# **Bnetwork process for group reservations**

# **PROCEDURE VALIDATION**

| Version | Corporate area         | Approved by:                           | Approval date   |
|---------|------------------------|--|-----------------|
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|         | Finance                | Beatriz Espadas/ Christine Schauermann |                 |
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|         | Business process       | Operations                             |                 |
|         |                        |  |                 |

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# **OBJECTIVE AND SCOPE**

This document describes the process of the group reservations for the travel agency Bnetwork in TMSforHotels.

# SUMMARY

- 1. Management of reservation
  - 1.1 Convention/family group
  - 1.2 Individual reservation
  - 1.3 Deposits
  - 1.4 Routing
- 2. Before breakdown
- 3. Management of the reservations "Main account"
- 4. No Show
- 5. CRO
- 6. Commission for Bnetwork
- 7. CRM
- 8. Date to close the reservations: commissions and free rooms
- 9. Contact



# 1 INFORM THE RESERVATION

In TMS we will book a convention/family group booking always creating a Booking File: (very important to be able to validate the commissions in Onyx).

Although we will explain the different types of bookings now, it is very important to highlight that all of them must have **Bnetwork as a main client**.

This information must be in: The Booking file

The event (even it does not have function room nor F&B)

The convention and/or family group

The following fields must be informed in the bookings:

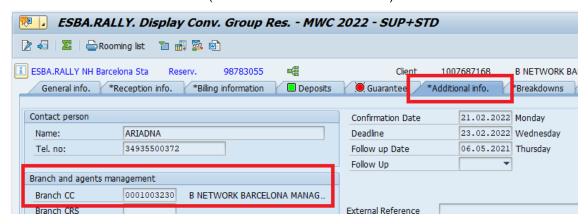
# 1.1 CONVENTION/FAMILY GROUP RESERVATION

Main Client: 1007687168 (BNETWORK BARCELONA MANAGEMENT SL)

Main Client Branch: 0001003230 (BNETWORK BARCELONA...)



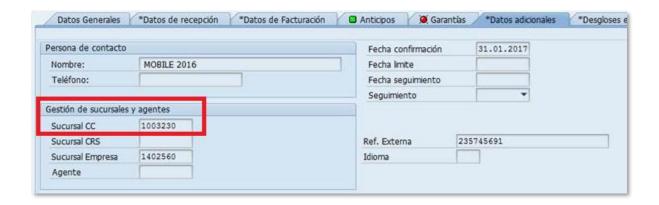
Main Client Branch: 0001003230 (BNETWORK BARCELONA...)



The Branch, although it has the right number, it is not informed properly in TMS if we don't click on "enter".

This print screen shows the Branch is not informed, the before one is informed properly.

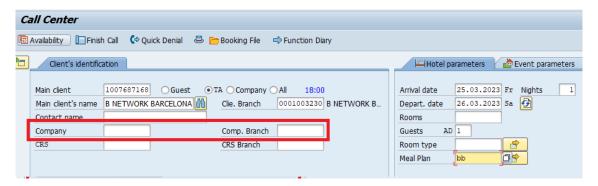




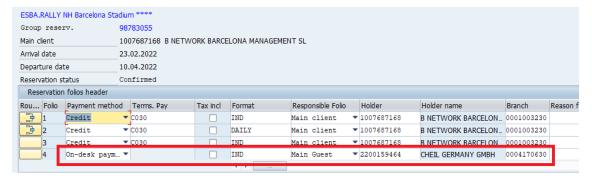
#### 1.2 INDIVIDUAL RESERVATION

Main Client: Bnetwork. If we have the company data we can inform in TMS to save time in the check out.

<u>Full Prepayment</u> – Room, breakfast and city tax (If it applies) of all stay paid in advance.
 Billing information received before.



If we need to inform the company name on the invoice, please add the Customer ID in all folios adding the owner of the folios "Main Guest".



Rate: rate approves by revenue for the congress.

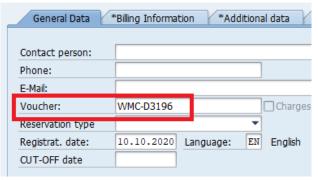








<u>VERY IMPORTANT:</u> in the field "voucher" of every individual reservation, we will write a reference related to the congress and the booking number informed by the travel agency when they send the "rooming list".



Keep in mind, anytime you modify anything in the convention/family group in TMS; when TMS asks about to apply this change to the breakdown, if we click on "YES", a part of other changes, TMS will overwrite this voucher number by the informed in the Group Reservation.

