



nh
HOTELS


NH COLLECTION

nhow

Hesperia
RESORTS

Revenue by Offers report

IT FRONT OFFICE APPLICATIONS

09.04.2018

Revenue by Offers

Through this new report it will be possible to analyze the revenue acquired due to the Offers associated to the reservations.

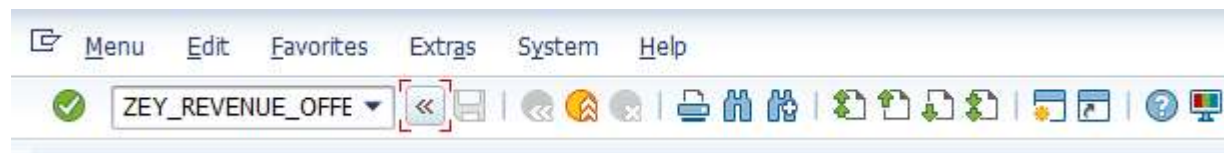
It will include, among others, information about lead time, quantity of reservations created, features of the Offer, and the analysis of the production per arrival date, stayover date, departure date and/or registration date of the reservation.

It can be used to display info about an unique or multiple hotels as well.

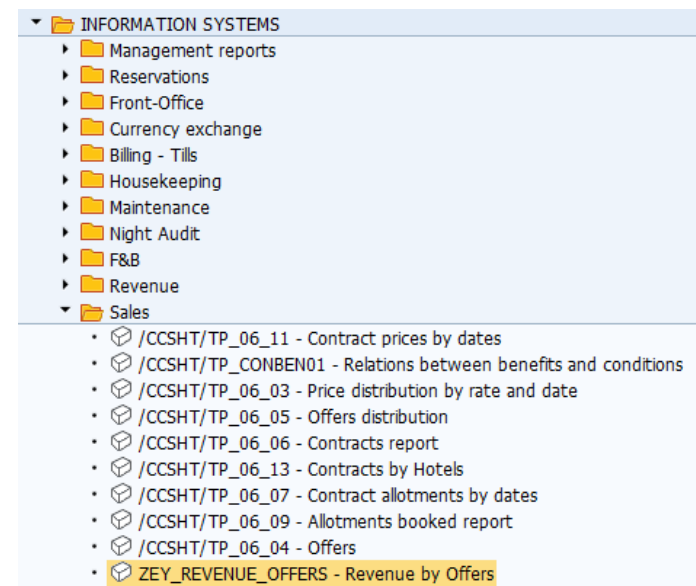
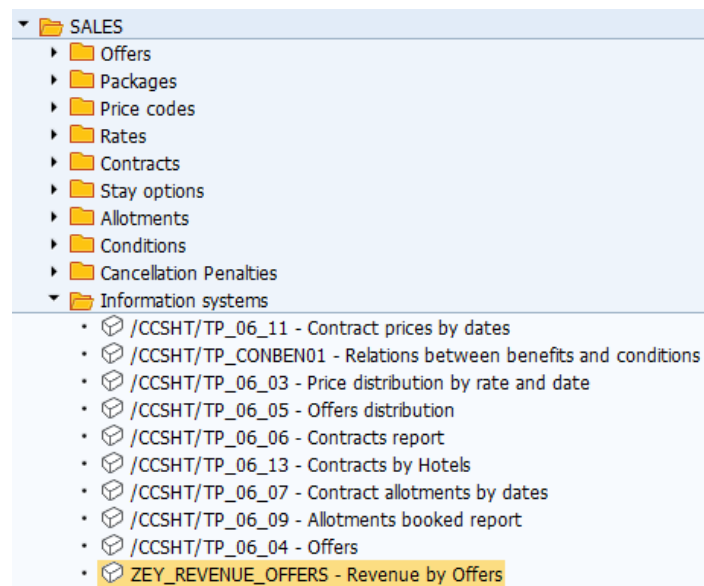
TMS

Transaction: ZEY_REVENUE_OFFERS

- It can be executed directly in the Command Field:



- Also, it has been included in the menu of TMS:



Searching Criteria

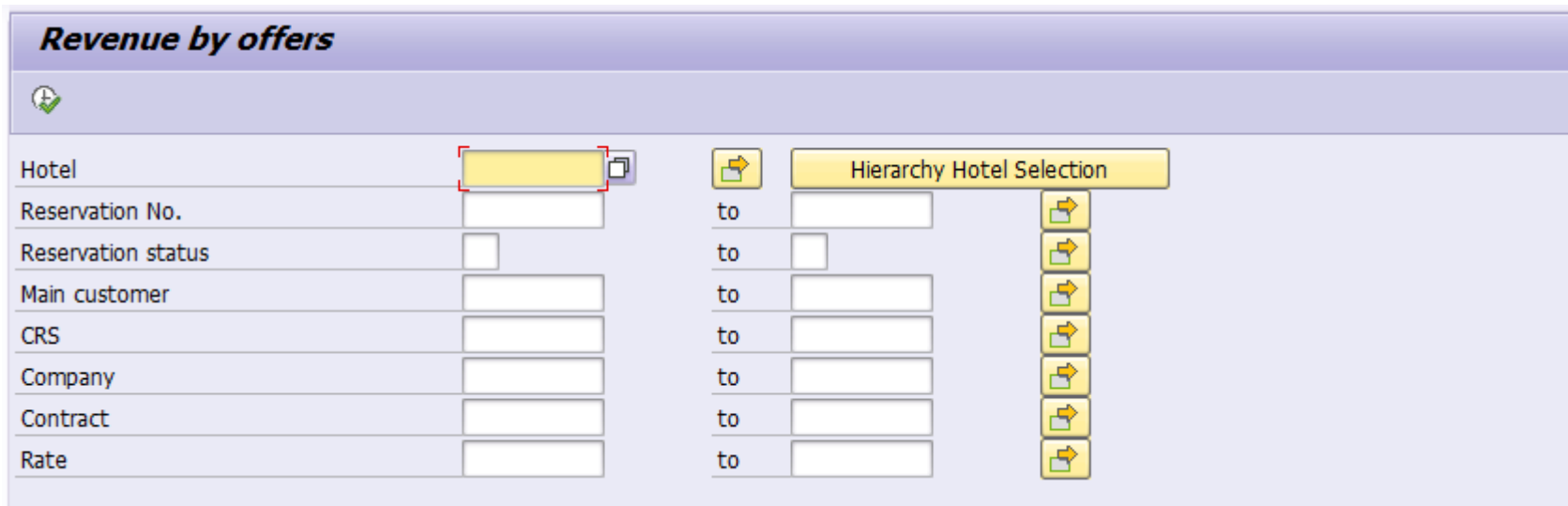
GENERAL PARAMETERS:

Hotel id is mandatory, also it is possible to select various hotels through multiple selection button; hierarchy selection is available as well.

It can be used the character * in order to facilitate the searching, for example, being used:

ES* This allows to search in those hotels which code start per ES (all hotels in Spain)

Other mandatory field: reservation id or any date field (slide 8)



Revenue by offers	
Hotel	<input type="text"/>
Reservation No.	<input type="text"/>
Reservation status	<input type="text"/>
Main customer	<input type="text"/>
CRS	<input type="text"/>
Company	<input type="text"/>
Contract	<input type="text"/>
Rate	<input type="text"/>

Hierarchy Hotel Selection	
to	<input type="text"/>
to	<input type="text"/>
to	<input type="text"/>
to	<input type="text"/>
to	<input type="text"/>
to	<input type="text"/>
to	<input type="text"/>

OFFER PARAMETERS:

It can be informed Offer id and/or promotion type (percentage discount, fixed charges, etc...)

Multiple selection is available.

Offer parameters			
Offer	<input type="text"/>	to	<input type="text"/>
Promotion type	<input type="text"/>	to	<input type="text"/>






REVENUE PARAMETERS:

Possibility to calculate gross revenue, financial or net








Revenue parameters	
<input checked="" type="checkbox"/> Calculate revenue	
<input checked="" type="radio"/> Gross revenue	<input type="radio"/> Financial revenue
<input type="radio"/> Net revenue	
Currency	<input type="text"/>

DATE APPLICATIONS:

Reservation id or any date field is mandatory.

