Customer Information Management Business Processes – Operations September 2025



















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What

This procedure explains the functionalities available in TMS for Hotels to manage our customer data effectively.

How

Information and requests can be saved in CRM and in reservations ("Guest Notifications" tab).

Why

Standardizing this process enables all hotels using TMS to manage customer loyalty and enhance the guest experience at Minor Hotels Europe & Americas.

Careful

Strict adherence to this process is essential to ensure full compliance with GDPR regulations.



What we can manage

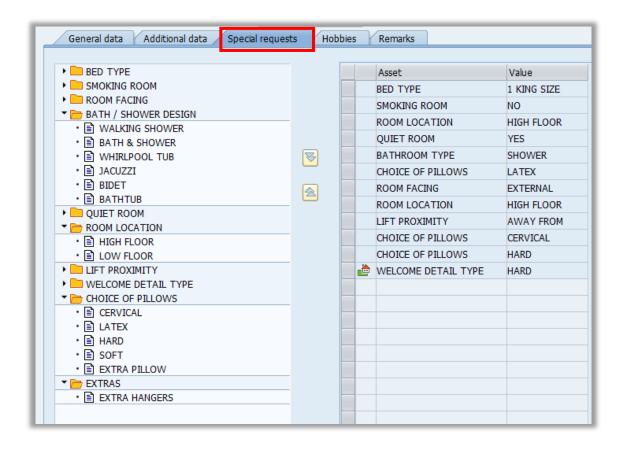
What can we manage

	CAN BE STORED?	TOOLS	TMS FIELD	IMPLICIT CONSENT	HOTEL / CHAIN LEVEL
Room preferences	/	TMS: CRM Special Requests	Predefined preferences in TMS	~	Chain
Hobbies	~	TMS: CRM Request	Predefined hobbies in TMS	~	Chain
Loyalty program	/	TMS: CRM Additional Data	Predefined programs in TMS	~	Chain
Health data (allergies)	~	Only with explicit authorization (specific document in this process, page) by hotel	No storage in TMS	~	Hotel
Problematic or violent customer	~	TMS: CRM Alerts, Guest remarks and Notes (Do not accept booking check in)	Predefined option in TMS	×	Chain (via JIRA)
Defaulter (uncollected & walk-out invoices)	~	TMS: CRM Alerts, Guest remarks and Notes (Ask for prepayment)	Predefined option in TMS	×	Hotel
Other info (religious convictions, political opinions, racial origin, trade union membership, criminal convictions and offences and sexual orientation)	×	Not allowed	No predefined option in TMS	×	N/A



Preferences and hobbies

Special request (Preferences) in CRM



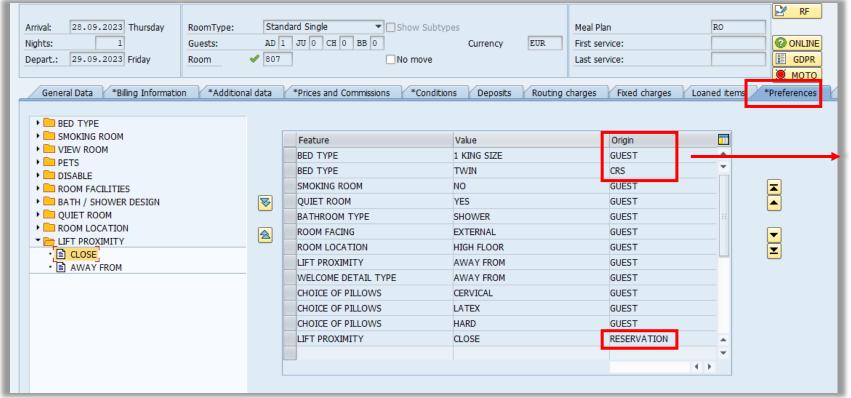
- ✓ "Special requests" tab allows detailing the different general preferences of our guests.
- ✓ This information will be displayed and can be modified in all hotels.
- ✓ If it is a specific preference in one reservation, please use "Preferences" in the reservation, see next slide. (Example: customer always requests king size bed, but once he travels with his son and he needs a twin bed, we don't inform this preference in this tab).



