

**TargetworX**  
**Product Overview**  
**Hotel Level**



# Navigating to TargetworX



From your Nexus login, navigate to the TargetworX application

# TargetworX Landing Page

Welcome, Nexus Hotel Eden | Demonstration Account

RFPworX: Consortia RFPworX: Corporate ShareworX TargetworX

Updates Summary Log Search... Allowance: 19

Opportunities

All

- BASF transient 2012
- BAYER
- Chatfield Distributors
- Danone
- Danone Dairy Products
- K2 Ski Company Transient Pro
- Littleton Cyclery
- Merles Restaurants
- Siemens Berlin
- Total 2012
- Total Energy
- transient 11.1.2012

Date	Opportunity	Connection	Description	Archived
26 Sep 2011	K2 Ski Company Transient Pro		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Danone		Hotel Response Completed	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Hotel Response Completed	<input type="checkbox"/>
24 Nov 2011	IBM		Hotel Response Completed	<input type="checkbox"/>
25 Nov 2011	Total 2012		Hotel Response Completed	<input type="checkbox"/>
15 Feb 2012	Total Energy		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Chatfield Distributors		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Littleton Cyclery		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Danone		Hotel Request More Information	<input type="checkbox"/>
19 Oct 2011	K2 Ski Company Transient Pro		Hotel Request More Information	<input type="checkbox"/>
16 Feb 2012	Chatfield Distributors		Under Review by Opportunity Manager	<input type="checkbox"/>
26 Sep 2011	Total Energy		Under Review by Client	<input type="checkbox"/>
25 Nov 2011	Total 2012		Under Review by Client	<input type="checkbox"/>
12 Dec 2011	K2 Ski Company Transient Pro		Under Review by Client	<input type="checkbox"/>
16 Feb 2012	Danone		Under Review by Client	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Insufficient Info for Consideration	<input type="checkbox"/>
22 Nov 2011	K2 Ski Company Transient Pro		Added to RFP	<input type="checkbox"/>
24 Nov 2011	IBM		Added to RFP	<input type="checkbox"/>
14 Feb 2012	Siemens Berlin		Added to RFP	<input type="checkbox"/>
15 Feb 2012	Total Energy		Added to RFP	<input type="checkbox"/>

Archive Entries

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From the landing page, you will see a list of all Opportunities listed on the left.

This list can be filtered by status

Also, a list of “Updates” will keep you apprised of recent activities, related to Opportunity forms you completed

**IMPORTANT:** the “Allowance” number indicates how many additional forms you may complete.

# TargetworX Landing Page

The screenshot displays the TargetworX web application interface. At the top, there is a navigation bar with the logo and a welcome message: "Welcome, Nexus Hotel Eden | Demonstration Account". Below this, there are tabs for "RFPworX: Consortia", "RFPworX: Corporate", "ShareworX", and "TargetworX". A search bar and an "Allowance: 19" indicator are also present.

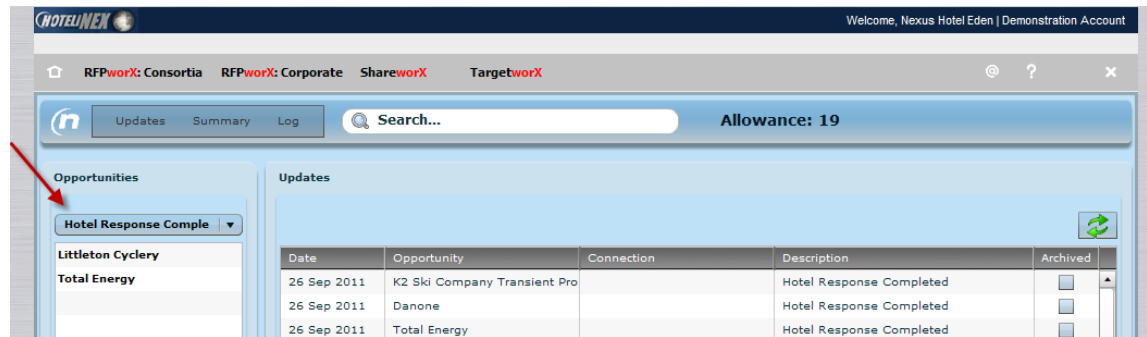
The main content area is divided into two sections: "Opportunities" on the left and "Updates" on the right. The "Opportunities" section features a dropdown menu with the following options: "All", "Hotel Response Completed", "Hotel Request More Information", "Under Review by Opportunity", "Under Review by Client", "Danone Dairy Products", "K2 Ski Company Transient Procurement", "Littleton Cyclery", "Merles Restaurants", "Siemens Berlin", "Total 2012", "Total Energy", and "transient 11.1.2012". The "All" option is highlighted with a red circle.