Dates application				
Revenue date	<input type="text"/>	to	<input type="text"/>	
Reser. registration date	<input type="text"/>	to	<input type="text"/>	
Arrival date	<input type="text"/>	to	<input type="text"/>	
Stay-over date	<input type="text"/>	to	<input type="text"/>	
Departure date	<input type="text"/>	to	<input type="text"/>	

STATISTICS:

Statistics				
Market segment	<input type="text"/>	to	<input type="text"/>	
Market subsegment	<input type="text"/>	to	<input type="text"/>	
Source of business	<input type="text"/>	to	<input type="text"/>	
Country	<input type="text"/>	to	<input type="text"/>	
Channel	<input type="text"/>	to	<input type="text"/>	
Subchannel	<input type="text"/>	to	<input type="text"/>	
Reason for travelling	<input type="text"/>	to	<input type="text"/>	

Results

- Here you will find all the available columns
- As any other TMS report, an user layouts can be created, also can be exported in other formats

The key fields for the results are:

Hotel, service production date, reservation nº and Offer id.

In case of 2 or more offers in the same reservation, this will be informed accordingly

Hotel	Service production date	Reservation No.	Offer	Offer Description	Offer 2	Offer 2 Description	3 or more offers
ESMD.EUROB	01.04.2018	<u>38911149</u>	EASTER	EASTER			<input type="checkbox"/>
		<u>38911150</u>	SPRING GET	SPRING GET			<input type="checkbox"/>
		<u>38911167</u>	PR2	PR2			<input type="checkbox"/>
		<u>38911172</u>	REG	REG	XEURXREG	XEURXREG	<input type="checkbox"/>
		<u>38923034</u>	REG	REG	XEURXREG	XEURXREG	<input type="checkbox"/>
	02.04.2018	<u>38911149</u>	EASTER	EASTER			<input type="checkbox"/>
		<u>38911150</u>	SPRING GET	SPRING GET			<input type="checkbox"/>
		<u>38911167</u>	PR2	PR2			<input type="checkbox"/>
		<u>38911172</u>	REG	REG	XEURXREG	XEURXREG	<input type="checkbox"/>
		<u>38923034</u>	REG	REG	XEURXREG	XEURXREG	<input type="checkbox"/>
ESMD.EUR...							
	03.04.2018	<u>38911149</u>	EASTER	EASTER			<input type="checkbox"/>
		<u>38911167</u>	PR2	PR2			<input type="checkbox"/>

Revenue are displayed without and with offer applied

Without offer:

Hotel	Service production date	Reservation No.	Offer	Σ Room Rev. w/o offer	Σ MP Rev. w/o offer	Σ F&B Rev. w/o offer	Σ Extras Rev. w/o offer	Σ Total Rev. w/o offer
ESMD.EUROB	01.04.2018	38911149	EASTER	150,00	10,20	0,00	0,00	160,20
		38911150	SPRING GET	150,00	10,20	0,00	0,00	160,20
		38911167	PR2	130,00	10,20	0,00	0,00	140,20
		38911172	REG	150,00	0,00	0,00	0,00	150,00
		38923034	REG	150,00	0,00	2,00	0,00	152,00
	01.04.2018			730,00	30,60	2,00	0,00	762,60
	02.04.2018	38911149	EASTER	150,00	10,20	0,00	0,00	160,20
		38911150	SPRING GET	150,00	10,20	0,00	0,00	160,20
		38911167	PR2	130,00	10,20	0,00	0,00	140,20
		38911172	REG	150,00	0,00	0,00	0,00	150,00
		38923034	REG	150,00	0,00	2,00	0,00	152,00
	02.04.2018			730,00	30,60	2,00	0,00	762,60
ESMD.EUR...	03.04.2018	38911149	EASTER	150,00	10,20	0,00	0,00	160,20
		38911167	PR2	130,00	10,20	0,00	0,00	140,20
	03.04.2018			280,00	20,40	0,00	0,00	300,40
				1.740,00	81,60	4,00	0,00	1.825,60
				1.740,00	81,60	4,00	0,00	1.825,60

Revenue are displayed without and with offer applied

With offer applied:

Hotel	Service production date	Reservation No.	Offer	Σ Room Rev. w/ offer	Σ MP Rev. w/ offer	Σ F&B Rev. w/ offer	Σ Extras Rev. w/ offer	Σ Total Rev. with offer	Currency
ESMD.EUROB	01.04.2018	38911149	EASTER	100,01	6,80	0,00	0,00	106,81	EUR
		38911150	SPRING GET	127,50	8,67	0,00	0,00	136,17	EUR
		38911167	PR2	130,00	10,20	0,00	0,00	140,20	EUR
		38911172	REG	150,00	0,00	0,00	0,00	150,00	EUR
		38923034	REG	150,00	0,00	2,00	0,00	152,00	EUR
	01.04.2018			657,51	25,67	2,00	0,00	685,18	
	02.04.2018	38911149	EASTER	100,01	6,80	0,00	0,00	106,81	EUR
		38911150	SPRING GET	127,50	8,67	0,00	0,00	136,17	EUR
		38911167	PR2	130,00	10,20	0,00	0,00	140,20	EUR
		38911172	REG	150,00	0,00	0,00	0,00	150,00	EUR
		38923034	REG	150,00	0,00	2,00	0,00	152,00	EUR
ESMD.EUR...	02.04.2018			657,51	25,67	2,00	0,00	685,18	
	03.04.2018	38911149	EASTER	100,01	6,80	0,00	0,00	106,81	EUR
		38911167	PR2	130,00	10,20	0,00	0,00	140,20	EUR
	03.04.2018			230,01	17,00	0,00	0,00	247,01	
				1.545,03	68,34	4,00	0,00	1.617,37	
				1.545,03	68,34	4,00	0,00	1.617,37	

Arrival and departure date, lead time, meal plan id (reserved), meal plan upgrade, etc..

Hotel	Service production date	Reservation No.	Offer	Arrival date	Departure date	Lead Time	Meal plan id	Meal plan upg.	Board update reason	External Reference
ESMD.EUROB	01.04.2018	38911149	EASTER	01.04.2018	04.04.2018	68	BB			
		38911150	SPRING GET	01.04.2018	03.04.2018	68	BB			
		38911167	PR2	01.04.2018	04.04.2018	68	BB			
		38911172	REG	01.04.2018	03.04.2018	99	RO	BB		
		38923034	REG	01.04.2018	03.04.2018	39	RO	BB		
	01.04.2018									
	02.04.2018	38911149	EASTER	01.04.2018	04.04.2018	68	BB			
		38911150	SPRING GET	01.04.2018	03.04.2018	68	BB			
		38911167	PR2	01.04.2018	04.04.2018	68	BB			
		38911172	REG	01.04.2018	03.04.2018	99	RO	BB		
		38923034	REG	01.04.2018	03.04.2018	39	RO	BB		
	02.04.2018									
	03.04.2018	38911149	EASTER	01.04.2018	04.04.2018	68	BB			
		38911167	PR2	01.04.2018	04.04.2018	68	BB			
	03.04.2018									
ESMD.EUR...										

Info related to the main customer, contract, rate, allotment, cancellation code, guarantee

Hotel	Service production date	Reservation No.	Offer	Main Customer	Main Customer Description	Contract identifier	Rate	Allocation Id	Cancellation Code	Guarantee Id
ESMD.EUROB	01.04.2018	38911149	EASTER	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911150	SPRING GET	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911167	PR2	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911172	REG	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38923034	REG	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
	01.04.2018									
	02.04.2018	38911149	EASTER	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911150	SPRING GET	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911167	PR2	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911172	REG	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38923034	REG	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
	02.04.2018									
	03.04.2018	38911149	EASTER	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
		38911167	PR2	0000001000	GUEST, DIRECT	PUBLIC	BAR_LATEAR			12.18HFREE
	03.04.2018									
ESMD.EUR...										

Statistics data

Hotel	Service production date	Reservation No.	Offer	Source of business	Channel identifier	Market Segment identifier	Market subsegment identifier	Reason for travelling
ESMD.EUROB	01.04.2018	38911149	EASTER	BUI	HOTEL	TNCD	PCO1	BUI
		38911150	SPRING GET	BUI	HOTEL	TNCD	PCO1	BUI
		38911167	PR2	BUI	HOTEL	TNCD	PCO1	BUI
		38911172	REG	BUI	HOTEL	CREW	EXEC	BUI
		38923034	REG	BUI	HOTEL	TNCD	PCO1	BUI
	01.04.2018							
	02.04.2018	38911149	EASTER	BUI	HOTEL	TNCD	PCO1	BUI
		38911150	SPRING GET	BUI	HOTEL	TNCD	PCO1	BUI
		38911167	PR2	BUI	HOTEL	TNCD	PCO1	BUI
		38911172	REG	BUI	HOTEL	CREW	EXEC	BUI
		38923034	REG	BUI	HOTEL	TNCD	PCO1	BUI
	02.04.2018							
	03.04.2018	38911149	EASTER	BUI	HOTEL	TNCD	PCO1	BUI
		38911167	PR2	BUI	HOTEL	TNCD	PCO1	BUI
	03.04.2018							
ESMD.EUR...								

