



**nh** | HOTEL GROUP PART OF **MINOR**  
HOTELS



STAY OPTIONS PRICE SELECTION

COMMERCIAL STRATEGY & PRICING  
UPSELLING

# Upselling Stay options price selection: Breakfast

## BREAKFAST

- 1) Select the stay option.
- 2) Click on the red button.

**ESBA.PODIU. Individual Res. - BENCHERKI, SAID**

Stay Options

Arrival 20.02.2018 Depart 21.02.2018 Room Type SUPSGL AD 1 JU 0 CH 0 BB 0 Board RO EUR

Contractible stay options

R...	Stay option	Description	Stock	Price type	Price	T. Amount	Cur.	Tax ...	Data	Travel reason	Source	Man...	Appl...
	EARLY 9	Early check-in from 9h...	5	Per room	45,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	EXT LATOUT	Extensión LCO	5	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC 14H	Late Check Out 14h	5	Per room	30,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC 16H	Late Check Out 16h	5	Per room	60,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC FREE	LATE CHECK OUT FREE	0	Per room	0,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UCR 4	Up. to Premium Double		Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UCR 6	Up. to Jr Suite Double		Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_BREAK	Upselling Breakfast	96	Per Pax	20,90	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	UP_DINNER	Upselling Dinner	0	Per Pax	10,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_LUNCH	Upgrade Lunch	0	Per Pax	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_PRJU	Premium_Junior Suite	0	Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SPJU	Superior_Junior Suite	0	Per room	45,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SPPRE	Superior_Premium	0	Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SUSSUP	Single_Superior	0	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SUSUPXL	Superior_Superior XL	0	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_TRFA	Upg.Triple_Family Room	0	Per room	60,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_TRJU	Upg.Triple_Junior Suite	0	Per room	45,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>

Package identifier additional information

## BREAKFAST

3) By default the price that appears is the price called “amount” (medium).

ESBA.PODIU. Individual Res. - BENCHERKI, SAID

Stay Options

Package Details

Arrival 20.02.2018 Depart 21.02.2018 Room Type SUPSGL AD 1 JU 0 CH 0 BB 0 Board RO EUR

App...	Service	Guest order	Amount	M...	Min. price	Max. price	Provision da...	Time	M	T	W	T	F	S	S	Remarks
<input checked="" type="checkbox"/>	Upselling Desayuno	BENCHERKI, SAID	20,90		19,90	24,90		00:00:00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

4) Keep the “Medium” price or overwrite it with the minimum or maximum price.

5) Click on “Propose Dates”.

6) Click

ESBA.PODIU. Individual Res. - BENCHERKI, SAID

Stay Options

Package Details

Arrival 20.02.2018 Depart 21.02.2018 Room Type SUPSGL AD 1 JU 0 CH 0 BB 0 Board RO EUR

App...	Service	Guest order	Amount	M...	Min. price	Max. price	Provision da...	Time	M	T	W	T	F	S	S	Remarks
<input checked="" type="checkbox"/>	Upselling Desayuno	BENCHERKI, SAID	24,90	<input checked="" type="checkbox"/>	19,90	24,90	20.02.2018	00:00:00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

6

5

☒ Propose Dates

## BREAKFAST

7) The price is updated.

8) Click 

Stay Options

Arrival 20.02.2018 Depart 21.02.2018 Room Type SUPSGL AD 1 JU 0 CH 0 BB 0 Board RO EUR

