

MAXIMIZING HOTEL PROFITS

CONSULTING & ADVISORY

SERVICES IN HOSPITALITY



idealhpgroup.com



info@idealhpgroup.com



984-235-5855



IDEAL
HOSPITALITY PARTNERS

**WOMEN'
OWNED**
CERTIFIED BY | WOMEN BUSINESS ENTERPRISE

USA Nationwide

Owners • Management Companies • Hotels

Visit Our Website

Lodging Industry Consulting & Advisory Group

About iDEAL



The hotel industry's forward-thinking consulting group

iDEAL Hospitality Partners Group was created by colleagues and hospitality veterans coming together to build a company that not only brings iDEAS, but also brings the solution launchpad.

Our mission is to help the hospitality industry find solutions in key areas to drive a better NOI. We focus on optimizing non-room revenue per square foot in hotels. We analyze and recommend new revenue generating ideas and evaluate and report on ideas for long-term strategies.

If you want to analyze profit and generate more revenue in the lobby, stores, F&B outlets, pools, and more, or are interested in exploring procurement strategies and GPO options - we invite you to contact us for a complimentary conversation. Send us an email to info@idealhpgroup.com



Jill Dean Rigsbee
CEO | Founder



Andy Haynes
VP, Strategic Growth



Specialized Hospitality Ecosystem Services



Offering customized consulting and solution engagements designed to optimize NOI.

Areas of expertise:

- Identification of increased revenue and higher NOI potential in non-room areas
- Lobby market profitability analysis
- Modern work space solutions
- iSPY guest experience simulation & training solutions
- Supplier selection and vendor negotiation
- Procurement & GPO analysis: New partnerships or optimization



Square Footage Optimization and New Revenue Study

No two hotels are the same and each engagement is customized for your needs.



Focused areas of study:

- 01** Review the guest pathway through the common areas
- 02** Evaluate the location and attraction level of common areas
- 03** Present alternative uses or designs for common areas to enhance guest engagement and increase revenues
- 04** Review lobby market P&L and provide guidelines for performance measurement
- 05** Identify supplier alternatives for gaps revealed by property review



Procurement 3rd Party Expert Study and Long-term Recommendations

Purchasing optimization study with current GPO or selection oversight for new partnership



Focused areas of study:

- 01** Conduct purchasing review and identify opportunities for increasing efficiency and savings
 - National and Master Food and Beverage
 - Regional & Specialty F&B and Service Providers
 - Tableware & Kitchen Suppliers
 - Guest Room Operations
 - MRO (Maintenance, Repair & Operations)
 - Sanitation and Chemical Cleanliness
 - Technologies and Office Administration
 - Spa and Wellness
 - More
- 02** Evaluate GPO performance through AP review to ensure optimal engagement of suppliers
- 03** Oversee GPO selection process from a management company, owner and property execution perspective and advise on GPO and eProcurement options with the highest probability for success and savings.
- 04** Evaluate GPO performance through AP review to ensure optimal engagement of suppliers



iSPY Guest Experience Report

We walk the walk into hotels like a guest, an owner or a manager. You may have a specific area of concern, or want a full iSPY iFPE (*iDEAL Full Property Evaluation*).



Focused areas of study:

- 01** Provide direction on enhancing guest engagement through technological and personal interactions
- 02** Train staff on guest interactions using need analysis techniques
- 03** Identify supplier alternatives for gaps revealed by guest analysis
- 04** Procedures will be used to complete the project successfully



Consulting Engagements are Customized

Whether you have a problem or a project, we will define the scope of work just for you. We believe in a strong ROI.

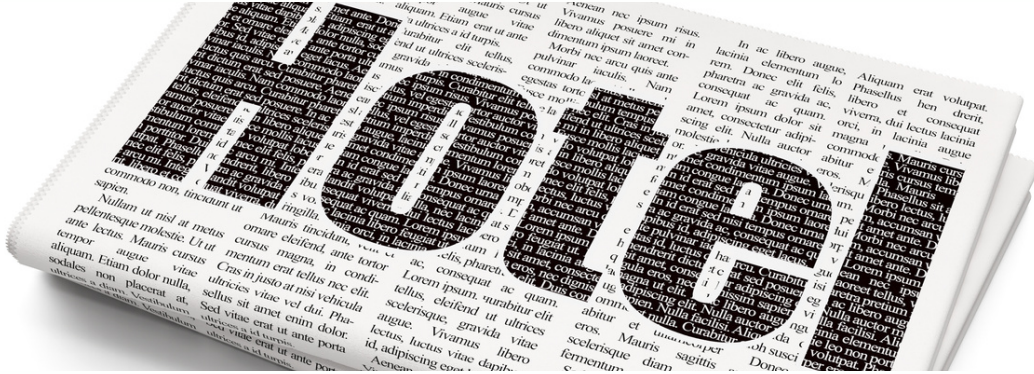
- Problem Evaluation- Core issue identified
- Project Development- Scope of work defined
 - Proposal- Deliverables and Timing outlined
 - Acceptance
 - Implementation
 - Reporting



- Standardized work is project priced
- Customized work is priced on an hourly basis

Contact us for a complimentary and confidential conversation and we will provide a quote for consideration

Latest Publications



Increasing Relevance and Profitability of the Lobby Market
feature in Hotel Executive

Integrating Wellness into Your Hotel Operation
article for Green Lodging News

Hotels are Missing Out on a Significant Revenue Opportunity-
Their Neighbors
industry blog post

The Hotel's New Normal is Having No Normal
feature article for Hospitality Tech

Hospitality Hello to 2022: 4 Key Focused Areas
feature article for Hotel Business

[More Articles](#)



Contact Us

Complimentary Conversation



[Visit Us](#)

[Problem-Solving
Suppliers](#)

 984.235.5855

 info@idealhpgroup.com

Jill Rigsbee, CEO
Cell: 919-931-0816
jill@idealhpgroup.com.

Andy Haynes, VP Strategic Growth
Cell: 804-627-1581
andy@idealhpgroup.com

