

## XN Hotel Systems to expand in India

The system has been installed in the Citrus Group of Hotels, the Mövenpick Hotel Resort and Spa in Bengaluru and the Ashoka Hotel in New Delhi.

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The Group has a USP in the form of a central property management system, Protel MPE. To address the growth of its client base, the company is now in the process of expanding its service network with additional staff. A service presence has also been planned for Southern India.

"In India, we have recently signed our fifth centralised, multi-property PMS contract. Each group has been moving ahead with their planned expansion," says **Greg Spicer**, Chief Executive Officer, Xn Hotel Systems.

**Sanjay Verma**, Country Sales Manager, Xn Hotel Systems India was also very excited. "We are very happy



**Sanjay Verma**  
Country Sales Manager  
Xn Hotel Systems India

to see the emergence of young, fast-growing hotel chains in India adopting Xn Hotel Systems applications. We plan to continue to grow our brand and client base by providing good service and business advantage, with solutions tailored to suit each chain's particular requirements.

## Clarks Inn to roll out new properties in Gurgaon & Haldwani

With presence in key locations like Delhi-NCR, Bengaluru, Goa and other leading centres where demand is increasing, the Clarks Inn Group of Hotels plan to reach 100 hotels in next 3 years...

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Clarks Inn Group of Hotels, which till date embodies the unique ethos of its birthplace- Varanasi, is all set to launch two more hotels in Gurgaon and Haldwani by August.

"We will have a portfolio of 45 hotels by mid 2012 and plan to reach 100 hotels in next 3 years. Recently, we had opened Clarks Inn Bareilly and Clarks Inn in East Delhi. We shall be launching two more hotels in Gurgaon and Haldwani in next three months," said S N Srivastava, Vice President, Clarks Inn Group of Hotels.

"We aim to have presence in all major parts of country. Our Managing Director Anoop Kumar is a mentor for all the team mem-

bers. His vision has become a passion for entire team. For long term growth, we actively interact with stake holders on various plans and we are continuously expanding our path in all areas of hospitality sector.

**For sustenance of business, we plan to reach out to each metro city and other cities through strong penetration in travel trade segment and look forward to appoint representatives in these cities," he added.**

In addition to the direct channels, the group has made investments in the



**S N Srivastava**  
Vice President  
Clarks Inn Group of Hotels

technology space and is keen to interact with foreign and Indian buyers at the GITB.

"Abhishek Srivastava – General Manager is heading the Sales & Marketing team of the company for entire group. Our recent technology transformation will foray into internet business with strong focus on internet mar-

keting. Online business is key areas where we are focussing on with best implementation of revenue management. GITB for us is an annual opportunity within India to showcase our products and services to a large cross section of the travel trade," said Srivastava.

"GITB focusses to reinforce India as a world-class tourism destination. We have the opportunity to interact and showcase our products and services to a large cross section of the travel trade. This Tourism Show is an outstanding promotional tool and the best possible business platform between the tourist sector. Clarks as a group holds industry's goodwill and helps us to capitalize this in our relationships with clients," he added.

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