Contractible stay options

R...	Stay option	Description	Stock	Price type	Price	T. Amount	Cur.	Tax	Data	Travel reason	Source	Man...	Appl...
	EARLY 9	Early check-in from 9h...	5	Per room	45,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	EXT LATOUT	Extensión LCO	5	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC 14H	Late Check Out 14h	5	Per room	30,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC 16H	Late Check Out 16h	5	Per room	60,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC FREE	LATE CHECK OUT FREE	0	Per room	0,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UCR 4	Up. to Premium Double		Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UCR 6	Up. to Jr Suite Double		Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_BREAK	Upselling Breakfast	96	Per Pax	20,90	24,90	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	UP_DINNER	Upselling Dinner	0	Per Pax	10,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_LUNCH	Upgrade Lunch	0	Per Pax	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_PRJU	Premium_Junior Suite	0	Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SPJU	Superior_Junior Suite	0	Per room	45,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SPPRE	Superior_Premium	0	Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SUSUP	Single_Superior	0	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_SUSUPXL	Superior_Superior XL	0	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_TRFA	Upg.Triple_Family Room	0	Per room	60,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_TRJU	Upg.Triple_Junior Suite	0	Per room	45,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>

Package identifier additional information

UP\_BREAK Do you already know our complete breakfast buffet named NH Breakfast? It's a very complete and healthy breakfast composed by a

Legend: Contracted Mandatory Required Optional Not contractib

Stay option price 24,90 Reserv price 135,11

See Stock

# Upselling Stay options price selection: Room

## STAY OPTIONS PRICE SELECTION

### ROOM

- 1) Select the stay option.
- 2) Click on the red button.

COBO.URB93 NH Royal Urban 93 \*\*\*\* Reservation 43556132 Client: 1016882287 EXPEDIA INTERNACIONAL

Arrival: 08.02.2018 Thursday Room Type: Standard Double Show Subtypes Meal Plan

Stay Options

Arrival: 08.02.2018 Depart: 12.02.2018 Room Type: STDBL AD 2 JU 0 CH 0 BB 0 Board: RO USD

Contractible stay options

R...	Stay option	Description	Stock	Price type	Price	T. Amount	Cur.	Tax ...	Data	Travel reason	Source	Man...	Appl...
	EXT_LATOUT	Extension LCO	0	Per room	15,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC 14H	Late Check Out 14h	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC 16H	Late Check Out 16h	0	Per room	40,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC FREE	LATE CHECK OUT FRE...	0	Per room	0	0	COP	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	LC FREE_Z	LATE CHECK OUT FRE...	0	Per room	0,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP2V_3	Upgr.Standard Dbl Vie...	0	Per room	15,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP2V_3NV	Upgr.Std Dbl View_Su...	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP2_2V	Upgr.Standard Dbl_Sta...	0	Per room	5,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP2_3	Upgr.Standard Dbl_Sup...	0	Per room	15,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	UP2_3NV	Upgr.Std Dbl_Sup New...	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP3_3NV	Upgr.Sup Dbl_Sup Ne...	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	UP_BREAK	Upselling Breakfast	0	Per Pax	11,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	YOU&ME	You & Me Experience ...	0	Per room	50,80	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>

Package identifier additional information

Legend: Contracted Mandatory Required Optional Not contractib

Stay option price 0,00 Reserv.price 221,60

See Stock

## ROOM

3) By default the price that appears is the price called “amount” (medium).

The screenshot shows the 'Package Details' window. At the top, there are fields for Arrival (08.02.2018), Depart (12.02.2018), Room Type (STDBL), AD (2), JU (0), CH (0), BB (0), Board (RO), and USD. Below this is a table with columns: Service, Order, Amount, M..., Min. price, Max. price, Provision da..., Time, M, T, W, T, F, S, S, Remarks, and Empl. The 'Amount' field for 'Upselling Habitación' (Order 00.) is highlighted with a green box and the number 3. The value in the 'Amount' field is 15,00.

4) Keep the “Medium” price or overwrite it with the minimum or maximum price.

5) Click on “Propose Dates”.

6) Click ✓

The screenshot shows the 'Package Details' window. The 'Amount' field for 'Upselling Habitación' (Order 00.) is highlighted with a green box and the number 4. The value in the 'Amount' field is 26,00. At the bottom right, the 'Propose Dates' button is highlighted with a green box and the number 5. The 'Propose Dates' button is located next to a green checkmark icon.



## ROOM

7) The price is updated.