General info of the reservation (A)

Hotel	Service produ...	Reservation No.	Offer	Reservation status	Previous Reservation Stat...	Cancellation date	Cancellation Reason ...	Room type	Updated Room type identifier	Room update reason
ESMD.EUROB	01.04.2018	38911149	EASTER	Confirmed				SUPDBL		
		38911150	SPRING GET	Confirmed				SUPDBL		
		38911167	PR2	Confirmed				SUPDBL		
		38911172	REG	Confirmed				SUPDBL		
		38923034	REG	Confirmed				SUPDBL		
	01.04.2018									
	02.04.2018	38911149	EASTER	Confirmed				SUPDBL		
		38911150	SPRING GET	Confirmed				SUPDBL		
		38911167	PR2	Confirmed				SUPDBL		
		38911172	REG	Confirmed				SUPDBL		
		38923034	REG	Confirmed				SUPDBL		
	02.04.2018									
	03.04.2018	38911149	EASTER	Confirmed				SUPDBL		
		38911167	PR2	Confirmed				SUPDBL		
	03.04.2018									
ESMD.EUR...										

General info of the reservation (B)

Hotel	Service produ.	Reservation No.	Offer	Reservation type (gr.)	Reservation group ID	Date of reser. registration	Voucher	Check-out date	Check-in date	Branch of main c.	Branch of main c. Name	Creation date	
ESND.EUROB	01.04.2018	38911149	EASTER			23.01.2018						23.01.2018	
		38911150	SPRING GET			23.01.2018						23.01.2018	
		38911167	PR2			23.01.2018						23.01.2018	
		38911172	REG			23.12.2017						23.01.2018	
		38923034	REG			21.02.2018						21.02.2018	
	01.04.2018												
	02.04.2018	38911149	EASTER			23.01.2018							23.01.2018
		38911150	SPRING GET			23.01.2018							23.01.2018
		38911167	PR2			23.01.2018							23.01.2018
		38911172	REG			23.12.2017							23.01.2018
		38923034	REG			21.02.2018							21.02.2018
	02.04.2018												
03.04.2018	38911149	EASTER			23.01.2018							23.01.2018	
	38911167	PR2			23.01.2018							23.01.2018	
03.04.2018													
ESND.EUR													

General info of the reservation (C)

Hotel	Service produ...	Reservation No.	Offer	Company	CRS	CRS Name	Branch of CRS	Branch of CRS Name	Confirmation Date
ESMD.EUROB	01.04.2018	38911149	EASTER						
		38911150	SPRING GET						
		38911167	PR2						
		38911172	REG						
		38923034	REG						
	01.04.2018								
	02.04.2018	38911149	EASTER						
		38911150	SPRING GET						
		38911167	PR2						
		38911172	REG						
		38923034	REG						
	02.04.2018								
	03.04.2018	38911149	EASTER						
		38911167	PR2						
	03.04.2018								
ESMD.EUR...									

