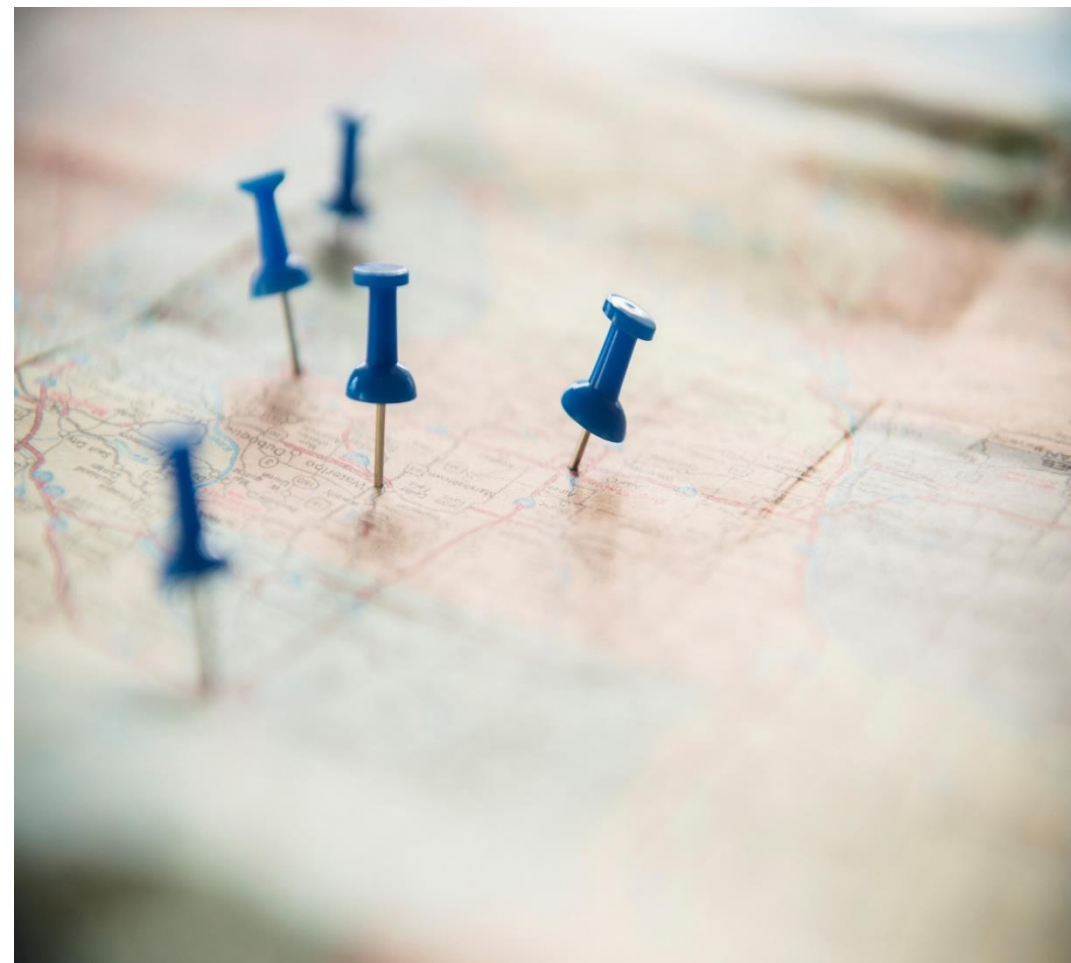


❑ New concepts and access to GQT	3
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Improvements, new concepts and access to GQT

- ❑ Group Quotation Tool is the tool to quote business groups for a hotel or several hotels.
- ❑ Using GQT, you will be able to see the strategy, restrictions, availability, addons...at the same time you quote. Finally, you can create the Booking File in status offer, option or second option.

You don't need to use this tool to quote:

- ✓ Social events
- ✓ Sport groups
- ✓ TTOO
- ✓ Leisure group
- ✓ Crews

Before


- Availability situation per hotel
- Each MB and their services' characteristics were created and modified by the hotel
- The hotels were shown without any established order
- The quick denials had to be created manually with the consequent loss of information and the investment of time by the agents
- Strategy of some hotels was based just on the rooms



Now

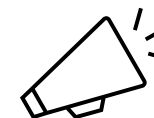
- ✓ Multi-hotel offers in one step (up 5 hotels)
- ✓ The list of results is arranged according to the availability and needs of the client
- ✓ All the information integrated in one tool: strategy, availability, promotions
- ✓ Automatic quick denials on system
- ✓ Set-up management and meeting room details in the MB multi-hotels
- ✓ Clear and simplest appearance of the tool
- ✓ Strategy based on the total revenue (F&B, rooms and meeting rooms)
- ✓ Integrated management report

- **ROOMS**→ Room Types



The screenshot shows the 'Level' dropdown menu with the following options: Level 1, Level 2, Level 3, Level 4, Level 5 (FAM, APA), and Level 6 (STE). The 'Level 1' option is currently selected.

<input type="checkbox"/> NH Collection	Level 1 is Superior
<input type="checkbox"/> NH Hotels	Level 1 is Standard Room
<input type="checkbox"/> Nhow	Level 1 NHOW Room Superior Double
<input type="checkbox"/> Anantara	Level 1 Deluxe



If you have any question about your rooms by default, please contact to your revenue.