#### 1.3 DEPOSITS RECEIVED FROM BNETWORK

The signed contract with the intermediate company informs, the invoice must not have informed the agency name, Bnetwork (except the invoice with the deposit(s), which will be cancelled at the end of the congress). But Bnetwork must be informed as a main client.

In TMSforHotels, for the reservations of this travel agency, we will be able to inform in the breakdown, a part of the deposit billed to Bnetwork with the payment method "transfer" in the check-out process.

- ✓ We will inform the deposit with a "prepayment with invoice". We will apply the payment method "transfer" to Bnetwork (this is the only time we bill to Bnetwork, because we will cancel this invoice at the end of the congress).
- ✓ The check-out day, we will apply the right amount to every individual reservation with payment method "transfer".
- ✓ Inform this amount in the remarks of the breakdowns.
- ✓ Add a "Notice for reception" with the amount to be applied.\*\*
- ✓ We will balance the invoices with the Payment method "transfer" in the Excel, already sent by administration (Beatriz Espadas in BUSE)
- ✓ We will cancel the original prepayment with VAT billed to Bnetwork.

\*\*During check out process, we will see this a pop up, already informed in the reservation, with the amount to be billed with payment method "transfer".

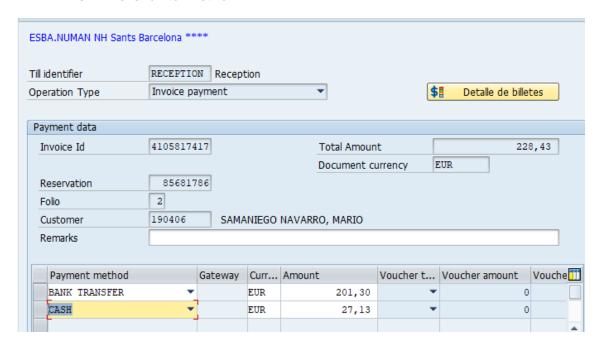


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- We will inform the two Payment Methods, if the customer has any extra.
- The part billed by Bnetwork will be informed firstly, the second one, extras and/or any night pending to bill which Bnetwork doesn't pay.
- We will never bill to Bnetwork.

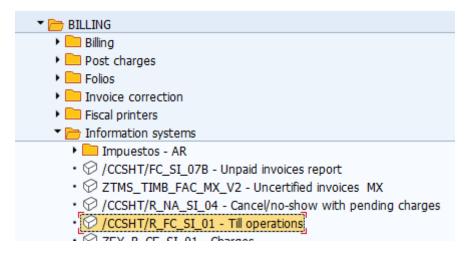


<u>Recommendation!!!</u> As Bnetwork is informed as a main client, room and breakfast charges will be applied in folio 2 automatically. .

- Route the city tax to 2.
- Bill the extras in folio 1.
- o Folio 2 will be billed a Payment method "transfer" (never bill to Bnetwork)

If the customer wants all the charges in the same folio we won't be able to apply this tip.

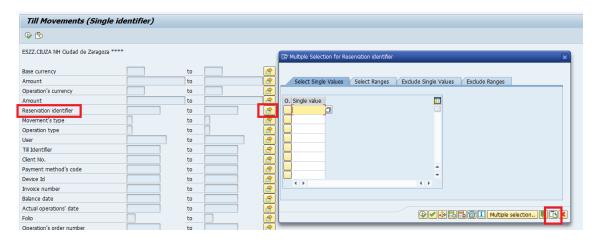
To balance the total billing, go to Billing folder -- > Information Systems → Till Movements



- ✓ We will click on the yellow arrow "multiple selection", in the field "Reservation identifier "
- ✓ Previously, copy the booking numbers of the breakdowns. (You can do it from the Excel sent to the Administration Department, because you have already informed this information))
- ✓ Paste the booking number with the option "clipboard".

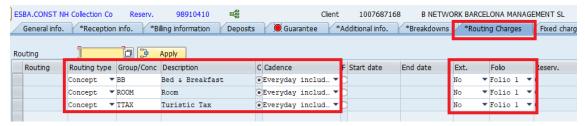


Remember to add the booking number of convention group. Thanks to that, you will be able to balance the initial prepayment and their cancellation at the end of the congress..



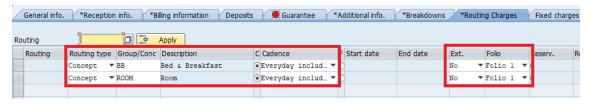
# 1.4 ROUTING

By default, the convention group has informed this routing. If we route to the header of the convention group, we will change and inform as this image.