The "Updates" section contains a table with the following columns: "Date", "Opportunity", "Connection", "Description", and "Archived". The table lists several entries, all with a status of "Hotel Response Completed".

Date	Opportunity	Connection	Description	Archived
26 Sep 2011	K2 Ski Company Transient Pro		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Danone		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Total Energy		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Total Energy		Hotel Response Completed	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Hotel Response Completed	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Hotel Response Completed	<input type="checkbox"/>
24 Nov 2011	IBM		Hotel Response Completed	<input type="checkbox"/>
25 Nov 2011	Total 2012		Hotel Response Completed	<input type="checkbox"/>
15 Feb 2012	Total Energy		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Chatfield Distributors		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Littleton Cyclery		Hotel Response Completed	<input type="checkbox"/>

Hotels can filter the list of Opportunities by Status.

# TargetworX Landing Page



The screenshot shows the TargetworX interface. At the top, there is a navigation bar with the HotelNEX logo and a welcome message: "Welcome, Nexus Hotel Eden | Demonstration Account". Below this, there are tabs for "RFPworX: Consortia", "RFPworX: Corporate", "ShareworX", and "TargetworX". A search bar and "Allowance: 19" are also visible. The main content area is divided into two sections: "Opportunities" on the left and "Updates" on the right. The "Opportunities" section has a dropdown menu with "Hotel Response Comple" selected, and a list of items including "Littleton Cyclery" and "Total Energy". The "Updates" section contains a table with the following data:

Date	Opportunity	Connection	Description	Archived
26 Sep 2011	K2 Ski Company Transient Pro		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Danone		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Total Energy		Hotel Response Completed	<input type="checkbox"/>

Example: you can quickly find a list of the Opportunities for which you completed a form, but have not received a response.

# Opportunity Summary

The screenshot shows the HotelREZ web application interface. The top navigation bar includes 'Updates', 'Summary', and 'Log' tabs. The 'Summary' tab is active, and the 'Available Opportunities' menu item is highlighted with a red oval. Below the menu, a table lists several opportunities:

Name	Last Modified	Due Date
transient 11.1.2012	12 Dec 2011	
Danone Dairy Products	06 Oct 2011	
BAYER	21 Feb 2012	
BASF transient 2012	12 Oct 2011	30 Sep 2011
Merles Restaurants	16 Nov 2011	12 Dec 2011

At the bottom of the page, two more menu items are highlighted with red ovals: 'Engaged Opportunities' and 'Completed Opportunities'.

The screenshot shows the HotelREZ web application interface with the 'Engaged Opportunities' menu item highlighted. Below the menu, a table lists several opportunities with their status and submission dates:

Name	Status	Submitted
X2 Slt Company Transient Program	Under Review by Client	12 Dec 2011
Littleton Cyclery	Hotel Response Completed	16 Feb 2012
Total Energy	Hotel Response Completed	15 Feb 2012
Danone	Under Review by Client	16 Feb 2012
Total 2012	Under Review by Client	25 Nov 2011
Chatfield Distributors	Under Review by Opportunity Manager	16 Feb 2012

Visit the Summary menu item to see lists of :

Available Opportunities

Engaged Opportunities

(forms completed, but you have not received a status response)

Completed Opportunities

(completed forms have been reviewed, final status is updated)

# Navigating to an Opportunity

The screenshot displays the HotelNEX web application interface. At the top, there is a navigation bar with the HotelNEX logo and the text "Welcome, Nexus Hotel Eden | Demonstration Account". Below this, there are tabs for "RFPworX: Consortia", "RFPworX: Corporate", "ShareworX", and "TargetworX". A search bar and "Allowance: 19" are also visible.

