

Colleagues,

Well I hope you all had a great holiday season and that business was good for you. Here in the southern hemisphere things were really busy as is usual around the Christmas and New Year holidays.

As you can see from this month's article, there are always ways to maximise levels of business all year round.

Alex shares his story of his recent trip to Sao Paulo and has several insightful take-aways from it.

So what can you be doing better or more intelligently?

Are you using our free webinars? And if you are not - why not? They are a great source of information and can assist with areas which you could be trying to make your business even more profitable.

I am always after feedback, both positive & constructive. If you have something to say, email me at terry@thermeon.com

Terry
Terry Pearson, CEO

XML News

Interface now to:



**“Opportunities for city rental business”
Alex Mol, Sales South & Central America**

I was in Sao Paulo, recently, one of many cities in Brazil preparing for the FIFA World Cup in June. Sao Paulo was very busy and traffic congested due to the ongoing construction throughout the city. This caused long traffic jams and diversions and rendered GPS/Sat Nav relatively useless. I wanted to choose the best route to my meetings: taxi or car rental.

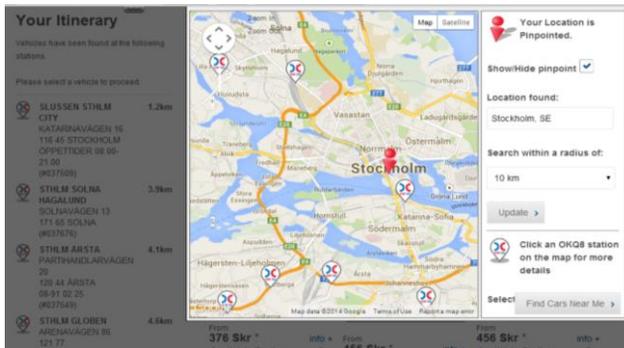
The hotel, well located in the city for the meetings, didn't have an in-house RAC supplier. So I did what most travelers do today, I used my phone and searched car rental websites in the locality. Although there were many potential suppliers, according to the websites, there were no suitable cars for the times I needed.

So I finally located a taxi! On the route to my meetings I passed a number of car rental locations, some of which I'd looked-up online and almost all of which had parking areas full of vehicles. This made me think:

- The RAC companies weren't using fleet to maximum demand - our [WebPLAN](#) helps in this specific area
- Hotels can use "Kiosk" - standalone tablet-based solution - to lock guests into a local, reliable RAC supplier
- Many RAC companies website not optimized for mobile/smart-phone devices - the ones that are will win this business
- Using integration like Google Maps helps people not familiar with cities gain confidence to locate and rent the car they want, like using [cars+](#) GeoRES.

This was one person's experience travelling in a country I'm familiar with - how many more opportunities are there lost in cities right around the world.

If you want to share ideas or discuss how you'd like to help your operation capitalize more on this sort of business you can meet us at ITB, Berlin 5-8 March, WTM Latin America 23-25 April and you can email us at vision@thermeon.com



Meet us at:



cars+ Tips & Hints Did you know... That you can group similar Source Codes together for reporting?

[Learn more](#)

New in cars+...

All Release Notices can be found at the online [cars+ Manual](#)

New Features

- [New Gate Agent Report](#)
- [Vehicles can be prevented from being on two RAs at the same time](#)
- [Enhanced the csv file output from Accrual](#)
- [Options that a renter is exempt from no longer appear as choices in F5](#)

Staff Pick

Our favourite change to cars+ this month is...



Additional Fields now possible on Res Display

[Read more](#)

Training

Find the complete list of webinars on our website: www.thermeon.com

Webinars offered each month include:

- Pointers and tips for new users
- In-depth analysis and various uses for certain reports
- Showcase of new features

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