ORACLE

Proposales Launches Connectivity to Oracle Hospitality OPERA Cloud, Now Available on Oracle Cloud Marketplace

The new integration with Oracle Hospitality OPERA Cloud Property Management System (PMS) and Oracle Hospitality OPERA Sales and Event Management offers easy, fast and cost-effective solutions for hoteliers to respond to incoming requests for proposals (RFPs).

Stockholm, Sweden – November 11th, 2022 – Proposales, a leading RFP & proposal tool for hotels, and a member of Oracle PartnerNetwork (OPN), today announced that Proposales has established an integration with [Oracle Hospitality OPERA Cloud PMS,](#) and is now available on [Oracle Cloud Marketplace](#). Oracle Cloud Marketplace is a centralized repository of enterprise applications offered by Oracle and Oracle partners.

Hundreds of hotels and chains use Proposales to manage RFPs and send proposals. Sales teams use the cloud-based solution to quickly create and send proposals that can easily be accepted via the built-in electronic signature. Proposales is known for its interactive and web-based proposal format which simplifies the process of creating a proposal, and allows hotels to include optional upselling items directly in the proposal.

The integration between Proposales and Oracle Hospitality OPERA Cloud will enable hoteliers to access booking information and inventory from their property management system in a modern proposal format powered by Proposales. The two-way integration allows inventory data to flow between the PMS and the proposal tool, increasing efficiency and streamlining operations. For example, when sending proposals, a tentative block is created in hoteliers' Oracle Hospitality OPERA Cloud PMS; once a proposal is signed, [Oracle Hospitality OPERA Sales and Event Management](#) automatically reserves the block. Apart from saving time and helping eliminate the risk of human error, this also increases the potential to win more business by speeding up response timelines.

"Proposales' connectivity to Oracle Hospitality OPERA Cloud can enable hoteliers to respond to group or meeting, incentive, conference, and exhibition requests with a compelling proposal in just a few clicks, while also blocking inventory in their property management system automatically," said Joost Doevendans, Head of Sales, Proposales. "This creates a faster workflow for sales teams, and a more modern buying experience for the guest."

"Hoteliers can start tapping into this new integration via the self-service Oracle Cloud Marketplace; while typical PMS integrations can take months to deploy, with the Oracle Hospitality Integration Platform, hoteliers can deploy this connectivity quickly and efficiently," said Joakim Green, CEO, Proposales. "I am very happy with the guidance from Oracle. They have been very supportive along the way, and I see a big opportunity for hotels to equip their sales team with a more streamlined process using Proposales and Oracle Hospitality OPERA Cloud in an integrated way."

Oracle Cloud Marketplace is a one-stop shop for Oracle customers seeking trusted business applications offering unique business solutions, including ones that extend Oracle Cloud Applications. Oracle Cloud is an enterprise cloud that delivers massive, non-variable performance and next generation security across a comprehensive portfolio of services including SaaS, application development, application hosting, and business analytics. Customers get access to leading compute, storage, data management, security, integration, HPC, artificial intelligence (AI), and Blockchain services to augment and modernize their critical workloads. Oracle Cloud runs Oracle Autonomous Database, the industry's first and only self-driving database.

--

About Proposales

Proposales allows hotels to create, send, edit and sign off on proposals the modern way. The simple tool helps hotels boost revenue at every step of the MICE & Group sales process. By using the easy drag and drop proposal creator, sales teams can put together beautiful, engaging and editable proposals in minutes. The option to include possible add-ons opens the door to effective, hassle-free event upselling and boosted revenue. Finally, the e-signature and integrations with hotel management software ensure a seamless sales process. To learn more visit: https://proposales.com

About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) is Oracle's partner program designed to enable partners to accelerate the transition to cloud and drive superior customer business outcomes. The OPN program allows partners to engage with Oracle through track(s) aligned to how they go to market: Cloud Build for partners that provide products or services built on or integrated with Oracle Cloud; Cloud Sell for partners that resell Oracle Cloud technology; Cloud Service for partners that implement, deploy and manage Oracle Cloud Services; and License & Hardware for partners that build, service or sell Oracle software licenses or hardware products. Customers can expedite their business objectives with OPN partners who have achieved Expertise in a product family or cloud service. To learn more visit: https://www.oracle.com/partnernetwork

Trademark

Oracle, Java, and MySQL are registered trademarks of Oracle Corporation.

Proposales is a registered trademark of Proposales AB.