The main content area is divided into two sections. On the left, under "Opportunities", there is a list of opportunities. The "BAYER" entry is highlighted with a red circle. On the right, the "Opportunity" profile for "BAYER" is displayed. It includes a "Main" tab and a "Questions" tab. The profile shows the following details:

- \*Name: BAYER
- City: Leverkusen
- \*Country: Germany
- Due Date: 29 Feb 2012
- Source: BAYER
- Attachments: Companies list.xlsx
- Manager: Catherine Conte
- Alt. Manager: Bjoern Kirchof, book assist, Catherine Conte
- Notes: Notes about the opportunity

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From the landing page, all Opportunities are listed on the left.

(This list can be filtered by status)

Click on the name of the Opportunity of interest.

You are taken to the Opportunity Main profile page.

The Main tab provides information about the opportunity.

Double click on any attachment links to open these.

# Reviewing Opportunity Detail

HotelREZ | Welcome, Nexus Hotel Eden | Demonstration Account

RFPworX: Consortia RFPworX: Corporate ShareworX TargetworX

Updates Summary Log Search... Allowance: 19

Opportunities

- All
- BASF transient 2012
- BAYER**
- Chatfield Distributors
- Danone
- Danone Dairy Products
- K2 Ski Company Transient Pro
- Littleton Cyclery
- Merles Restaurants
- Siemens Berlin
- Total 2012
- Total Energy
- transient 11.1.2012

Opportunity

**BAYER** Status:

Main Questions

Competitive Hotel

How many room nights went to the competition last year

Did you obtain this informat from your Hoteligence Report  yes  no

If no, specify other source

Suggested Room Rate (Single Occupancy)

\* Currency

Rate Include Taxes?  yes  no

Define whether Rate is LRA, non-LRA or both

Is Rate Commissionable?  yes  no

High Speed Internet Access Included in Rates?  yes  no

\* Specify other complimentary value-adds (such as welcome amenity, free drink coupon, 3 hour express laundry, etc)

State a compelling Business Case (your value proposition in conjunction with your value add and financial savings)

\* Rate Band Proposed for 2012

\* First Name

\* Last Name

\* Title

\* Email

Submit Form

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If the Questions tab is active, click this to complete the form.

**IMPORTANT:** the “Allowance” number indicates how many forms you may compete for consideration. Look here if the Questions are inactive.



# Completing the Opportunity Form

HotelREZ  
Welcome, Nexus Hotel Eden | Demonstration Account

RFPworX: Consortia RFPworX: Corporate ShareworX TargetworX

Updates Summary Log Search... Allowance: 19

Opportunities

All

BASF transient 2012  
BAYER  
Chatfield Distributors  
Danone  
Danone Dairy Products  
K2 Ski Company Transient Pro  
Littleton Cyclery  
Merles Restaurants  
Siemens Berlin  
Total 2012  
Total Energy  
transient 11.1.2012

Opportunity

BAYER Status:

Main Questions

Competitive Hotel 2

How many room nights went to the competition last year

Did you obtain this informat from your Hoteligence Report  yes  no

If no, specify other source

Suggested Room Rate (Single Occupancy) 150

\* Currency EUR

Rate Include Taxes?  yes  no

Define whether Rate is LRA, non-LRA or both LRA

Is Rate Commissionable?  yes  no

High Speed Internet Access Included in Rates?  yes  no

\* Specify other complimentary value-adds (such as welcome amenity, free drink coupon, 3 hour express laundry, etc) Fruit basket

State a compelling Business Case (your value proposition in conjunction with your value add and financial savings) closest hotel to their office

\* Rate Band Proposed for 2012 Rate A

\* First Name test

\* Last Name test

\* Title test

\* Email test@test.com

Submit Form

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Complete the form in its entirety.

