

Operating profits – the new mantra



Most of our clients tend to be hotel owners or hotel owner operators. In the recent past, these clients have been able to rely on the M&A market to offer opportunities to extract value.

But with such markets closed in many parts of the world, recent emphasis has turned to both ensuring that the right brand and right operator are operating the hotel and that the operator is optimising the flow through from revenue to profit.

Truly independent

One of our unique characteristics is that all of the consultants in Hotel Solutions Partnership are independent - independent of brand, operator, distribution channel, audit firm, real estate consultancy, data warehousing, etc. Now that's what I call independent.

We are well-positioned to give advice to owners on the right brand and the right operator for their hotel. We are also well positioned to advise hotel operators on how to best manage revenues and costs to optimise profits and cash flow in the short, medium and long term.

Our consultants with **hotel operator selection** expertise include:

- Ian Graham
- Ibrahim Koura
- Douglas Wignall

Our consultants with **hotel general management** expertise include:

- Chris Barlow
- Doreen Boulding
- Carl Donnelly
- Ibrahim Koura
- Duncan MacArthur

[Why not contact one of them now? \(Ctrl + click to follow link\)](#)

Author: principal Ian Graham