Offer features

Hotel	Service produ	Reservation No.	Offer	Start/Parallel	Term	Promotion type	Backlog	Discount term	Application date from	Application date until	Arrival date from	Arrival date until
ESMD.EUROB	01.04.2018	38911149	EASTER	Parallel	Days	Percentage Discount	Percentage Discount	Total for stay	01.01.2018	31.12.2018		
		38911150	SPRING GET	Parallel	Room type	Percentage Discount	Percentage Discount	Total for stay	01.01.2018	31.12.2018		
		38911167	PR2	Parallel	Days	Fixed charges at special price	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
		38911172	REG	Parallel	Days	Meal plan upgrade	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
		38923034	REG	Parallel	Days	Meal plan upgrade	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
	01.04.2018											
	02.04.2018	38911149	EASTER	Parallel	Days	Percentage Discount	Percentage Discount	Total for stay	01.01.2018	31.12.2018		
		38911150	SPRING GET	Parallel	Room type	Percentage Discount	Percentage Discount	Total for stay	01.01.2018	31.12.2018		
		38911167	PR2	Parallel	Days	Fixed charges at special price	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
		38911172	REG	Parallel	Days	Meal plan upgrade	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
		38923034	REG	Parallel	Days	Meal plan upgrade	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
	02.04.2018											
	03.04.2018	38911149	EASTER	Parallel	Days	Percentage Discount	Percentage Discount	Total for stay	01.01.2018	31.12.2018		
		38911167	PR2	Parallel	Days	Fixed charges at special price	Fixed charges at special price	Total for stay	01.01.2018	31.12.2018		
	03.04.2018											
ESMD.EUR												

Hotel	Service produ...	Reservation No.	Offer	Depart. date from	Depart. date until	Stay over date from	Stay over date until	Minimum days	Maximum days	Days of the week for arrival	Days of week for departure
ESMD.EUROB	01.04.2018	38911149	EASTER					3	3		
		38911150	SPRING GET			23.01.2018	31.12.2018	0	0		
		38911167	PR2			23.01.2018	31.12.2018	0	0		
		38911172	REG			23.01.2018	31.12.2018	0	0		
		38923034	REG			23.01.2018	31.12.2018	0	0		
	01.04.2018										
	02.04.2018	38911149	EASTER					3	3		
		38911150	SPRING GET			23.01.2018	31.12.2018	0	0		
		38911167	PR2			23.01.2018	31.12.2018	0	0		
		38911172	REG			23.01.2018	31.12.2018	0	0		
		38923034	REG			23.01.2018	31.12.2018	0	0		
	02.04.2018										
	03.04.2018	38911149	EASTER					3	3		
		38911167	PR2			23.01.2018	31.12.2018	0	0		
	03.04.2018										
ESMD.EUR...											

In case of a second Offer applied, the features are displayed as well

Hotel	Service produ	Reservation No.	Offer	Series/Parallel 2	Term 2	Promotion type 2	Backlog 2	Discount term 2	Application date from 2	Application date until 2	Arrival date from 2	Arrival date until 2	
ESMD.EURO6	01.04.2018	38011149	EASTER										
		38011150	SPRING GET										
		38011167	PR2										
		38011172	REG	Parallel	Days	Fixed charges at special price	Backlog	Fixed charges at special price	01.01.2018	31.12.2018			
		38023034	REG	Parallel	Days	Fixed charges at special price	Backlog	Fixed charges at special price	01.01.2018	31.12.2018			
	01.04.2018												
	02.04.2018	38011149	EASTER										
		38011150	SPRING GET										
		38011167	PR2										
		38011172	REG	Parallel	Days	Fixed charges at special price	Backlog	Fixed charges at special price	01.01.2018	31.12.2018			
		38023034	REG	Parallel	Days	Fixed charges at special price	Backlog	Fixed charges at special price	01.01.2018	31.12.2018			
	02.04.2018												
	03.04.2018	38011149	EASTER										
		38011167	PR2										
	03.04.2018												
ESMD.EUR.													

Hotel	Service produ	Reservation No.	Offer	Depart. date from 2	Depart. date until 2	Stay over date from 2	Stay over date until 2	Minimum days 2	Maximum days 2	Days of the week for arrival 2	Days of the week for dep
ESMD.EURO6	01.04.2018	38011149	EASTER					0	0		
		38011150	SPRING GET					0	0		
		38011167	PR2					0	0		
		38011172	REG		23.01.2018	31.12.2018		0	0		
		38023034	REG		23.01.2018	31.12.2018		0	0		
	01.04.2018										
	02.04.2018	38011149	EASTER					0	0		
		38011150	SPRING GET					0	0		
		38011167	PR2					0	0		
		38011172	REG		23.01.2018	31.12.2018		0	0		
		38023034	REG		23.01.2018	31.12.2018		0	0		
	02.04.2018										
	03.04.2018	38011149	EASTER					0	0		
		38011167	PR2					0	0		
	03.04.2018										
ESMD.EUR.											

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