Special request (Preferences) in reservations

We can find three type of preferences in "Preferences" tab. You will know where they are coming from thanks to the column called "origin":

- 1) Guest \rightarrow preferences coming from CRM.
- 2) CRS \rightarrow preference coming from the call center.
- 3) Reservation \rightarrow preference informed directly in the reservation.



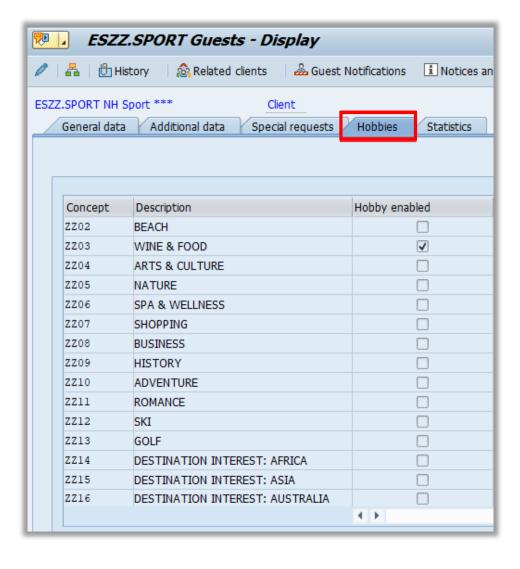
For example:

- Customer has king size bed in CRM but during the reservation process with the CRO has requested a twin bed.
- Customer has requested "close to the lift" too.

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Hobbies in CRM



- √ "Hobbies" tab contains some specific information of our guests.
- \checkmark This information will be displayed and can be modified in all hotels.
- ✓ Thanks to this information we can offer the services in other hotels in MINOR Group and enhance the experience of our customers.

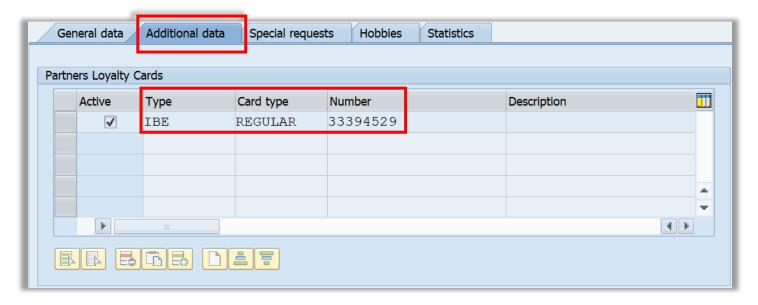




Loyalty programs

Loyalty programs

- ✓ The different external loyalty programs can be stored in "Additional data" tab (type, card type and loyalty number).
- ✓ This information will be displayed in CRM and can be modified in all hotels.

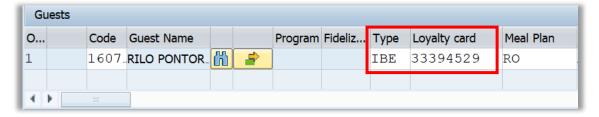






For the conditions of the program to be applied, the loyalty card must also be informed in the reservation:





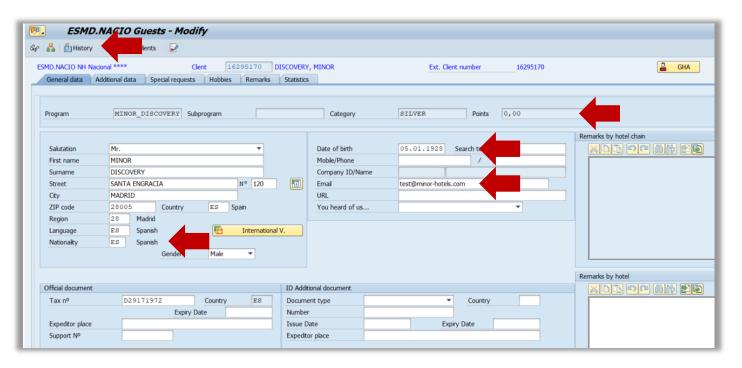




Other relevant information in CRM

Other relevant information in CRM

- ✓ Other interesting fields to consider:
 - · Date of birth
 - "History": guests stays in the company.
 - Nationality
 - Points: DISCOVERY Dollars balance (D\$) available to deduct from eligible net spending.
 - Email
- √ This information will be displayed and can be modified in all hotels.
- √ Thanks to this data we can enhance the experience of our customers.