- ## RESOURCES → Audiovisual and others

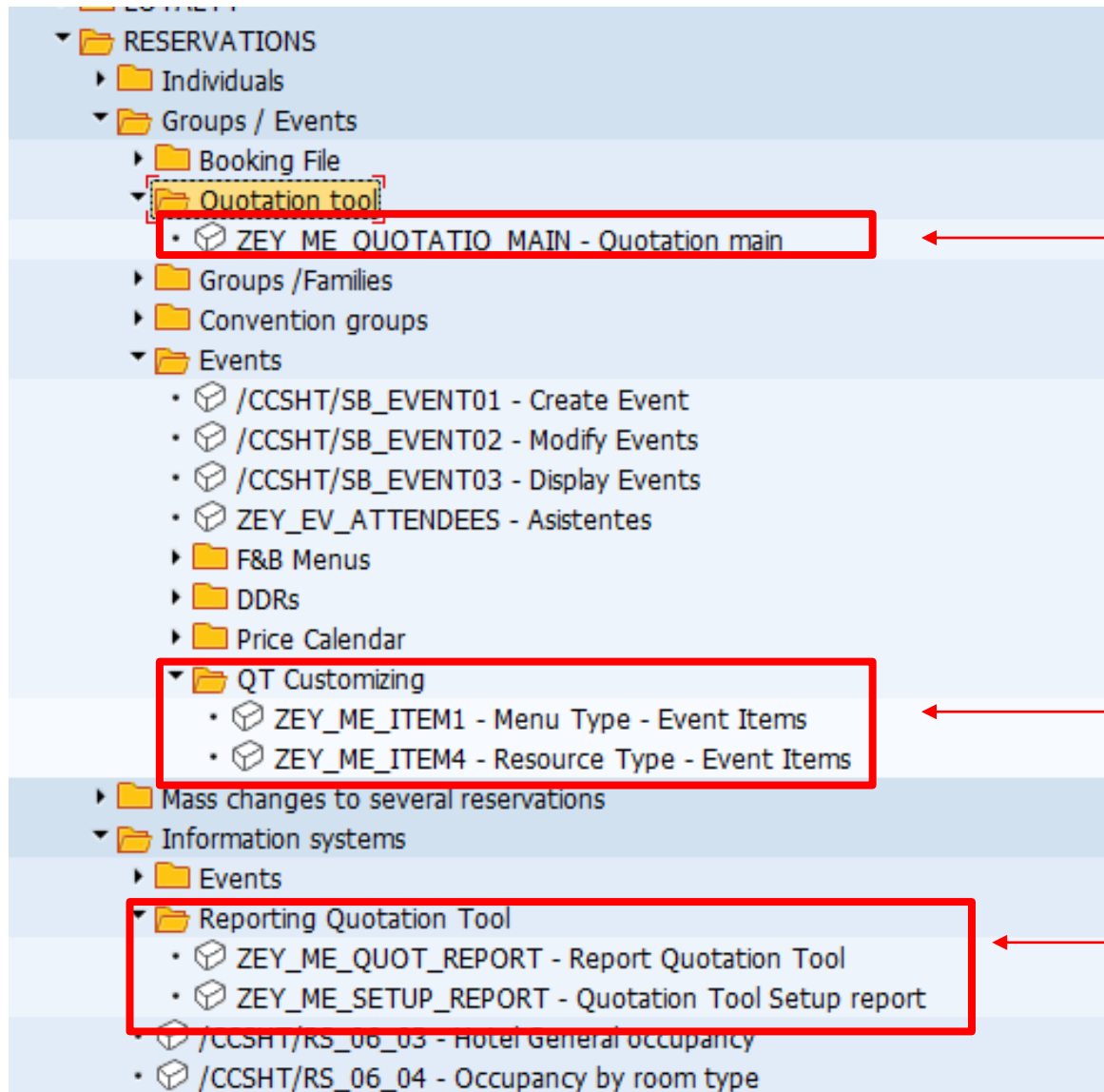
(Standard, Advanced and Premium)

Room Night	Setup - Pax	F&B Services
<div>Level 1 <input type="text" value="1"/></div> <div>1-AD <input type="text" value="BB"/></div>	<div><input type="text" value=""/></div> <div>Morning <input type="text" value="03:01"/> <input type="text" value="14:00"/></div> <div>Meeting Room <input type="text" value=""/></div>	<div><input type="text" value="0"/></div> <div> <ul style="list-style-type: none"> BUFFET ADVANCED BUFFET PREMIUM BUFFET STANDARD BUSINESS MENU ADVANCED BUSINESS MENU PREMIUM BUSINESS MENU STANDARD COCKTAIL ADVANCED COCKTAIL PREMIUM COCKTAIL STANDARD COFFEE BREAK ADVANCED </div>

Resources

ANNALOGUE TELEPHONE CONNETION
AUDIO MIXER
AUDIOVISUAL TECHNICIAN
BEAMER
BIKE
BILINGUAL HOSTESS
POSTER/WHITE/BLACK BOARD
CABLED INTERNET
CAMARA OPERATOR

- PREVIOUS QUOTATION IN ORDER TO CREATE PROPERLY THE MB (These services will be possible to modify them in the event)



To quote, modify and display quotations

To configure menus and resources available in Quotation Tool

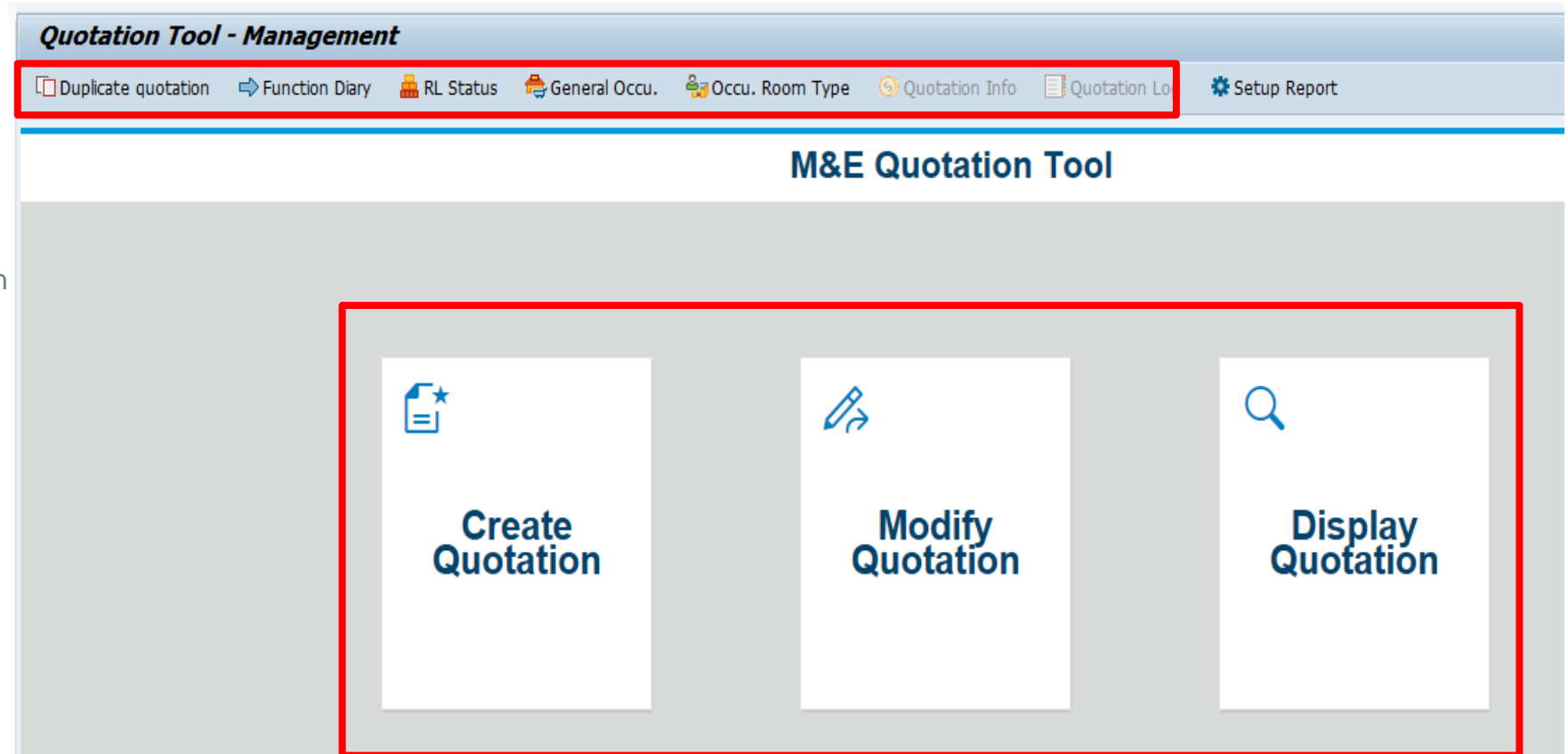
Reports to analyze the use and strategy of QT

