

SSP STRATEGIC  
SOLUTION  
PARTNERS

YOUR PARTNERS  
IN PERFORMANCE

PHILADELPHIA – CHICAGO – CANCUN

## WHO WE ARE

Strategic Solution Partners (SSP) is a single source Hospitality Consulting firm comprised of top tier industry Executives who are focused on providing independent to mid-size Ownership, Franchise and Management business partners with long term revenue and performance enhancing solutions tailored to each client's specific needs.

**The brand promise is to build trust, act ethically, communicate clearly and in a timely manner.**



## OUR SOLUTION

Solutions include taskforce support and discipline assessment in revenue management, operations and sales. SSP provides consistent execution with a focus on quality, performance and customer satisfaction.

SSP's objective is to enable clients to better leverage their current assets by providing solutions that maximize the efficiency and business performance that support and strengthen your overall business goals.

## PERMANENT PLACEMENT

SSP has partnered with Searchwide, a full service executive search firm, to find exceptional talent for permanent and temporary to permanent placement. By leveraging both of our databases and networks, we are able to provide innovative solutions for your immediate Personnel requirements with a low-risk, high reward option.



## OUR CONSULTANTS

**Our Hotel Consultants Are Committed To The Creation Of A Partnership That Delivers Measureable Results In A Timely And Ethical Manner.**

The Talent Acquisition Team is responsible for recruiting top talent across all disciplines, prioritizing employee referrals, while leveraging online recruitment methods. All consultants are required to have an initial interview with the Talent Acquisition Coordinator, followed an assessment test which, when completed successfully, allows them to move to a Partner interview. Once these 3 stages have been passed, the final step is a minimum of 3 reference checks and a background check. SSP only selects individuals who have a proven record of measureable results and drive to succeed.

## CONSULTING SERVICES

SSP can assist to diagnose strengths and opportunities, provide recommendations and lead implementation in any area of the business or the hotel. An elite team with a unique skill set will help refocus property/business initiatives in the right direction to ensure clients are receiving tangible and measurable results.



### Organizational Assessment

Organization Assessments of your current business model allow SSP to identify areas of opportunity and formulate plans, focused on achieving long term profitability, sustained positioning, and organizational optimization.



### Strategic Planning

SSP possesses extensive firsthand experience working and succeeding in a variety of environments, along with vast expertise gained through evaluating numerous business scenarios. From discussing the initial concept, to identifying your target Customers, to Business Positioning & formalizing that strategy in departmental and budgetary terms.



### Revenue Management

SSP focuses on providing an objective analysis and assists in developing a detailed strategy and tactics that will achieve goals such as Hotel Openings/Flag Changes; Revenue Management optimization, Mobile Platform and Social Media implementation, as well as Website & Booking Engine enhanced performance.



### Property Assessment

Expert consultants will examine your operations performing a “deep dive” review and analysis of the Rooms, F&B, Engineering, and “Other Operating” departments. This is then formulated into a comprehensive recap of findings and recommendations to improve performance, efficiency and effectiveness.



### Due Diligence Assessment

Prior to completing the purchase of an asset, it is essential to audit the full landscape of the investment. SSP's core team of discipline experts are well versed in assisting the prospective property Owner with a pre-acquisition assessment of potential liabilities, vulnerabilities and potential upside.



### Pre Opening Critical Path Project

SSP has extensive experience in opening / converting hotels, navigating the complex pre-opening critical path process, assisting the Developer / Owner/ Manager and managing the sequence of activities integral to the successful launch of a new hotel.

## TASKFORCE SOLUTIONS

SSP provides revenue generating task force solutions for hotels focusing on management and leadership roles, assisting major Brands, Boutique, Lifestyle, Luxury & Independent hotels. Strategic Solution Partners provides high performing Interim Leadership as well as Manager level solutions to sustain your positions that may be in transition, allowing the hotel to focus on finding the right permanent candidate for the role. SSP can also support staffing needs and project management for Pre-opening, Opening, Takeover or Flag/Brand changes.



### Director of Sales & Marketing



### Director of Catering & Convention Services



### Director of Revenue Management



### Sales Manager



### Catering & Convention Services



### Revenue Manager



### General Manager



### Rooms Operations



### Food & Beverage Operations

## OUR CUSTOMERS

KIMPTON  
hotels & restaurants

MORGANS  
HOTEL  
GROUP

VICEROY  
HOTEL  
GROUP

PROVENANCE<sup>®</sup>  
HOTELS

HEI  
HOTELS & RESORTS

DESTINATION<sup>®</sup>  
HOTELS & RESORTS

INTERSTATE  
HOTELS & RESORTS

PCH Hotels  
& Resorts

SIXTY  
HOTELS

Marriott

THE  
LONDON  
WEST HOLLYWOOD  
AT BEVERLY HILLS

THE  
NEW YORK PALACE

FOUR SEASONS  
Hotels and Resorts

starwood  
Hotels and  
Resorts

SAGE  
HOSPITALITY

## TESTIMONIALS

It was apparent from the beginning that SSP was just what we needed. Their task force personnel dived in from day one uncovering leads and prospecting leads converting many of them into definite business. They were passionate, professional, accommodating, and flexible. If ever we are in this position again SSP will definitely be someone we would reach out to.

*Kristina Stableford, CRME, Area Director of Revenue, Sage Hospitality*

I would recommend SSP's task force services to anyone. They stepped right in, we did not miss a beat, and their experience was a benefit to the entire team.

*David Fusto, Director of Sales & Marketing, Interstate Hotel*

Strategic Solutions provides me a comfort level that I have not experienced with other companies I have used. I appreciate the timeliness of your response when I call you and the professionalism of your team. I look forward to a long term relationship with you and SSP, thank you!

*David Brown, VP of Sales & Revenue Management, PCH Hotels & Resorts*

We have been using strategic solutions as our primary partner for Sales and revenue task force. We have found that the Talent pool skill base is consistently high, The SSP team support the task force associate throughout the process and are quick to offer insight and feedback. The big difference I see is how SSP take the time prior to the Task Force associates arrival to understand the company, hotel strategy and goals, which allowed me to keep SSP not only aligned but also accountable to us for the ROI.

*Karl Murphy, VP of Sales & Marketing, HEI Hotels & Resorts*

### CONTACT US

strategicsolutionpartners.com  
info@strategicsolutionpartners.com  
1+610.389.6939