Click here for a closer look at the procedures related to the Minor DISCOVERY loyalty program.

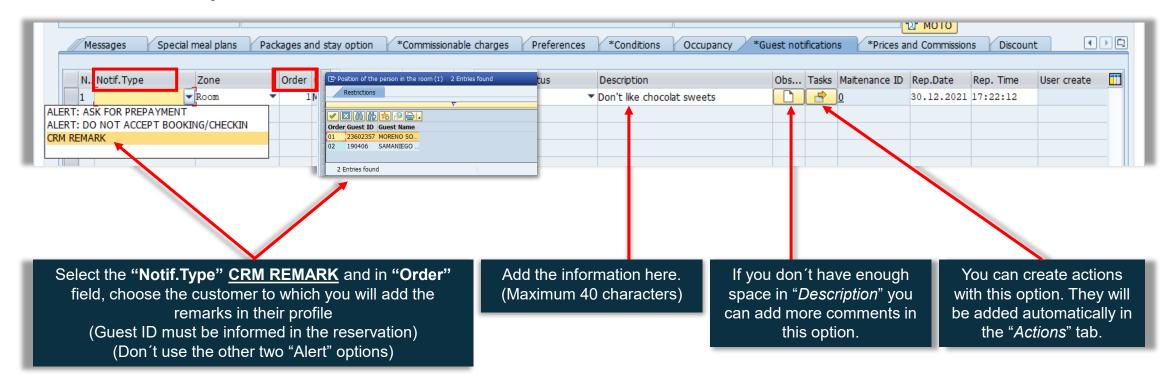


Guest notifications and Hub Guest Experience

Guest notifications

If it is not a preference, hobby or a loyalty program, this is the place to add customer information related to the stay:

- ✓ There is a tab called "Guest notifications" in all individual reservations.
- ✓ You can use the options "Priority" and/or "Status" depending on your needs, or you can leave them empty.
- ✓ Write your comment in "Description" and "Remarks".
- ✓ Add the actions which you need from here too.



Guest notifications

- **€**
- ✓ The guest notifications MUST be created and modified only from the reservation not from CRM (always before the check out date).
- ✓ Once you have created it, this icon will be available only in the hotel where these notifications have been created:

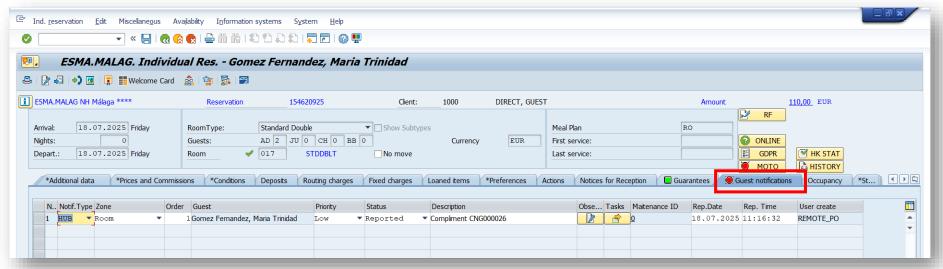


- ✓ When displaying the customer's profile in SAP CRM, we can find notifications of past and future reservations (cannot be modified from here).
- ✓ Reservation number: we can navigate to the reservation.
- ✓ Room: room number in past reservations and if assigned, in future ones.
- ✓ Description: comment written in the guest notifications.
- ✓ *Remarks:* max. 250 characters.
- ✓ Maintenance incidence created in TMS during the stay and information about if it has been closed, when, who...
- ✓ Actions.

