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London's Montcalm Hotels Obtain Global Sales Support with Pegasus Solutions

2013-06-12

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Two Award-Winning Boutique Properties Target International Buyers with Pegasus Connect+

Two award-winning Montcalm Hotels in London have chosen [Pegasus Solutions](#) to grow international business through Pegasus Connect+ Premium. The Montcalm London, recently awarded a prestigious five-star rating by the Automobile Association (AA), and the Montcalm at the Brewery London City, will gain preferred access to an international community of hotel buyers under the "UI" chain code.

"London's Montcalm Hotels are unique and offer tremendous consumer value in the world's most popular tourist destination. Ensuring that consumers learn about this value proposition is where Pegasus comes into play," said Alexis Dobbelaere, senior vice president, global sales, Europe for Pegasus Solutions. "Pegasus Solutions presents and makes these properties available to the global booking audience through our proven channels, international sales presence, and preferred relationships."

Both the Montcalm London and the Montcalm at the Brewery London City are centrally located in the vibrant heart of London. Each hotel offers five-star luxury accommodations with a joint emphasis on timeless elegance and each property's long-standing heritage. Housed in a building that dates to 1820, The Montcalm London offers 153 rooms adorned with elegant modern décor and extra touches like personal butlers. The Montcalm at the Brewery London City sits where Whitbread & Co., Britain's first purpose-built mass production brewery, began brewing in 1750. Offering 235 beautifully appointed rooms, the hotel has accommodations tailored to the full range of business and leisure travelers.



With Pegasus Connect+ Premium, both Montcalm Hotels receive RVNG, the only central reservations system built to manage selling hotel rooms in the Internet age. The hotels will also enjoy one seamless connection to the four global distribution systems (GDSs), and more than

1,000 travel websites. The Montcalm properties will also receive distribution consulting services, PegasusView Market Performance business intelligence, access to the Pegasus Sales Connections automated sales tool, and in-person visits on their behalf to corporate and TMC offices worldwide.

Montcalm Hotels is currently giving agents a chance to win an indulgent stay at The Montcalm. Buyers can enter to win at www.themontcalm.com/prizedraw.

About Pegasus Solutions

[Pegasus Solutions](#) is the single largest processor of electronic hotel transactions, delivering advanced and affordable connectivity and distribution solutions to nearly 100,000 hotels worldwide. Pegasus connects hotels to crucial sources of business, facilitating almost \$16 billion for its clients annually. In addition to foundational global distribution system (GDS) access and online connectivity, Pegasus delivers online, social marketing and booking solutions through its [Open Hospitality](#) division, and powerful reservation tools to convert and capture bookings. As a trusted partner in generating guest room demand and sales, Pegasus also offers hotels actionable business intelligence through its PegasusView Market Performance reports to help hotels understand and respond to changing market conditions.

Pegasus has 18 offices in 10 countries, including regional hubs in New York, Dallas, Scottsdale, Frankfurt, London, Madrid, Sao Paulo, Tokyo and Singapore. For more information, visit www.pegs.com or www.openhospitality.com.

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