We have two blocks:

1) Upper bar: Quotation Management

2) From the main page, we have three option

- Create Quotation
- Modify Quotation
- Display Quotation



Create a new quotation

Content by default according to SAP profile:

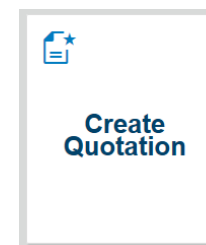
Quotation Input - Main (Edit)

Quotation Id

Employee

S&T Business Transformation

0000000435 S&T Business Transformation AD07.ANDOR HOTEL SPAIN



Client information and parameters of quotation creation:

- ✓ If we have the information of our customer, we must add it from the beginning of the quotation.
- ✓ Tax inclusive depend on the country.
- ✓ Subchannel is a compulsory field.

Dates

28.12.2019

1

29.12.2019

Lead Time

1

Days

Customer Budget

0,00

Main Customer

1000061542

VIAJES EL CORTE INGLES SA

Main Branch

0001005123

CORTE INGLES V (788 - M - IMP. GRUPO ACCIONA)

Company

2000073787

ACCENTURE SL

Comp. Branch

0001212083

ACCENTURE SL M (POZUELO)

CRS

CRS Branch

Quotation Type

☐ Only rooms
 ☐ Only Function rooms
 ☒ Rooms & Function rooms

☐ Call-in allotment
 ☐ Serie
 ☐ Tax Inclusive

Group type

☐ Leisure
 ☒ Business

Destination

Insert POI's

Branch

Category

Max. Km

5

Hotels

NH Collection Eurobuilding

NH Ventas

Currency

EUR

Language

Spanish

Channel

HOTEL

Subchannel

1. Email

Group name

Event type

Quotation Tool - Management

Duplicate quotation Function Diary General Occu. RL Status Occu. Room Type Quotation Info Quotation Log Setup Report C4C Management

Quotation input - Service Detail (Creation)

Opportunity Id | Status

Client: 0000001000 - DIRECT GUEST / - Company: - / - CRS: - / -

Start date: 28.02.2021 End date: 01.03.2021 Hotels ESZZ.CIUZA

▼

Room Night	↓	⚡	DDR	↓	⚡	Setup - Pax	↓	⚡	F&B Services	↓	⚡	Resources	↓	⚡	⬆	⬇	🗑
Level 1	▼	1	🗑	Premium	▼	Full day	▼	0	🗑		▼	0	🗑		▼	0	🗑
1-AD	▼	BB	▼		▼		▼		🗑	Morning	▼	08:00	14:00		▼	0	🗑
				08:30	18:00	📅				Meeting Room	▼		▼				

- **Rooms Night:** we discriminate room types by levels, being the Level 1 the basic room type of the hotel. In this way, in one quotation, the level 1 can show different room types:

- | | |
|--|-----------------------------------|
| <input type="checkbox"/> NH Collection | Level 1 is Superior |
| <input type="checkbox"/> NH Hotels | Level 1 is Standard Room |
| <input type="checkbox"/> Nhow | Level 1 NHOW Room Superior Double |
| <input type="checkbox"/> Anantara | Level 1 Deluxe |

- **Set up:** We will indicate the meeting room setup. It is important to indicate the use that we will give to this space. (Meeting, Coffee Break, etc)

We can indicate the characteristics that we want inside the meeting room. These characteristics will be shown in the results with the symbol “*” and they will not be exclusive when the QT offers us the result.

- **F&B services:** we will indicate the F&B services in the space related. It is important to know in which line we are including these F&B services in order to avoid to include them in a wrong room. There will be just three menus by type of service (standard, advanced y premium)
- **Resources:** we will inform the resources that we want to add in the meeting room.

It is important to know in which line we are including these resources in order to avoid to include them in a wrong room.

1. Agent details, client and hotels

2. Strategy detail and revenue alert

3. Revenue detail per service

Duplicate quotation

Function Diary

General Occu.

RL Status

Occu. Room Type

Quotation Info

Quotation Log

Setup Report

C4C Management

Employee: 0000000435 S&T Business Transformation GD: H... Currency: EUR | ☐ Tax inclusive | Quotation Id MQ0000114098 | Booking File ID | Status PENDING MB CREATION

Client: 1000061542 - VIAJES EL CORTE INGLES SA / 0001005123 - CORTE INGLES V (788 - M - IMP. GRUPO ACCIONA) Company: 2000073787 - ACCENTURE SL / 00012... CRS:

Start date: 28.12.2019 - End date: 29.12.2019 Hotels ESMD.EUROB-ESMD.PARAV

Hotel available

Group Size/Alert

Results:

Fair type/Description

Cancellation Policy

ESMD.EUROB

ESMD.PARAV

L

I

★★★★★

★★★★★

★★★★★

★★★★★

Total Hotel Room Rev.