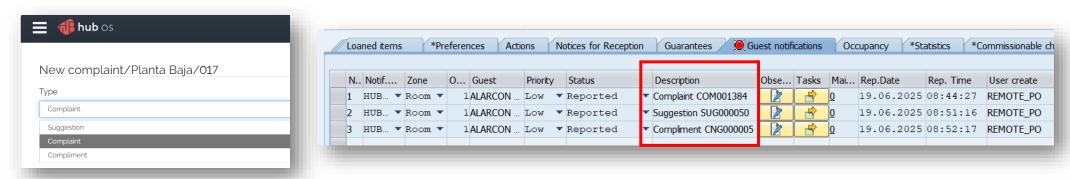


Guest notifications and Hub Guest Experience

Once you have created a "new guest incident" in HUB. The result in TMS will be a new line in Guest notifications tab and the red icon is the visual alert:



The 3 existing options in HUB will have their correspondence in TMS:





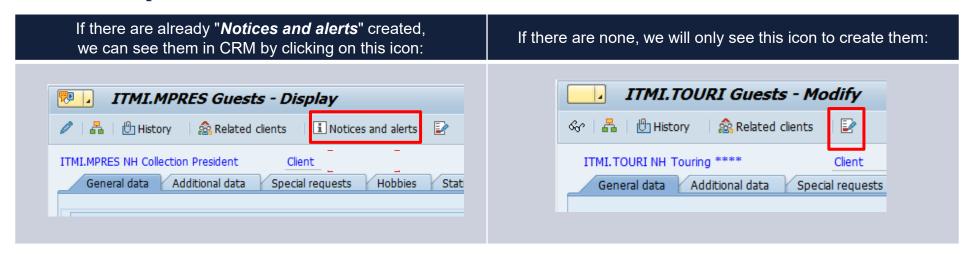




CRM: alerts, guest remarks and guest notifications

CRM alerts

We can add information in the profile of our customer in CRM.



There is one type of alert in CRM available for the hotels.



Use New button to set your own hotel alerts.

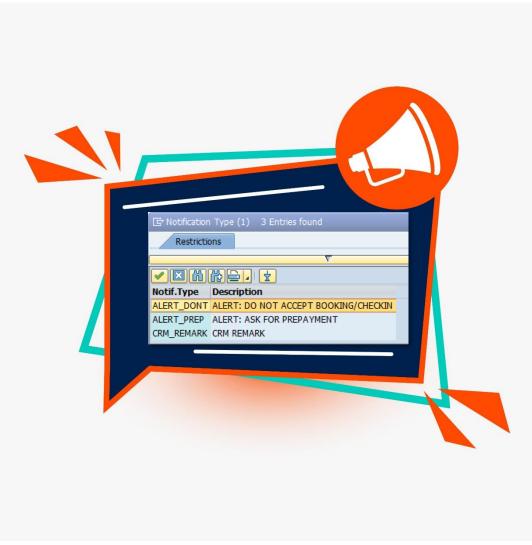
In this example, the customer has two type of alerts:

- without information from the hotel's mnemonic. "Chain alert", created by opening a Ticket Jira.
- with information from the hotel's mnemonic: just visible at hotel level.



Notices and alerts in CRM

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ALERT_DONT | ALERT: DO NOT ACCEPT BOOKING/CHECKIN

Alerts for problematic or violent customers:

→ It is possible to set a "Do not accept reservation" alert at a hotel or company level (for company level please open a JIRA ticket to request it).

ALERT PREP | ALERT: ASK FOR PREPAYMENT

Alerts for non-payments, from a legal perspective:

- → It's NOT possible to set company global alerts in customers files in TMS, either explicit or implicit (i.e., "ask for prepayment").
- → It is possible to set an alert in the customer file only at hotel level.

CRM_REMARK | CRM REMARK

You can use it if customer has any preference or hobby already predefined in TMS, and it is not available in their corresponding tab.