In the individual reservation will route the charges as this way:

- Concept: ROOM y BB
- Cadence: Every day excepts departure day
- Folio: folio 1
- Reminder, don't move the charges before revenue date



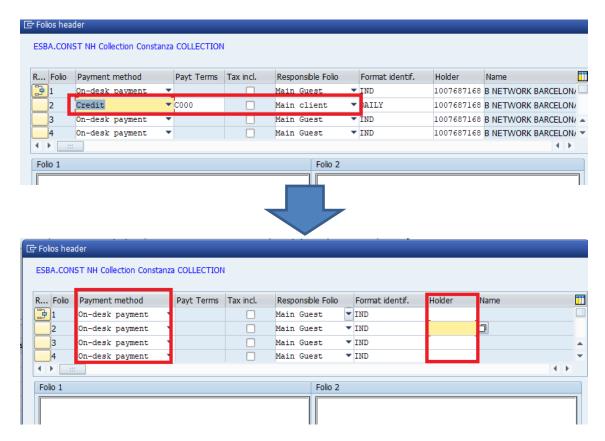
# **2 BEFORE BREAKDOWN**

We recommend modify the header of the convention group, to avoid billing invoice with credit as Payment Method for Bnetwork, and avoid the individual reservations don't pay in the check-out moment.

Please modify "Payment method" from "Credit" to "On-desk payment" and the holder of the folios.

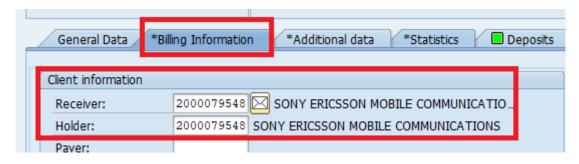
We will do it before breakdown and inform the "rooming list" in the convention group.





Once customer gives us the data for the invoice, we will add it in the tab "Billing Information" tab and we will inform in the field receiver and holder, the company name.

We recommend to request this information in the check-in moment to easy the check-out process. You can manage this task in the folios but we suggest to do it from here.



# 3 MANAGEMENT OF THE RESEVATIONS "MAIN ACCOUNT"

Main Client: 1007687168 (BNETWORK BARCELONA MANAGEMENT SL)
Main Client Branch: 0001003230 (BNETWORK BARCELONA...)

 Master Account: Everything prepaid in the rooming (PAYER: BNETWORK/ RECEIVER AND HOLDER WHICH WILL BILL THE INVOICE)

Full credit... Extensions (more nights) are paid by the company No credit..... Extensions (more nights) are paid by the customer



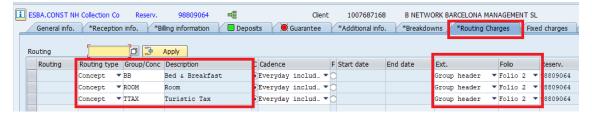




Always ask to Bnetwork by email. Please review the document sent by Bnetwork about this topic.

- <u>Guarantee Bnetwork (on request)</u> we don't receive any deposit and everything is paid directly. (Payer must be empty because it is paid directly)
- <u>Standard payment</u> company pre-pay 3 nights or the nights defined by Bnetwork and every customer the rest of the stay.
  - If there is a partial no show, the total stay will be billed to the customer.
  - Without information of the billing data.
  - The invoice will be given to the customer in the check out. Bnetwork doesn't receive any invoice

When we do the breakdown in TMS will select "routing header YES".



The organization requests four invoices, please keep in mind and add in the four folios the company informed by the organization, never Bnetwork.

The 4 folios of every Reservation can be used:

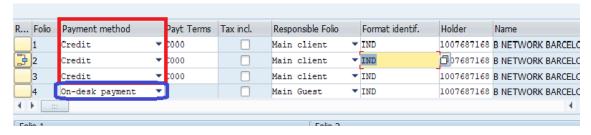
- Folio 1 Local Tax, if it applies
- Folio 2 Room and breakfast
- Folio 3 No shows & remaining
- Folio 4 Deposits

We will invoice the group header (master) for the total of the group. It is very important to take into account if it is a Main Account with or without credit and if it is "guarantee Bnetwork". The group invoice has to be with the assigned charges (not with one room per line).

Here is an example of an Ericsson Main Account through MCI Events.

All the folios with the name of Bnetwork and to credit except the last one, where the prepayment is, to immediate payment because we will bill it to transfer.