€22,359.00

!

€15,486.00

!

Total DDR

€0.00

€0.00

Total Function Room Rev.

€1,860.00

€1,500.00

!

Total F&B Event Rev.

€4,050.00

€0.00

Total Extra Events Rev.

€0.00

!

€170.00

Total Estimated Rev.

€28,269.00

€17,156.00

Creator: E00000022126 | 27.12.2019 | 11:08:52

Modif.: E00000022126 | 27.12.2019 | 11:08:52

Back

Create BF

Status Mng.

Exit

1. Agent details, client and hotels

Clicking this icon, we can check the General Information window of TMS4M

2. Strategy detail and revenue alert

It shows us the size of the group in reference to the strategy and capacity of the hotel
We visualize the possible alerts related to the hotel and the quoted date.

Table of alerts

Hotel	Meeting	Date from	Date to	Alert Description
Low	Low	17.08.2018	19.08.2018	

3. Revenue detail per service

4. Paper bin: if you use this option, you can get the information about denied hotels in QT Report

Quotation Tool - Management

Duplicate quotation Function Diary General Occu. RL Status Occu. Room Type Quotation

Employee: GD: Center: BU: Currency: | ☐ Tax inclusive | Quotation Id

Client: Comp

Start date: - End date: Hotels

Hotel available ☐ ESMD.EUROB ☐

Group Size/Alert XL

Results:

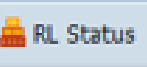
Fair type/Description

Cancellation Policy

Hotel need

☐ There is only one star called “Hotel Need”

Total Hotel Room Rev: It will show us the restrictions and/or closed rates. IMPORTANT: warnings don't show the options, so we must check them in the icon



[Duplicate quotation](#)
[Function Diary](#)
[General Occu.](#)
[RL Status](#)
[Occu. Room Type](#)
[Quotation Info](#)
[Quotation Log](#)
[Setup Report](#)
[C4C Management](#)

Employee: 0000000435 S&T Business Transformation GD: HOTEL Center: AD07.ANDOR B... Currency: EUR | ☒ Tax inclusive | Quotation Id MQ0000317374 | Booking File ID | Opportunity Id | Status PENDING MB CREATION

Client: 0000001000 - DIRECT GUEST

Company:

CRS: ^

Start date: 01.05.2022 - End date: 02.05.2022 Hotels NLNH.KRASN

Hotel available ☒ NLNH.KRASN ☐
 Group Size/Alert S
 Results: ★★★★★★
 Fair type/Description
 Cancellation Policy

Total Hotel Room Rev.	€32,362.00
Total DDR	€0.00
Total Function Room Rev.	€1,500.00
Total F&B Event Rev.	€900.00
Total Extra Events Rev.	€0.00
Total Estimated Rev.	€34,762.00

Message Info

Priority	Date	Description
Warning	01.05.2022	BGR_MC_S-01.05.2022 Num max Rooms 100 (Pend. 100) (Done 0)
Warning	01.05.2022	RL09-01.05.2022 Num max Rooms 402 (Pend. 402) (Done 0)
Warning	01.05.2022	Room Type SUPDBL exceeds by 77 rooms Avail(Confi+Tenta) (23)-



Using this icon, we can edit the content of this service:

<
Apply Rounding - 1
Check Avail.
Hotel Room

Sun 1 May 22

BGR_MC_S

100 "LEVEL 1", 1 -AD "BB"

SUPDBL

SUPDBL

SUPSGL







- ✓ Modify occupancy: with the drop-down button, we can modify the room occupancy.
- ✓ Apply rounding -1: apply an average between the daily rates in order to offer a single rate for a whole period & round prices.
- ✓ TMS is going to create a price code just with the type of the room and the capacity of the level(s) chosen.

- ✓ Total Function Room Rev: it will show the chosen parameters for the requested room.
- ✓ The drop-down menu will give us the opportunity to modify the space that the system offered us.
- ✓ The “*” shows us the spaces that meet the indicated characteristics on the parameters requested in the quotation.


The screenshot shows the 'Function Room' interface. At the top, there is a back arrow and the title 'Function Room'. Below this, the date 'Tue 21 Aug 18' is displayed. A drop-down menu is open, showing a list of room spaces. The current selection is '*Ribera 3'. The menu also shows other options like '*La Salve 1', 'La Salve 2', 'La Salve 3', 'La Salve 2 + 3', '*La Pasarela', '*Ribera', '*Ribera 1', '*Ribera 2', '*Ribera 2 + 3', and '*Ribera 3'. The price for the selected room is €181.50. Below the date, the date 'Wed 22 Aug 18' is displayed. The interface also shows a list of room configurations with prices. The first configuration is 'USHAP - 10 "PAX" - Morn - MEETR' with a price of €181.50. The second configuration is 'AP - 12 "PAX" - Morn - MEETR' with a price of €217.80. The third configuration is 'AP - 10 "PAX" - Morn - MEETR' with a price of €181.50. The interface also shows a 'Recal. Size' button, which is highlighted with a red box.


If we modify the space in the drop-down menu, a new button will appear in the below bar to recalculate the size of the group because the price of the new space might change the size.

Creator: E00000024084 | 01.04.2018 | 17:10:40 Modif.: E00000024084 | 01.04.2018 | 19:26:53










 Recal. Size  Back   Create BF  Status Mng.  Exit

Total F&B event Rev:

- ✓ It will show the chosen services for the content of F&B.
- ✓ If any of these services are not available, we will see this icon 