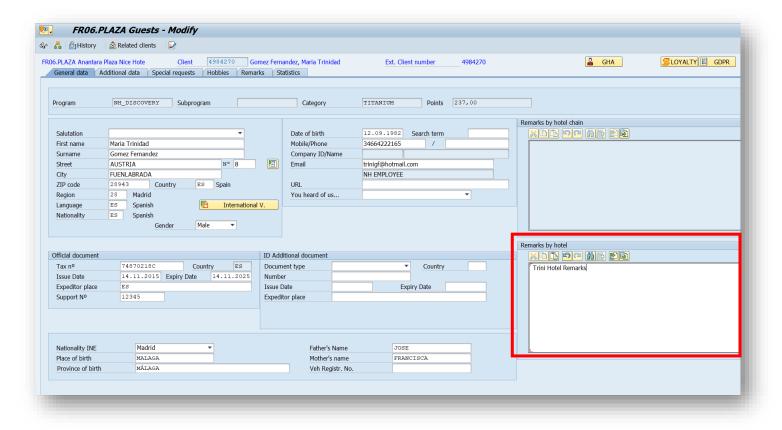
This information could be displayed in different transactions in TMS (Call center, CRM, reservation...).

We recommend to use "Guest Notifications" instead of this option.



For any doubt, you can open a JIRA ticket in the following category: SAP Business Suite > TMS CRM > CRM Alerts

CRM guest remarks





- ✓ Remarks by hotel chain are blocked for all users. This option will never be available.
- ✓ Remarks at hotel level can be included and modified by all the users with CRM permissions.
- ✓ These remarks will be audited, please use this option properly and not include health information and inappropriate information.

CRM guest remarks

WHERE WILL THIS INFORMATION APPEAR?



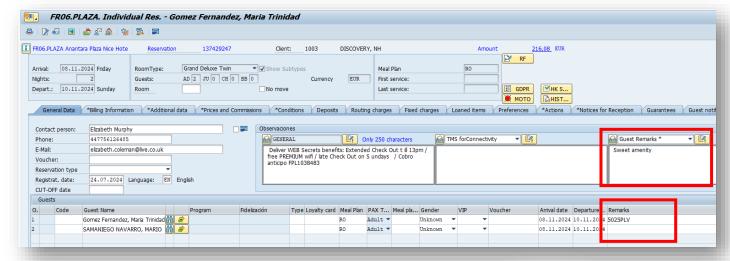


If you add a guest ID with CRM remarks, these comments will be included in 2 places:

- At the end of the guest line.
- In Guest remarks field. If there are notes from multiple guests, they will appear separately with the guest ID before them.

CRM guest remarks

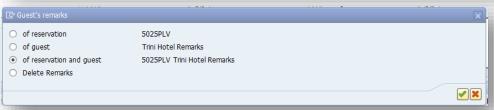
LOGIC WITH EXISTING REMARKS



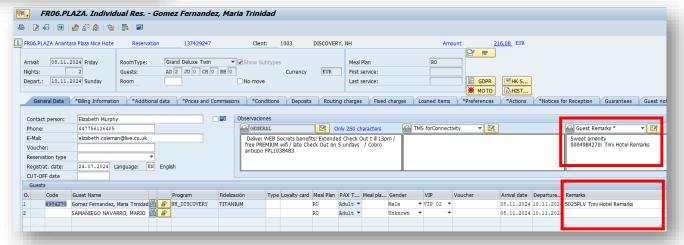


Both comment fields can be used manually before identifying the guest, so the logic (business decision) is to never delete, always concatenate.

Deletion must be manual.



When a guest ID is added to a line that already contains information, a pop-up will display multiple options, with the concatenation option selected by default.