Remember, as we mentioned on page 5, that the folios must be in direct payment before breaking down the rooming list and we will change them to credit at this moment.



In payer, we will inform Bnetwork so that it lets us to bill the invoice to credit.

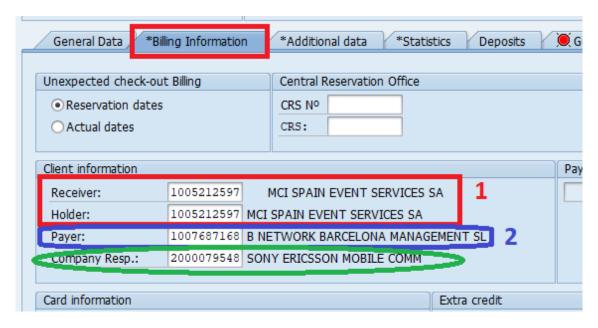
We must inform the company in the receiver and holder fields if we want the invoice to appear in its name. In this example it is MCI who must appear on the invoice.

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We do this task from the "Billing Information" tab.



- 1) Thanks to this action, the data appears in the folios properly.
- 2) To be able to issue the credit invoice.
- 3) It is necessary to inform the company so that the production of this company is reflected in the hotel.

In this case we will register the deposit that Bnetwork as payment method "transfer" at the end of the congress.

#### 4 NO SHOW

EXCEPTIONALLY, we will check-in for no-shows. BNETWORK indicates us that we must keep the reservation the days that are prepaid with the deposit, that is to say, the three nights of minimum stay that begin to count the day of arrival. The rest of the nights are not covered by BNETWORK and in case of arrival the client will have to pay you directly at the departure (please advise at the Check-in).

(\*) In case we forgive nights, please notify BNETWORK, in principle nothing should be forgiven.

To avoid possible cancellation of charges it is recommended to change the reservation from 2 to 1 pax before check-in of the "no show". Confirm with the organization's document.

Remember that a no show check-in will generate a tourist tax.

In the case of individual reservations, if the client does not come any of the days, we will issue the invoice to the data provided by Bnetwork when you sent us the rooming. In case we do not have them, we will issue the invoice to DIRECT GUEST.

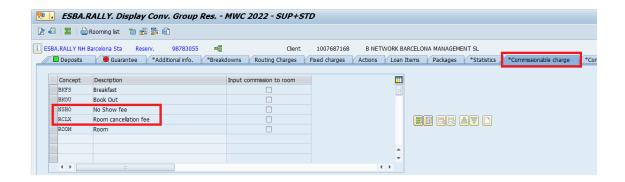
If we do not check-in. Check that the commission will be provisioned if we generate no show or cancellation fees.

Before making any charge, check in the "commissionable charges" tab that these concepts are informed.

TMS\_Bnetwork Process

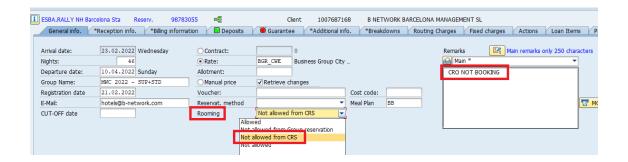
Business Processes - Operations





#### 5 CRO

To avoid CRO does any breakdown of these groups by mistake. We can write in conference group remarks, CRO - NOT BOOKING, and select in the tab "Rooming": Not allowed from CRS.

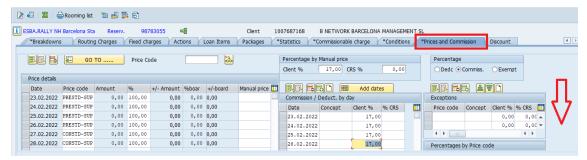


# **6 COMMISSION FOR B NETWORK**

TMS will accrue the commission for Bnetwork. Please inform a % of commission. Depending on the congress, the percentage of commission could change. When you receive the contract you will get this information.

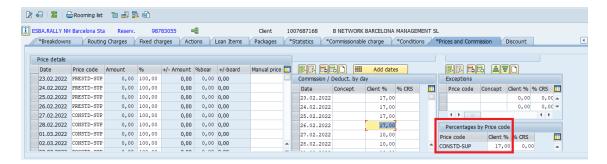
#### In the reservations

Inform the commission in the convention/family reservations and check it is applied properly in the price codes.

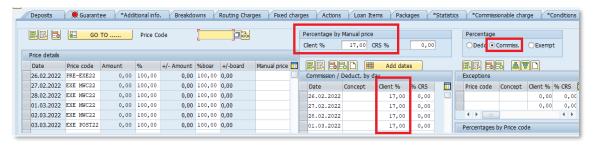


Keep in mind, scrolling down to be sure the percentage of commission is applied all days and in all price codes.