 F&B Event

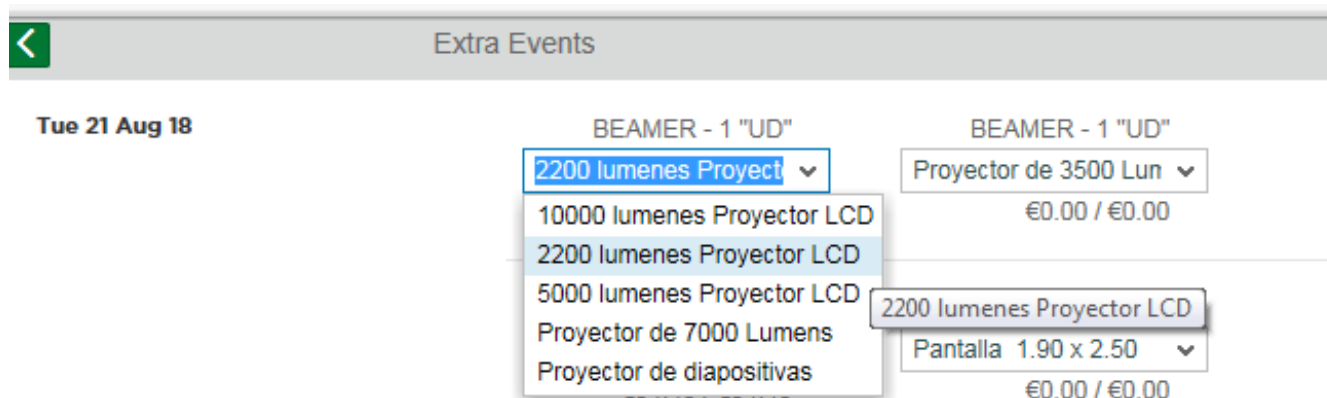
Fri 1 Jun 18

CFBRK_PRE-50 "PAX" PREMIUM COFFEE   €25.30 / €1,265.00	CFBRK_PRE-50 "PAX" PREMIUM COFFEE  €25.30 / €1,265.00
BGR_PRE-50 "PAX"   Item not available - No F.Room	BGR_PRE-50 "PAX" MENÚ DE TRABAJO I  €37.95 / €1,897.50
CFBRK_STD-50 "PAX" SMOOTH COFFEE   €7.70 / €385.00	CFBRK_STD-50 "PAX" CLASSIC COFFEE  €9.35 / €467.50

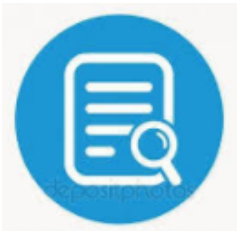
In this case, go back to the previous screen and choose a service configured in the hotel we are quoting, otherwise this service will not be calculated in the total revenue and might modify the size and/or the total of the quote.



- Total Extra events Rev: it will show the chosen resources for the quotation per meeting room/day.
- The drop-down menu will give us the opportunity to modify the resource offered by default.




The screenshot shows a web interface for 'Extra Events'. At the top, there is a grey bar with a green back arrow and the text 'Extra Events'. Below this, the date 'Tue 21 Aug 18' is displayed. Two projector selection sections are visible. The first section, titled 'BEAMER - 1 "UD"', has a dropdown menu open showing options: '2200 lumenes Projector LCD' (highlighted), '10000 lumenes Projector LCD', '2200 lumenes Projector LCD', '5000 lumenes Projector LCD', 'Proyector de 7000 Lumens', and 'Proyector de diapositivas'. The second section, also titled 'BEAMER - 1 "UD"', has a dropdown menu showing 'Proyector de 3500 Lun' and 'Pantalla 1.90 x 2.50'. Both sections show a price of '€0.00 / €0.00'.












It is very important that meeting rooms and their setups, the F&B services and the resources are created correctly, so, the tool can offer us optimum results.

Hotel must update this information in TMS.

- We can verify the discount strategy in the  Quotation Info shortcut bar.
- Firstly, check the Room and Meeting priority: LOW, MEDIUM or HIGH


Quotation Tool - Management


 Duplicate quotation  Function Diary  General Occu.  RL Status  Occu. Room Type  Quotation Info  Quotation Log  Setup Report  C4C Management

Employee: 0000000435 S&T Business Transformation GD: HOTEL Center: AD07.ANDOR B... Currency: EUR | ☒ Tax inclusive | Quotation Id MQ0000317374 |

Client: 0000001000 - DIRECT GUEST

Start date: 01.05.2022 - End date: 02.05.2022 Hotels NLNH.KRASN




Hotel available  NLNH.KRASN ☐

Group Size/Alert S 

Results: ★★★★★★

Fair type/Description

Cancellation Policy

Total Hotel Room Rev.	€32,400.00	
Total DDR	€0.00	
Total Function Room Rev.	€1,500.00	
Total F&B Event Rev.	€900.00	
Total Extra Events Rev.	€0.00	
Total Estimated Rev.	€34,800.00	

Creator: E00000022126 | 28.01.2022 | 09:56:15

Quotation

Quotation ID: MQ0000317374

General Summary Discount Add-on Log

Dates from: 01.05.2022 to 02.05.2022 Lead time (days)



Main Client: 0000001000 DIRECT GUEST Branch Client:

CRS: Branch of CRS:

Company: Branch Company:

Currency: EUR ☒ Tax Inclusive Customer Budget:

General

Description	NLNH.KRASN
Rate Room	BGR_MC_S
Rate MC	BGR_MC_S
Fair type	
Room Priority	
Meeting Priority	
Cancellation Policy	
Total Hotel Room Rev.	30,345.72
Total F.Room Rev.	1,500.00
Total F&B Rev.	900.00
Total Estimated Rev.	32,745.72


Create a Booking file in QT

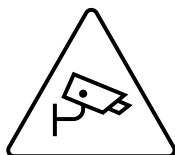
Event Item Calendar: we are able to modify the schedule in each service at this point

	Salas / Menus-Extras	Horario		ESBI.BILBA	ESBI.VILBI
Mar 21 Ago 18	Function Room	00:00 14:00	➡	00:00 14:00	00:00 14:00
	Setup	00:0 14:00		00:0 14:00	00:0 14:00
	Menu	00:00 14:00	➡	00:00 14:00	00:00 14:00
	Resources	00:00 14:00	➡	00:00 14:00	00:00 14:00
Mar 21 Ago 18	Function Room	00:00 14:00	➡	00:00 14:00	00:00 14:00
	Setup	00:0 14:00		00:0 14:00	00:0 14:00
	Menu	00:00 14:00	➡	00:00 14:00	00:00 14:00
	Resources	00:00 14:00	➡	00:00 14:00	00:00 14:00
Mié 22 Ago 18	Function Room	00:00 14:00	➡	00:00 14:00	00:00 14:00
	Setup	00:0 14:00		00:0 14:00	00:0 14:00
	Menu	00:00 14:00	➡	00:00 14:00	00:00 14:00
Jue 23 Ago 18	Function Room	00:00 14:00	➡	00:00 14:00	00:00 14:00
	Setup	00:0 14:00		00:0 14:00	00:0 14:00
	Menu	00:00 14:00	➡	00:00 14:00	00:00 14:00

- The setup will take the same schedule of the room.
- The menus and resources will take the same schedule of the meeting room, but we can modify if necessary.