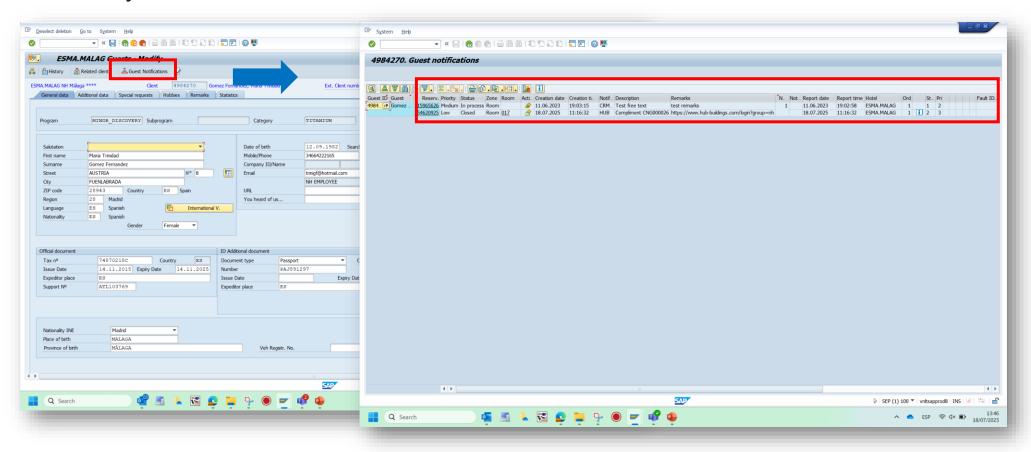




CRM Guest notifications

Guest notification icon will be displayed:

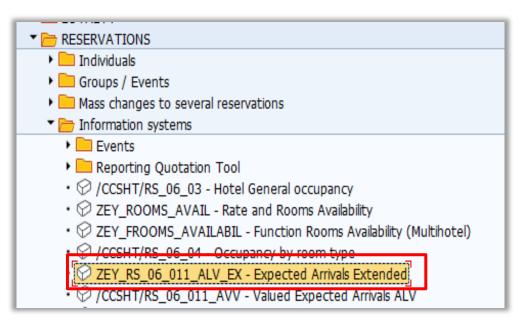
- ✓ If there is an incident record including reservation number, room and HUB reference code.
- ✓ If we include any notice in this tab in the reservation.





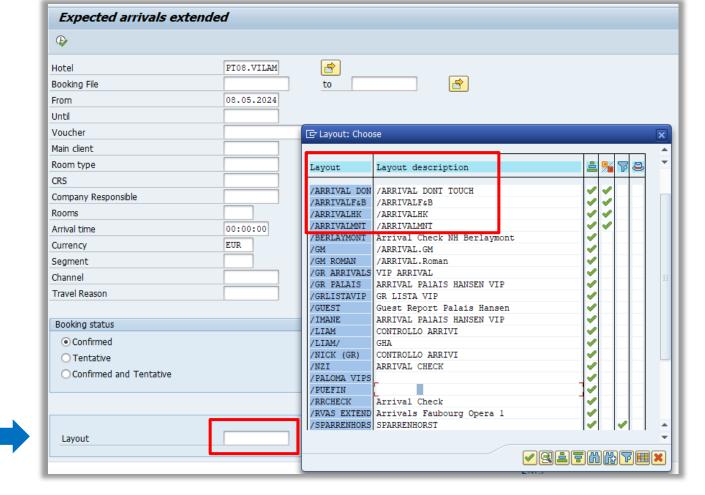
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Reservations → Information systems → ZET_RS_06_11_ALV_EX Expected Arrivals Extended





We recommend to use the different layouts defined for each department.

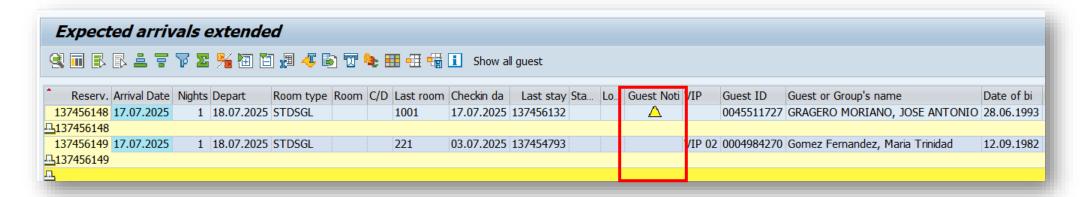


This is an example of the information, located in the reservations and customers profiles (with customer ID informed in the bookings), which you can see and manage:

- ✓ Last room stay (2Y), Date last stay (2Y) and Reservation number of last stay (2Y) of the customer.
- ✓ Actions by department.
- ✓ Total stay amount with VAT
- ✓ Deposit request and billed.
- ✓ Expected arrival and departure time.
- ✓ Guest notifications, with Hub Guest Experience information and personalize information of every stay of the guest.
- ✓ Display information of guest in the CRM profile: Hobbies, preferences, loyalty programs, history of the customer, alerts in CRM, Guest remarks, nationality, date of birth...