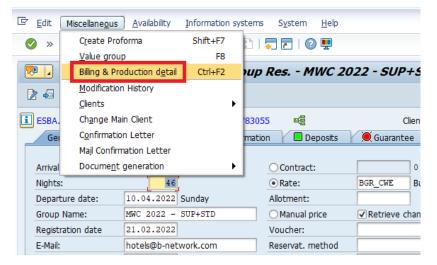


We can inform the commission in "commission/deduct by day" option, in the price and commissions tab too.

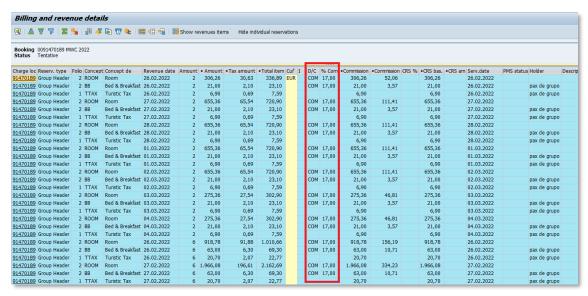


Once the commission is applied, please check it is applied properly in:

"Miscellaneous" → Billing & Production detail.



TMS must show the next information:



If we realize the commission column doesn't have any information, please check the commissionable charges, and be sure the concepts ROOM y BKFS are informed.

We can use this option to check the commission is applied in the individual reservations.

In order commissions are properly charged in Onyx:

- 1) All convention or family groups must have a booking file number.
- 2) Try not move charges to Day Guest Billing or repeatedly, move charges.
- 3) Do not change the main client of the reservations.

#### 7 CRM

To create new companies or update some information we must open a jira:

- <u>Category</u> CDM (Customer Data Management) → Party Management → Creation or modification
- Subject: name of the congress
- <u>Participants:</u> add as a participant MAGDALENA DEL VALLE LOSADA GOMEZ <u>mv.losada@nh-hotels.com</u> to prioritize these tickets jiras.

# 8 DATE TO CLOSE THE CONGRESS: COMMISSIONS AND FREE ROOMS

The commissions will be paid by Onyx, when Bnetwork claims them and they are uploaded in our monitor TMS-Onyx.

We will send all the documentation sent to us by B Network (balance letter, commissions invoice, gratuities invoice) To the attention of <u>Financial contact of the BU</u> copying Beatriz Espadas -- b.espadas@nh-hotels.com for BUSE.

As in previous years, we will ask Accenture that the prepayments that are related to the congress do not request information, but in order to be able to balance it later, you must fill the Excel with the prepayments and the booking numbers to send it to Beatriz Espadas <a href="mailto:b.espadas@nh-hotels.com">b.espadas@nh-hotels.com</a> for BUSE hotels.



Regarding the Administration part, in order to be able to do the balancing you need:

- The "balance letter" of Bnetwork together with the invoice of commission and gratuities.
- <u>List of invoices issued to transfer and list of invoices to credit.</u> Remember that you have to use the commercial client and payer so that everything is registered in the Bnetwork account and not having to be opening credits.
- Reservation numbers of breakdowns and convention group(s)

#### Gratuities:

GRATUITIES are not paid by Onyx, but they are treated as a pre-ordered vendor invoice. To do so, you will need to provide the amount of the gratuities taxable base to your hotel's General Services manager so that he/she can place the corresponding order in SAP MM:

- ✓ Vendor: 4149 B NETWORK BARCELONA MANAGEMENT SL
- ✓ Material:

BUSE 05015364 FREE ROOM NIGHTS REINBURSEMENT/ REEMBOLSO
BUNE 05015364 FREE ROOM NIGHTS REINBURSEMENT/

Inform amount 1 and total amount.

The invoice must be sent to CSC with the PO number to be saved and paid.

#### 09 CONTACTS

If you have any question before, during or after the congress, please contact to:

✓ Commercial department
 ✓ Business Process
 ✓ Carmen Román (Account owner)
 NHService Desk (Portal Jira)

Commercial Services (CDM)

Finance Department

NHService Desk (Portal Jira)

Beatriz Espadas BUSE,

Christine Schauermann BUNE
Controller Aroa Migallon BUSE

Controller Aroa Migalion 6036

Tax Department Carmen Hierro BUSE
Paul Spee BUNE

