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Boutique hotel Toepferhaus achieves 100% automation of meeting inquiries

Seehotel Toepferhaus has moved beyond the manual quoting process for group meetings. By using an automated meeting configurator directly on the website, clients can now plan their meetings themselves and receive an instant quote. In a few simple steps they select suitable meeting rooms, catering, accommodations and creative activities for their individual meetings. The Toepferhaus sales team has also improved its meeting sales drastically. They use the meeting configurator for 100% of all inquiries and send all quotes automatically with EVENTMACHINE MEETING.

In the steadily growing MICE market more and more quotes have to be written in less and less time. This is why Seehotel Toepferhaus counts on innovative solutions. "We love efficiency! Once set up, EVENTMACHINE MEETING saves our team tremendous amounts of time every month," says Peter Gross, CEO of Seehotel Toepferhaus. "This relieves the pressure on our staff and secures quality."

Clients looking for meeting facilities want fast results. Toepferhaus' website is vitally important. "Already on the first day new clients planned their meetings online themselves. Quotes are being sent automatically without any effort on our side," Peter Gross adds. "Users expect instant and relevant information on the hotel's site. Otherwise they are gone quickly and stay invisible to the hotel," Florian Zelfel, CEO of EVENTMACHINE MEETING stresses. "Our solution brings immediate results for the users and qualified leads for the hotels. We make anonymous website visitors visible for our clients."

The innovative service is available for Toepferhaus customers around the clock, even after business hours. Prospects are guided through the various meeting offerings and immediately get their quotes by simply clicking a button. "Once you start using the configurator, you don't want to go back. And you don't want to write meeting quotes manually any more," Peter Gross concludes.

About eventmachine meeting:

EVENTMACHINE MEETING is the first turnkey solution for automated meeting configuration and quoting. Seamlessly embedded in the supplier's own website, EVENTMACHINE MEETING is the smartest configurator for conference hotels, venues and all providers of meetings.

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