Remember, this is your chance to present the best business qualifications for your hotel!

Populate your contact information as well, in case any follow up questions need answering.

When finished, click the Submit Form button at the bottom of the page

# Updates Page

The screenshot shows the HotelREZ Updates page. The top navigation bar includes the HotelREZ logo, a search bar, and an allowance of 18. The main content area is divided into two sections: Opportunities and Updates. The Opportunities section on the left lists various companies and products. The Updates section on the right displays a table of updates with the following columns: Date, Opportunity, Connection, Description, and Archived. A red box highlights the Description column, and a red circle highlights the Refresh icon in the top right corner. The table contains the following data:

Date	Opportunity	Connection	Description	Archived
21 Feb 2012	BAYER		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Littleton Cyclery		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Chatfield Distributors		Under Review by Opportunity Manager	<input type="checkbox"/>
16 Feb 2012	Chatfield Distributors		Hotel Response Completed	<input type="checkbox"/>
16 Feb 2012	Danone		Under Review by Client	<input type="checkbox"/>
15 Feb 2012	Total Energy		Hotel Response Completed	<input type="checkbox"/>
15 Feb 2012	Total Energy		Added to RFP	<input type="checkbox"/>
14 Feb 2012	Siemens Berlin		Added to RFP	<input type="checkbox"/>
12 Dec 2011	K2 Ski Company Transient Pro		Under Review by Client	<input type="checkbox"/>
25 Nov 2011	Total 2012		Under Review by Client	<input type="checkbox"/>
25 Nov 2011	Total 2012		Hotel Response Completed	<input type="checkbox"/>
24 Nov 2011	IBM		Added to RFP	<input type="checkbox"/>
24 Nov 2011	IBM		Hotel Response Completed	<input type="checkbox"/>
22 Nov 2011	K2 Ski Company Transient Pro		Added to RFP	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Hotel Response Completed	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Insufficient Info for Consideration	<input type="checkbox"/>
14 Nov 2011	Siemens Berlin		Hotel Response Completed	<input type="checkbox"/>
19 Oct 2011	K2 Ski Company Transient Pro		Hotel Request More Information	<input type="checkbox"/>
26 Sep 2011	Total Energy		Hotel Response Completed	<input type="checkbox"/>
26 Sep 2011	Danone		Hotel Request More Information	<input type="checkbox"/>
26 Sep 2011	Total Energy		Under Review by Client	<input type="checkbox"/>

The Updates page is your confirmation that your form was successfully completed.

Additionally, as your form is reviewed, the status changes will be listed on the Updates and Log pages.

If you should need to review your form after completing, click on the Opportunity name from the list on the left

# Checking Statuses of your Completed Forms

The screenshot shows the HotelREZ software interface. At the top, there is a navigation bar with the HotelREZ logo and the text "Welcome, Nexus Hotel Eden | Demonstration Account". Below this, there are tabs for "RFPworX: Consortia", "RFPworX: Corporate", "ShareworX", and "TargetworX". A search bar and "Allowance: 18" are also visible. The main content area is divided into two sections: "Opportunities" on the left and "Summary" on the right. The "Summary" section is currently selected, showing a table of "Available Opportunities". The table has three columns: "Name", "Last Modified", and "Due Date". The table contains four rows of data. At the bottom of the "Summary" section, there are three buttons: "Available Opportunities", "Engaged Opportunities", and "Completed Opportunities". A yellow starburst icon is pointing to the "Summary" button in the top navigation bar.

Name	Last Modified	Due Date
transient 11.1.2012	12 Dec 2011	
Danone Dairy Products	06 Oct 2011	
BASF transient 2012	12 Oct 2011	30 Sep 2011
Merles Restaurants	16 Nov 2011	12 Dec 2011

Visit the Summary menu item to see lists of :

Available Opportunities

Engaged Opportunities

(forms are completed, but you have not received a status response)

Completed Opportunities

(forms have been reviewed, final status is updated)

NOTE: As Opportunities move to "Completed", this will increase your "Allowance" number.