- With this icon  we will copy the schedule to all hotels included in the quotation.



	Salas / Menus-Extras	Horario		ESBI.BILBA	ESBI.VILBI
Mar 21 Ago 18	Function Room	09:00 14:00	➡	09:00 14:00	09:00 14:00
	Setup	09:0 14:00		09:0 14:00	09:0 14:00
	Menu	11:00 14:00	➡	11:00 14:00	11:00 14:00
	Resources	09:00 14:00	➡	09:00 14:00	09:00 14:00
Mar 21 Ago 18	Function Room	09:00 14:00	➡	09:00 14:00	09:00 14:00
	Setup	09:0 14:00		09:0 14:00	09:0 14:00
	Menu	11:00 14:00	➡	11:00 14:00	11:00 14:00
	Resources	09:00 14:00	➡	09:00 14:00	09:00 14:00
Mié 22 Ago 18	Function Room	09:00 14:00	➡	09:00 14:00	09:00 14:00
	Setup	09:0 14:00		09:0 14:00	09:0 14:00
	Menu	11:00 14:00	➡	11:00 14:00	11:00 14:00
Jue 23 Ago 18	Function Room	09:00 14:00	➡	09:00 14:00	09:00 14:00
	Setup	09:0 14:00		09:0 14:00	09:0 14:00
	Menu	11:00 14:00	➡	11:00 14:00	11:00 14:00



Creation of the booking file in TMS4M

- General Info:
- Quotation ID
- By default, it will create a single MB in which we must indicate a Main Hotel.
- In the rest of the fields, we will see the info that we have already informed when creating the quotation. We can complete it in this step (phone, mail, etc..)

Quotation Tool - Management

General Info

Quotation ID: MQ0000317920
 Booking File:
 Client: 0000001000

Group's name: TEST MANUAL
 Short description:
 Start date: 27.02.2022 CUT-OFF date:
 End date: 28.02.2022 Deadline:
 Registration date: 31.01.2022 Follow up date: 02.02.2022
 Status: Offer Follow up level: LOW
 Event type:
 External Ref.: MQ0000317920
 Voucher:

☒ Estado de BF por defecto
☐ Multi hotel
☐ Retrieve changes
☐ Serie
☐ Recurrent

Main Hotel: NH Ciudad de Z...
 Rooming: Allowed
 Contract:
 Rate: BGR_MC_S

Customer data **Statistics** **Remarks**

Main client: 1000 DIRECT GUEST
 Payer:
 Holder:
 Receiver:
 CRS:
 Company:

Branch Client:
 Contact person:
 Contact Telephone No:
 Fax:
 E-mail:
 Branch of CRS:
 Branch company:
 Language: ES

☒ ☐

- We proceed with the creation of the MB



Booking File Management - MB0002771042

Function Diary

Booking File: MB0002771042 Mode Client: 1000 DIRECT GUEST

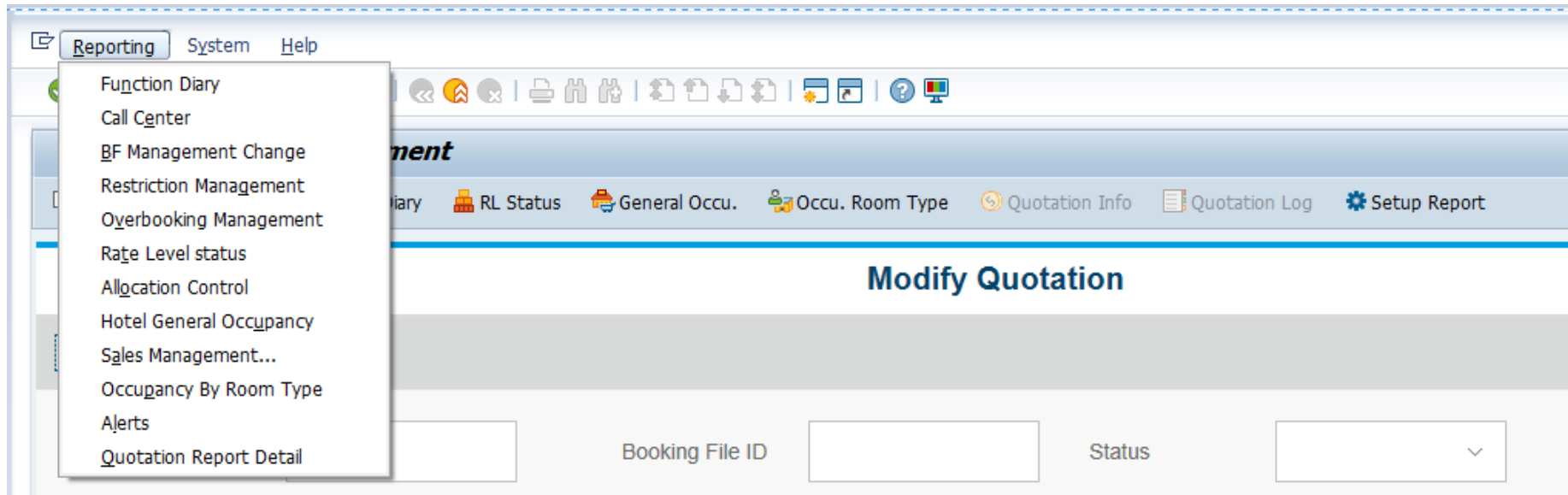
General Info **Customer data** **Commissions** **Routing Charges** **Actions** **Status**

Start: 27.02.2022 Sunday
 End: 28.02.2022 Monday
 Name: TEST MANUAL
 Status: Offer ☒ BF Status
 Res Status: by default
 Registr. date: 31.01.2022 Monday
 Conf. date:
 Deadline:
 Follow Up: LOW
 Follow Up: 02.02.2022 Wednesday
 CUT-OFF date:
 Event Type: Cocktail

Revenue summary
 ESZZ.CIUZ... Offer
 Contract:
 Rate: BGR_MC_S
 Pax BF: 10
☐ Mutual Offers
☐ BF not released
☐ Retrieve changes
☐ Serie
☐ Recurrent
 Rooming: Allowed
 Voucher:

Reserv. Descrip. Code Occupancy Meal Plan Arrival
 ESZZ.CIUZA-NH Ciudad de Za

Report in Quotation Tool bar



Already on TMS4M

1. Function Diary: Meeting Room occupancy planning
2. Central Reservations ME: Call Center Meetings
3. BF Modification: Booking File Management
4. Restriction Management
5. Overbooking Management
6. Rate Level Status: Group rate status
7. Allotment Control
8. Hotel General Occupancy
9. Sales Management: Not available at the moment
10. General Occupation 2: Occupancy forecast by room type
11. Alerts: Alerts calendar for promotions

New

12. Quotation Report Detail: Detail of quotations. This report (similar to BF Detail) shows the ID status



Quotation Tool - Management





 Duplicate quotation
  Function Diary
  RL Status
  General Occu.
  Occu. Room Type
  Quotation Info
  Quotation Log
  Setup Report

Already on TMS4M:

1. Duplicate quotation
2. Function Diary: Function room's occupancy planning
3. RL Status: Rate Level status
4. General Occupancy
5. Occu. Room type: Occupancy forecast by room type







1

Quotation - Search for duplicate with model

Quotation Id	<input type="text"/>	
Booking file	<input type="text"/>	
Status	<input type="text"/>	
Group name	<input type="text"/>	
Main client	<input type="text"/>	
CRS	<input type="text"/>	
Company	<input type="text"/>	






2

ESMD.TEPA. Function room's occupancy planning

Hotel	<input type="text" value="ESMD.TEPA"/>	
Events	<input type="text"/>	to <input type="text"/> 
Booking File	<input type="text"/>	
Event's type	<input type="text"/>	to <input type="text"/> 
Event's status	<input type="text"/>	to <input type="text"/> 
Function rooms	<input type="text"/>	to <input type="text"/> 
Setup pax	<input type="text"/>	

3

Rate Level Status

Hotel	<input type="text"/>	to <input type="text"/> 
Rate group	<input type="text" value="RL09"/>	to <input type="text"/> 
Rates	<input type="text"/>	to <input type="text"/> 
Room Type	<input type="text"/>	to <input type="text"/> 
Meal Plan	<input type="text"/>	to <input type="text"/> 
Date	<input type="text" value="27.12.2019"/>	to <input type="text"/>

Quotation Tool - Management

Duplicate quotation
 Function Diary
 RL Status
 General Occu.
 Occu. Room Type
 Quotation Info
 Quotation Log
 Setup Report

Already on TMS4M:

1. Duplicate quotation
2. Function Diary: Function room's occupancy planning
3. RL Status: Rate Level status
4. General Occupancy
5. Occu. Room type: Occupancy forecast by room type

4

ESMD.TEPA. Hotel occupancy forecast by room type

ESMD.TEPA NH Collection Palacio de Tepa COLLECTION 30.10.2019

From
 Until
 Room type to
 Rate

Selection options

Occupied rooms ☐
 Res.Confirmed ☐
 Res.Tentative ☐
 Both ☒

Rooms Available ☒
 Include Res.Tentative ☒

☒ Show room subtypes
☒ Show combinable room types
☒ Show room hotel total
☐ Show only occupancy of the selected rate

5

Ocupación general

Sel. Hoteles por jerarquía

Hotel to
 Date to
☐ Only types of pax that occupy

Comparative

☐ Compared to previous period
 Period to
 Date Forecast

Rooms calendar restrictions

☒ Don't Check restrictions
☐ Check check-in condition
☐ Check stay condition
☒ Rate group
☐ Rate

Additional information

Quotation Tool - Management

Duplicate quotation
 Function Diary
 RL Status
 General Occu.
 Occu. Room Type
 Quotation Info
 Quotation Log
 Setup Report

5. Quotation Info show us:

- ✓ General
- ✓ Summary
- ✓ Discount
- ✓ Add-on
- ✓ Log: Quotation history / MB

Check how many discount steps you can manage with your client and apply them as per the room and meeting priority in the previous slide.
As per the example, we had both low priority, we can apply these discounts to our client:

NEW REPORTS

(Available once the quotation is created)



Quotation ID: MQ0000114098

General Summary Discount Add-on Log

Dates from: 28.12.2019 to 29.12.2019 Lead time (days)

Main Client: 1000061542 VIAJES EL CORTE I Branch Client:

CRS: Branch of CRS:

Company: 2000073787 ACCENTURE SL Branch Company:

Currency: EUR ☐ Tax Inclusive Customer Budget:

Description	ESMD.PARAV	ESMD.EUROB
Rate Room	BGR_MC_L	BGR_MC_L
Rate MC	BGR_MC_L	BGR_MC_L
Fair type		
Room Priority		
Meeting Priority		
Meeting Room		
Total Hotel Room Rev.	15,486.00	22,359.00
Total F.Room Rev.	1,500.00	1,860.00
Total F&B Rev.	0.00	4,050.00
Total Extras Rev.	170.00	0.00
Total Estimated Rev.	17,156.00	28,269.00

Quotation ID: MQ0000114098

General Summary Discount Add-on Log

Hotel: ESMD.PARAV NH Ventas Currency: EUR

Summary

Rooms

		Price / Amount
Saturday 28 December 19	100 Standard Double 1 AD Bed & Breakfast	100.34 / 10,034.00
	50 Standard Double 2 AD Bed & Breakfast	109.04 / 5,452.00

Function Rooms

	Agenda / Amount
Saturday 28 December 19	Function Room: Conde + Cepeda - 150 PAX
	F.Room Type: Meeting Room
	Event Extras: 1 * Flip, screen, beamer
	8:00 - 14:00
	85.00 / 85.00
Sunday 29 December 19	Function Room: Conde + Cepeda - 150 PAX
	F.Room Type: Meeting Room
	Event Extras: 1 * Flip, screen, beamer
	8:00 - 14:00
	85.00 / 85.00

Total 17,156.00

See the process in BUSE in Pag 62

Quotation Tool - Management

5. Quotation Info show us:

- ✓ Discount: Possible reviews and discounts by service and hotel
- ✓ Add-on: free services that we can offer to the client

NEW REPORTS
 (Available once the quotation is created)