✓ Guest incidence informed in HUB



✓ Stay options, Loan items .. and more options.

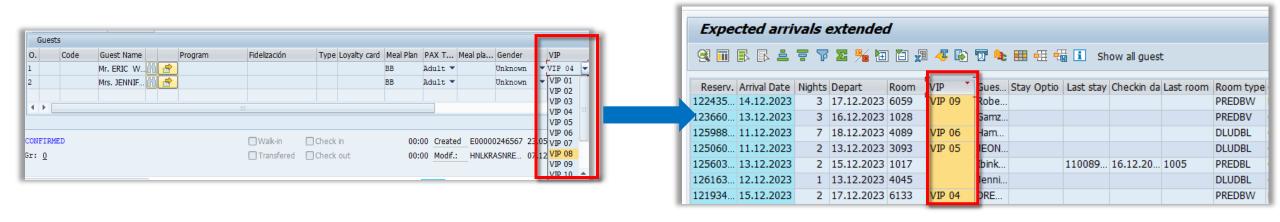






Reservations → Information systems → ZET_RS_06_11_ALV_EX Expected Arrivals Extended

You can see the different VIP and/or navigate from this report and add the category depending the type of VIP



Please contact to your local marketing team or access to MHZone to get the last VIP version.





Allergies procedure template

Allergies procedure template

If customer wants to give us information about their allergies and/or intolerences. We must keep in mind the next things related to this document:

- Customer must write their name and identification number.
- Customer must write their allergies/intolerances.
- This document must be signed by the customer.
- The flag will be marked by default.
- This information can't be shared among the hotels.
- This document mustn't be stored in TMS.
- Customer must sign this document in every hotel.
- In the back of the document, we must add the information of our society.
- The signed document must be stored during five years.
 - Customer can decide if Hotel can keep this information just for the stay or maximum two years.

Just for the stay + 5 years

2 years + 5 years, total 7 years



I hereby state that at the present time, and for the provision of the service that I will receive, I hereby inform you of the following food allergies and/or intolerances.



I hereby declare that I have read and accept the conditions indicated for the processing of the data provided herein, giving my free and voluntary consent to this processing.

- 🗹 I consent to the data relating to my allergies and/or intolerances being kept by the Data Controller for future stays.

For data protection purposes, we hereby inform you of the following:

1.- WHO IS DATA CONTROLLER FOR THE PROCESSING OF YOUR DATA?

- Identity: [Hotel Company].
- VAT NUMBER: [....]
- Address: [....]

Data Protection Officer (DPO); you can contact our DPO by the following means: o Email: DPO@nh-hotels.com, indicatina "Data Protection Officer" in the reference.

























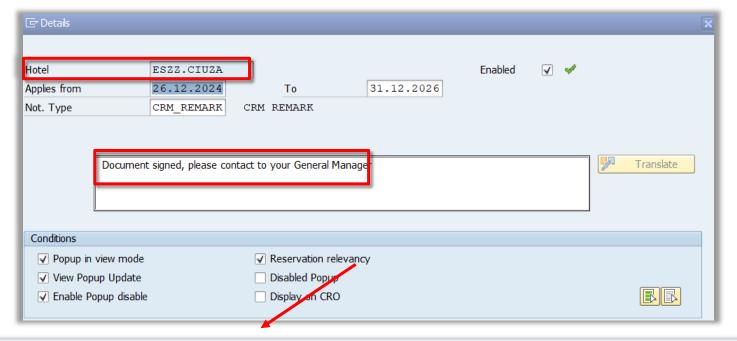


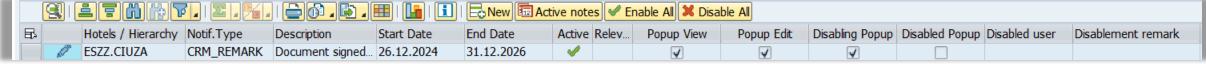
Allergies procedure template

How to add the customer has any allergy/intolerance in TMS but not to mention them explicitly.

