



A Complete  
**Channel Manager Buyer  
Guide For Hoteliers**  
[Free Comparison Tool]

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## Channel Manager - A Complete Distribution Eco-system

A channel manager brings you bookings by connecting you with numerous sales channels and automates your inventory distribution operations, giving you a global presence in the travel market.

# Why Do You Need A Channel Manager?



Automated  
Inventory Control



Minimized  
Overbookings



Optimum Revenue  
Generation Measures



Remarkable  
Guest Experience



One-stop Supervision  
for Rate Control



Real-time  
Updation



Connection To  
New Markets




Centralized Distribution  
For Hotel Chains



Rate Parity  
Maintenance


# What Factors To Consider While Choosing A Channel Manager: Buyer's Checklist

Category	Features	eZee Centrix	Other Vendor
Inventory Management on Channels	<b>Dashboard and Quick Analytics</b> Can you get all the key information regarding your OTA performance, visitors, reservation summary and other quick analytics to help you make swift strategic decisions?	Yes	
	<b>Live Inventory and Constant Monitoring</b> Does the Channel Manager transfer data automatically to your PMS and perform automatic real-time inventory and rate updates across all channels?	Yes	
	<b>Auto Mapping</b> Does the system fetch and synchronize room-mapping information from extranet accounts automatically?	Yes	
	<b>Minimized Overbookings and Under Bookings</b> Can the Channel Manager minimize the overbookings and under-bookings at your hotel?	Yes	
	<b>Detailed Reporting and Update Logs</b> Do you get summarized managerial and other reports? Can you track inventory and rate updates performed by other users?	Yes	
Competitor and Channel Supervision	<b>Competitor Analysis and Comparison</b> Does the system let you monitor your competition on the connected channels and track their performance?	Yes <a href="#">Rate Shopper Tool</a>	
	<b>Rate Parity Maintenance</b> Does the Channel Manager help you maintain your rates as per the rate parity rules put forth by the OTAs?	Yes	

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Reach On Distribution Channels	Number of connected channels?	<p><b>120+</b> Top global and regional channels. Elite Partners of:</p> 	
	Does it cover all the channels that you are listed on or want to connect to?	<p><b>Yes, most of them.</b> However, we are open to add new channels as per the feasibility.</p>	
	How many days does it take for a new channel to be added to the Channel Manager?	<p><b>7-30 Days</b> Depending on the channel and the time taken to develop the interface.</p>	
	Does it have connection with GDS?	<p><b>Yes</b></p>	
	Does it have connection with Vacation Rental Portals?	<p><b>Yes</b> We have iCal-based connections with Vacation Rental Portals.</p>	
Easy Evaluation Process	<p><b>Free Demo</b> Does the vendor provide demo of the system?</p>	<p><b>Yes</b> You can schedule a free demo <a href="#">here</a>.</p>	
	<p><b>Training</b> Does the vendor provide you product training?</p>	<p><b>Yes</b> We provide free unlimited training. You can also find our DIY product training videos on our <a href="#">YouTube channel</a>.</p>	

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Revenue Management	<b>Yield Management</b> Does the Channel Manager help you maximize your revenue with effective rate management based on the occupancy level of your hotel?	Yes	
	<b>Linked Rate Plans</b> Does the system reflect the changes in Master rate plan to the linked rate plans as per the set formula? (Master and Derived rate plans)	Yes	
Notifications and Tracking	<b>Low Inventory Notifications</b> Does the Channel Manager alert you about low or no inventory available on your connected channels?	Yes	
	<b>Instant Notifications</b> Does the system reflect the latest alerts, updates or important announcements from channels directly?	Yes	
	<b>Failed Booking Notifications</b> Does the channel manager notify you instantly on failed bookings from your connected channels?	Yes	
User Levels and Access Rights	<b>Distinct User Roles</b> Can you have multiple user levels for different people or departments in the Channel Manager?	Yes	
	<b>User Privileges</b> Does the Channel Manager allow you to create functionality-level users?	Yes For example, if you want a user to access inventory management only.	
	<b>Single Login for Chain Of Properties</b> Can you manage inventory of your chain of properties using a single login?	Yes	

