

## CRM\_Customer Search — Key Points

To access the full manual, click on the following link: <u>CRM\_New principles for client search</u>

## Main Guidelines to Take into Account



New search criteria have been introduced under the "Name" field for searching for customers (guests, companies or agencies) in order to reduce the response time.

If you know how to write part of a name, enter it in the "Name" field without using "\*" and without shortening it. **Whole words** must be used.

■If you do not know how to write part of a name, use "\*", which will return results as follows:

- XYZ\* This will search for anything beginning with "XYZ"
- \*XYZ\* This will search for anything that contains "XYZ"
- \*XYZ This will search for anything ending with "XYZ"

•The search tool does not differentiate between uppercase and lowercase.

Accents do not make a difference.

•When searching for names that include "-", the search tool will return matches both with and without the hyphen.

•When searching for words that contain "", the search tool returns both results that contain the umlaut and results where the umlaut has been replaced with the underlying vowel (e.g.  $\ddot{A} > AE$ ).

## Transactions Affected by this Criterion



- In the "CRM Front office" menu, the following transactions are affected:

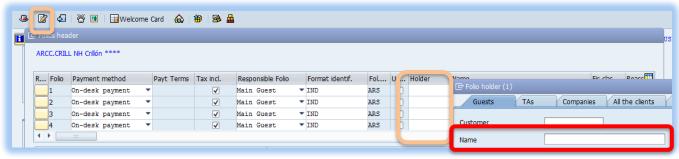
  - ➤ /CCSHT/MT03\_HU View customers



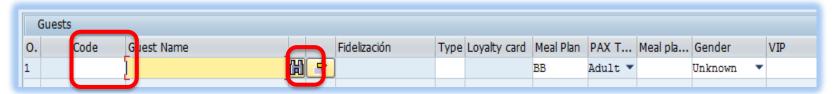
- In the "Reservations" menu:
  - ➤ /CCSHT/CRS Call Center



- Within a reservation:
  - > In the "Folios Header" in the "Holder" field



- > In the "General Data" tab on the search binoculars
- In the "General Data" tab in the "Code" field



## THANKS!

**11H** HOTEL GROUP





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