8) Click 

COBO.URB93 NH Royal Urban 93 \*\*\*\* Reservation 43556132 Client: 1016882287 EXPEDIA INTERNACIONAL

Arrival: 08.02.2018 Thursday Room Type: Standard Double Meal Plan: Show Subtype

Stay Options

Arrival: 08.02.2018 Depart: 12.02.2018 Room Type: STDDBL AD 2 JU 0 CH 0 BB 0 Board: RO USD

R...	Stay option	Description	Stock	Price type	Price	T. Amount	Cur.	Tax ...	Data	Travel reason	Source	Man...	Appl...
	<u>EXT_LATOUT</u>	Extension LCO	0	Per room	15,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_14H</u>	Late Check Out 14h	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_16H</u>	Late Check Out 16h	0	Per room	40,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_FREE</u>	LATE CHECK OUT FRE...	0	Per room	0	0	COP	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_FREE_Z</u>	LATE CHECK OUT FRE...	0	Per room	0,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP2V_3</u>	Upgr.Standard Dbl Vie...	0	Per room	15,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP2V_3NV</u>	Upgr.Std Dbl View_Su...	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP2_2V</u>	Upgr.Standard Dbl_Sta...	0	Per room	5,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP2_3</u>	Upgr.Standard Dbl_Sup...	0	Per room	15,00	104,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	<u>UP2_3NV</u>	Upgr.Std Dbl_Sup New...	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP3_3NV</u>	Upgr.Sup Dbl_Sup Ne...	0	Per room	20,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_BREAK</u>	Upselling Breakfast	0	Per Pax	11,00	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>YOU&amp;ME</u>	You & Me Experience ...	0	Per room	50,80	0,00	USD	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>

Package identifier additional information

UP2\_3 Upgr.Standard Dbl\_Superior Dbl

Legend: Contracted Mandatory Required Optional Not contractib

Stay option price 104,00 Reservation price 325,60

See Stock

# Upselling Stay options price selection: Lunch / Dinner

## LUNCH / DINNER

- 1) Select the stay option.
- 2) Check the price you will apply (for food and for beverage).
- 3) Click on the red button.

Stay Options

Arrival 25.01.2018 Depart 26.01.2018 Room Type STDBL AD 2 JU 0 CH 0 BB 0 Board BB EUR

Contractible stay options

R...	Stay option	Description	Stock	Price type	Price	T. Amount	Cur.	Tax	Data	Travel reason	Source	Man...	Appl...
	<u>EXT_LATOUT</u>	LCO Extension	5	Per room	8,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_14H</u>	Late Check Out 14h	25	Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_16H</u>	Late Check Out 16h	15	Per room	30,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>LC_FREE</u>	LATE CHECK OUT FREE	0	Per room	0,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UCR_3</u>	Up. to Superior		Per room	9,95	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UCR_3X</u>	Up. to Superior XL		Per room	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UCR_6</u>	Up. to Junior Suite		Per room	25,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UCR_7</u>	Up. to Suite		Per room	20,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_BREAK</u>	Upselling Breakfast	500	Per Pax	16,90	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_DINNER</u>	Upgrade Menu	500	Per Pax	15,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	<u>UP_JUSU</u>	Junior Suite_Suite	2	Per room	9,95	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_LUNCH</u>	Coffee with apple pastry	500	Per Pax	6,00	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_STJU</u>	Standard_Junior Suite	2	Per room	9,95	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_STSP</u>	Standard_Superior	50	Per room	9,95	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>
	<u>UP_STSU</u>	Standard_Suite	2	Per room	9,95	0,00	EUR	<input checked="" type="checkbox"/>			Hotel	<input type="checkbox"/>	<input type="checkbox"/>

Package identifier additional information

UP\_DINNER € Total price/Split Upselling Food/Split upselling Beverage  
 15/12/3  
 20/16/4  
 25/20/5





**nh** | HOTEL GROUP PART OF **MINOR**  
HOTELS

