western, Mercure and Holiday Inn.

On Stay Interaction Using Mobiles A New Approach to Socializing the Hotel Experience

Interaction Personalization

**Satisfaction** 

**Positive Experience** 



**Anonymous Guest Socializing Application** 

Retention

Engagement

Loyalty

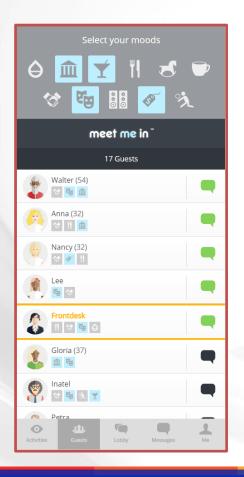
**Brand Awareness** 

Daniel Wishnia

GCH Hotel Group: Digital Marketing - eCommerce

For Internal Use Only

March 2015



Guests can socialize anonymously

Write instant messaging with guest or Front Desk

Can participate in groups chats - Virtual Lobbies

Learn about the hotel services

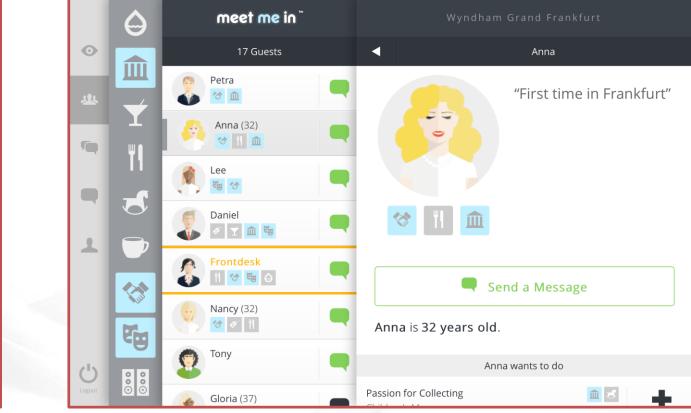
Be exposed to suggested local activities

Take advantage of hotel promotions – Up-sales



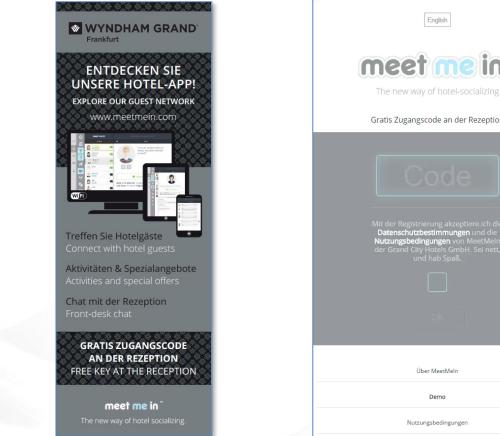
### **Anonymous Guest Socializing Application**





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meet me in The new way of hotel-socializing Gratis Zugangscode an der Rezeption Mutzungsbedingungen von MeetMein der Grand City Hotels GmbH. Sei nett, und hab Spaß.

GCH Hotel Group: Digital Marketing - eCommerce

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#### On Stay Interation Using Mobiles A New Approach to Socializing the Hotel Experience



#### Thank you!



Daniel Wishnia Director of Digital Promotion & eCommerce Manager GCH Hotels GmbH.