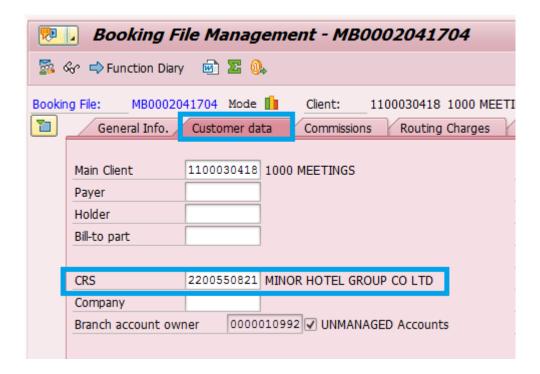


Statiscal Information - MINOR Requests

The following data if the reservation is coming from Minor Hotel Group (does not apply to Intercompany/Intercenter reservations):

1. In the Customer data -> CRS. It should be always MINOR Hotel Group CO LTD 2200550821. 4622483



2. <u>In the Statistic Tabs</u> -> <u>Request origin</u>. It should depend on the origin country of the MINOR sales team.

By now, we only have 4 regions created in SAP and only these should be tracked.

For instance, if there is a MINOR lead from Portugal this field is not necessary to be completed with any of the options.

- MSCH Minor Sales China:
- MSSA- Minor Sales Saudi Arabia;
- MSBR- Minor Sales Brazil;
- MSAU- Minor Sales Australia









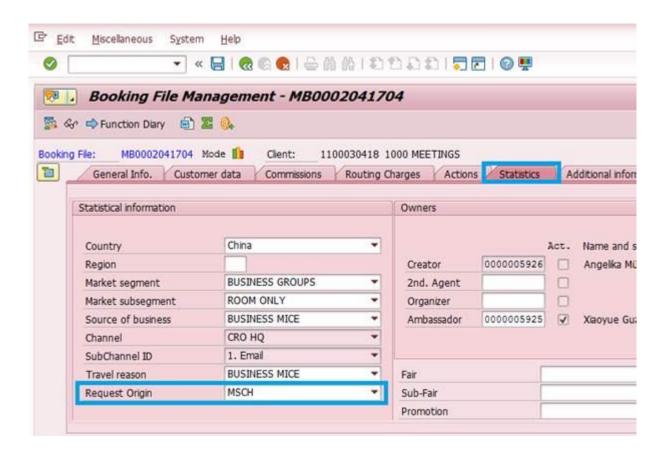












3. <u>Tivoli Hotels:</u> when you receive any quotation from NH you should inform from which GSO or "other NH hotel" you have received it.

