



Founded in Avon, Colorado in 1998

## Company Fact Sheet



Resort Technology Partners (RTP) is the leading provider of integrated technology solutions for resort and recreation businesses, and used by 22 of the top 30 ski resorts in North America. RTP's solutions enable customers to increase competitive advantage, manage their operations more effectively and optimize the guest experience. Our integrated solutions include: Ticketing/POS Software, Admission & Access Control, Website Design and SEO and Distribution Services Solutions and Consulting Services.

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## Getting to Know...

### RTP's Executive Management Team

- Charlie L'Esperance, President & CEO
- Mark Roebke, CIO/Co-Founder
- Jeff DiFranco, Sr. VP of Delivery & Support/Co-founder
- Michael McDermott, Sr. VP of Sales & Marketing
- Nate Sutterer, CFO
- Scott Gustlin, VP of RTP|Interactive
- Ben Hadley, VP of Corporate Business Development

### Our Integrated Solutions:

#### • Integrated Ticketing & POS:

**RTP|ONE** - Designed for mid to large operators who require enterprise-level software sophistication, including: Ticket/POS, Retail Sales & Inventory Management, Food & Beverage, Activity Manager, as well as operations management solutions offering numerous back-end solutions for your operation.

#### • RFID Access Control (AC):

**Admission & Access control** - Powered by SKIDATA, this proven and fully integrated access control system offers real-time validation of Tickets & Passes utilizing either Barcode or RFID technology.

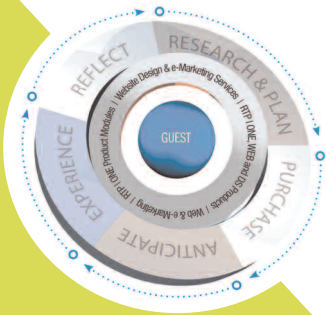
#### • Website Design & SEO:

**RTP|Interactive** - Our award-winning design team utilizes the latest Web 2.0, SEO and eMarketing solutions to create Websites that meet the needs of each client.

#### • Third-party Distribution Services (DS)

**RTP|DS** - Our patented third-party distribution services technology connects suppliers to distributors seamlessly, and easily integrates into RTP|ONE and other third-party sales systems

## Optimizing the Guest Experience.





## Markets We Serve...

- Destination Ski Resorts and Day Ski Resorts
- Destination Lodging & Hotels
- Resort Real Estate Development & Sales
- Parks & Attractions

## Fast Facts...

- 22 of the top 30 North American ski resorts use RTP software
- Eight-time winner of the HSMAI award for Website Design
- New Joint Partnership established with SKIDATA® offering fully integrated RFID access control for Ski Resorts and P&A clients
- Microsoft® Gold Certified Partner

## Guest Life Cycle Philosophy...

- Optimizing operational efficiency to reduce costs and increase competitive advantage
- Improving Guest satisfaction and efficiency with integrated products and services that Optimize the Guest Experience, both online and on location.



>>> Let us evaluate your business needs to see which RTP Solutions are right for you.

## Getting to Know...

### Our Professional Services:

- **Delivery**

An industry-standard project management process ensures that every phase of delivery goes smoothly. These phases include: Discovery, Planning, Execution, Go Live and Transition to Support. The Delivery team holds the implementation key to your success.

- **Training**

**RTP University** - We offer training to meet the needs of all of our customers with RTP University's goal of getting users and administrators comfortable with the important aspects of their system, so your business gets the most out of RTP's products.

- **Support**

**RTP Customer Support** - Customers receive top-notch service and responsive support from our dedicated team through a Self-Service Portal, email or by phone. Our Help Desk Institute® Certified Analysts ensure that you receive accurate and timely resolutions to your questions or problems.

- **Outsourced IT Services**

**RTP|TS** - Technical Services provides Information Technology and Outsourcing Services, including hardware procurement and installation, network set-up, network and maintenance

### Clients of Note

### RTP Solutions used:\*

- CityPass, ID.....Distribution Services (DS)
- SKISTAR, Sweden.....Software, Access Control
- Vail Resorts, Inc., CO.....Software, Web Services, DS
- Telluride Resort, CO.....Software, Web Services, DS
- Aspen, CO.....Software & Access Control, Web Services, DS
- Jackson Hole Resort, WY.....Software, Web Services
- Steven's Pass, WA.....Software, AC, Web Services
- Boyne Resorts, MI.....Software, Web Services
- Intrawest, Canada.....Software, Web Services, DS
- Blue Mountain, PA.....Software, DS, Web Services

\* Additional client list information available upon request.

**Optimizing the Guest Experience.**