We would do it from "alerts/notices" in CRM:

- ✓ Selecting just your hotel.
- ✓ Informing the dates. Five years after the customer stay or seven years if customer allows to keep the information two years.
- ✓ Inform the next sentence "Document Signed, please contact to your manager".
- ✓ Don't flag "display on CRO". Only the hotel where the document has signed the explicit consent must know this information.





Allergies procedure template

Please click on the following images to download the templates in different languages















A copy of the information contained, signed by the customer who provides information on food allergies and/or tolerances, must be submitted to the hotel for subsequent storage.

D.

I hereby state that at the present time, and for the provision of the service that I will receive, I hereby inform you of the following food allergies and/or intolerances.

-
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I hereby declare that I have read and accept the conditions indicated for the processing of the data provided herein, giving my free and voluntary consent to this processing.

S.D.

□ I consent to the data relating to my allergies and/or intolerances being kept by the Data Controller for future stays. For data protection purposes, we hereby inform you of the following:

1.- WHO IS DATA CONTROLLER FOR THE PROCESSING OF YOUR DATA?

- Identity: [Hotel Company].
- VAT NUMBER: [....]
- Address: [....]
- Data Protection Officer (DPO): you can contact our DPO by the following means: o E-mail: DPO@nh-hotels.com, indicating "Data Protection Officer" in the reference.

2.- FOR WHAT PURPOSES WILL YOUR PERSONAL DATA BE PROCESSED?

NH will process your personal data for the following purposes:

- To be able to offer you services according to your needs.
- To meet specific requests for services to be provided, in accordance with the health-related information that has been provided.

3.- WHAT IS THE LEGAL BASIS OF THE PROCESSING?

The legal basis for the processing of your data is the consent given by signing this clause.

4.- WHO ARE THE RECIPIENTS OF YOUR DATA?

Your data will not be disclosed to third parties, unless required by law or court order.

5.- HOW LONG WILL WE KEEP THE DATA?

The data will be kept until the end of your stay on the hotel premises. After this time, this information will be deleted.

However, if you wish this data to be kept for a period of two years for future stays that you may make at our Hotel, we need your express consent. To this end, we inform you that the processing of this information will be carried out by the same person responsible and under the same conditions indicated.



Legal information and tips

Legal information and tips

Some of the legal limitations to manage the information of our customers:



Information

Whenever Minor Hotels Europe & Americas (MH E&A) collects personal data from a data subject, it must provide them with at least the following information:

- 1) The purpose of the processing.
- 2) The identity and contact details of MH E&A.
- 3) The contact details of the Data Protection Officer.
- 4) The legal basis or legitimacy for the processing (contract, consent of the data subject, legal provision, etc.).
- 5) The possibility of exercising the rights of access, rectification, deletion, limitation of processing, opposition and portability of the data.
- 6) The possibility of withdrawing consent at any time, when the processing is based on consent.
- 7) The recipients or categories of recipients of the information.
- 8) The period or criteria for the conservation of the information.
- 9) The existence of automated decisions or profiling.
- 10) The right to lodge a complaint with the AEPD.



Penalties

In this regard, the penalties that may be imposed on MH E&A for not informing data subjects and for not obtaining their consent, under the terms provided for in the GDPR, could amount to 20,000,000 Euros or a maximum of 4% of the total annual global turnover of the previous financial year of the entity, for each infringement committed.



Be careful!

Please handle the information carefully:

- ✓ Do not print personal information.
- ✓ If you need to print it exceptionally, do not leave in places where any customer can see it (trolley of House Keeping, bar counter, reception desk...)
- ✓ If there are more customers, do not mention the name of others.
- ✓ If you receive an external requesting to talk to any customer, you can only pass through if they mention the room number.



Thank You