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Channel Management & Operations	<p><b>Upto how many channels can the Channel Manager connect your hotel to?</b></p>	<p><b>Unlimited Number of Channels</b>            You can connect to all channels listed in our database. However, we recommend you to connect to the best performing and regional channels for your benefit.</p>	
	<p><b>Does the Channel Manager allow you to supervise channel-wise inventory and rates?</b></p>	<p><b>Yes</b>            For example: If you want to manage rate of your Executive Suite only on Booking.com, then you can do so.</p>	
	<p><b>Will the large number of connected channels affect performance of the Channel Manager, and not push real-time updates on the channels instantly?</b></p>	<p><b>No</b>            We have used a very robust algorithm in our Channel Manager, which ensures consistent performance even with large number of connected channels.</p>	
	<p><b>Channel-wise Currency Settings</b>            Does the Channel Manager allow you to configure currency for each connected channel separately?</p>	<p><b>Yes</b></p>	
	<p><b>Channel-wise Tax Settings</b>            Does the Channel Manager allow you to configure tax for each connected channel separately?</p>	<p><b>Yes</b></p>	
	<p><b>Does the Channel Manager perform these functions depending on each channel's feasibility:</b>            1. Closed to Departure (COD) 2. Closed to Arrival (COA) 3. Minimum Length of Stay (MLOS)            4. Per-person Supplement 5. Breakfast Option 6. Stop Sale</p>	<p><b>Yes</b></p>	
	<p><b>Speed of Distribution</b></p>	<p><b>5-10 seconds</b>            We send updates to all OTAs in 5-10 seconds, whereas industry standard time is up to 2 minutes.</p>	

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<b>Connection Type, Security and Stability</b>	<b>What type of connections does the channel manager have with 3rd parties?</b>	2-way XML connectivity	
	<b>Is the Channel Manager hosted on cloud?</b>	<b>Yes</b> We use Amazon Web Services.	
	<b>What is the server uptime guarantee?</b>	<b>99.99%</b>	
	<b>Data Security Measures</b> Does the channel manager vendor take any special measures for data security?	<b>Yes</b> 	
<b>Interface With?</b>	<b>eZee FrontDesk Desktop PMS</b>	<b>Yes</b>	
	<b>eZee Absolute Cloud PMS</b>	<b>Yes</b>	
	<b>eZee Reservation Online Booking Engine</b>	<b>Yes</b>	
	<b>Third party systems?</b> Is the channel manager system interfaced with any third party PMS, booking engine except eZee?	<b>Yes</b> eZee Centrix is integrated with several third party PMS. Contact our sales team for more information.	
	<b>Open to other third-party integrations?</b> Is the channel manager vendor ready to integrate the system with a PMS of your choice?	<b>Yes</b> Contact our sales team for a feasibility check and timeline.	

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<p><b>Accessibility</b></p>	<p><b>Mobile App for Channel Manager</b>            Can you access the system from your smartphone and perform quick distribution operations from your fingertips?</p>	<p><b>Yes</b>            Through eZee Centrix Mobile App</p>	
<p><b>Support</b></p>	<p><b>24x7x365 Live Support</b>            Does the Channel Manager vendor provide support at any time to solve your queries?</p>	<p><b>Yes</b>            We provide support through telephone, live chat, emails and onsite implementation visits.</p>	
	<p><b>Multi-language Support</b>            Does the Channel Manager vendor provide support in your preferred language?</p>	<p><b>Yes</b>            We provide support in several languages with the help of our widespread partner network.</p>	
	<p><b>Implementation</b>            Does the channel manager vendor configure and implement the whole system for you?</p>	<p><b>Yes</b>            We perform 100% implementation of the system from our end and provide you a turnkey solution to get started with.</p>	
	<p><b>Dedicated Account Manager</b>            Does the channel manager vendor provide you a dedicated account manager who knows the in and out of your hotel and poses as a bridge between you and market managers as well as the OTAs?</p>	<p><b>Yes</b>            We have a fully devoted team of experts who will work along with you on your hotel's presence on global markets.</p>	



# About The Company - eZee Technosys



6000+

Happy clients



200+

Distributors  
worldwide



150+

Countries



14+

Languages  
Supported



11+

Years In  
Industry



91000+

Users Of  
Software



## Connectivity Partners

Google  
Hotel Ads



## Boost Your Revenue With Unlimited Bookings from 100+ Connected OTAs

Get a free trial

OR

✉ [sales@ezeetechnosys.com](mailto:sales@ezeetechnosys.com)

☎ +91 97277 09911