Quotation ID: MQ0000114098

General Summary **Discount** Add-on Log

Discount info

Hotel	Step	Hotel Priority	Meeting Priority	% Global	% Room	% DDR	% F.Room	% F&B	% Other
ESMD.PARAV	1	Low	Medium	0,00	5,00	0,00	10,00	5,00	0,00
ESMD.PARAV	1	Low	Low	0,00	5,00	0,00	15,00	5,00	0,00
ESMD.EUROB	1	High	High	0,00	0,00	0,00	0,00	0,00	0,00
ESMD.EUROB	1	High	Medium	0,00	0,00	0,00	0,00	0,00	0,00
ESMD.EUROB	1	High	Low	0,00	0,00	0,00	5,00	0,00	0,00
ESMD.EUROB	1	Medium	High	0,00	5,00	0,00	0,00	0,00	0,00

Quotation ID: MQ0000114098

General Summary Discount **Add-on** Log

Addons-info

Steps	Add-on	List Value	Mon	Value per	ESMD.PARAV	ESMD.EUROB	Rei
Step 1	Complimentary Storage Room	1.00	EUR	Per Booking File		✓	0
	Free Screen/projector (if the hotel has AV equipment in house)	85.00	EUR	Per Item		✓	0

6. Quotation Log:

- ✓ It shows the quotation history /MB with the eventual feedback of revenue and the remarks.
- ✓ Here, we can see when the MQ was created, and the response time between a request to revenue and its answer.

Quotation main input

Quotation ID:	MQ0000114098
Employee Creation:	0000000435 - S&T Business Transformation - AD07.ANDOR - HOTEL - SPAIN
User Creation:	E00000022126 - MARIO SAMANIEGO NAVARRO
Creation Date/Hour:	27.12.2019 / 11:08:52
User Last Modif:	E00000022126 - MARIO SAMANIEGO NAVARRO
Last Modif. Date/Hour:	27.12.2019 / 11:08:52
Current Status:	PENBF - PENDING MB CREATION
Previous Status:	PENDI - PENDING QUOTATION
Last Status Date Modif.:	
Quotation Date/Hour:	27.12.2019 / 11:08:56
Booking File Id:	
Booking File Remarks:	
Quotation Remarks:	
Cancellation Date:	
Employee Cancellation:	
Cancellation Type/Reason:	
Cancellation Remarks:	
Rev. Manager Review:	
Previous Review Remarks:	
Post Review Remarks:	

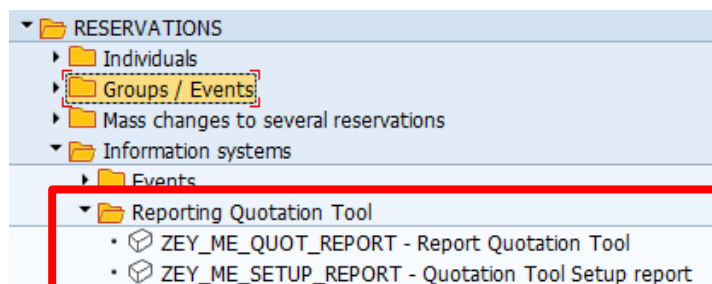


- This symbol shows us the summary of the editable quote.

Reports related to QT

Reservations → Information Systems → Reporting Quotation Tool

We can filter by creator, Hotel, ID number, dates, buckets/totals revenue and Creator, inactive hotels (if you used the paper bin)



It is modifiable as all TMS4M reports

AND

it allows us to look in detail the ID compositions

Quotation detail

Hotel
Hierarchy Visualization Hotels Hierarchy Hotel Selection

Quotation ID to

Booking File ID to

SO_OPPID to

Item Type to

Revenue Date to

Event Type to

Creator user

Creation date to

Currency

Status Quotation

Previous Status Quotation

Deadline to

Start date to

End date to

Follow up Date to

Change date to

Cancellation date to

Confirmation date to

Follow up Priority to

Rate

Channel identifier to

SubChannel identifier to

Quotation ID Model to

☐ Show inactive hotels

Show revenue by
☒ Item Type ☐ Totals

Quotation detail by Item Type































Quotation Id	Hotel	Date	Item ty...	Net	Tax	Gross	Curren...	Opp ID	Booking group name	Main Customer Name	Creator
MQ0000240414	ESMD.EUROB	07.02.2022	FROOM	4.200,00	882,00	5.082,00	EUR		CONVENTION FOR ...	CVENT INC	00000074
			ROOM	189.198,00	18.921,00	208.119,00	EUR		CONVENTION FOR ...	CVENT INC	00000074
		08.02.2022	FROOM	4.200,00	882,00	5.082,00	EUR		CONVENTION FOR ...	CVENT INC	00000074
MQ0000240414				197.598,00	20.685,00	218.283,00	EUR				
MQ0000252474	ESMD.EUROB	11.02.2022	FROOM	4.200,00	882,00	5.082,00	EUR		SEPES CLÍNICA-CO...	CONFERENCEDIRE...	00000076
			RESOURCE	105,00	22,05	127,05	EUR		SEPES CLÍNICA-CO...	CONFERENCEDIRE...	00000076
		12.02.2022	ROOM	13.850,00	1.385,00	15.235,00	EUR		SEPES CLÍNICA-CO...	CONFERENCEDIRE...	00000076
			FROOM	4.200,00	882,00	5.082,00	EUR		SEPES CLÍNICA-CO...	CONFERENCEDIRE...	00000076
MQ0000252474			RESOURCE	105,00	22,05	127,05	EUR		SEPES CLÍNICA-CO...	CONFERENCEDIRE...	00000076
MQ0000252474				22.460,00	3.193,10	25.653,10	EUR				
MQ0000252906	ESMD.EUROB	05.02.2022	FROOM	4.000,00	840,00	4.840,00	EUR	68592	LIDL - MUTUAL OF...	LIDL SUPERMERCA...	00000074
			ROOM	17.659,60	1.765,40	19.425,00	EUR	68592	LIDL - MUTUAL OF...	LIDL SUPERMERCA...	00000074
		06.02.2022	FROOM	4.000,00	840,00	4.840,00	EUR	68592	LIDL - MUTUAL OF...	LIDL SUPERMERCA...	00000074































Report QT: group size

Reservations → Information Systems → Quotation Tool set up report

We can check the strategy of function room from this report.

Quotation Tool Setup report

Hotel                              

Hotel                              

Setup

☒ Group Size

☐ Function Room Strategy

Quotation Tool Setup report

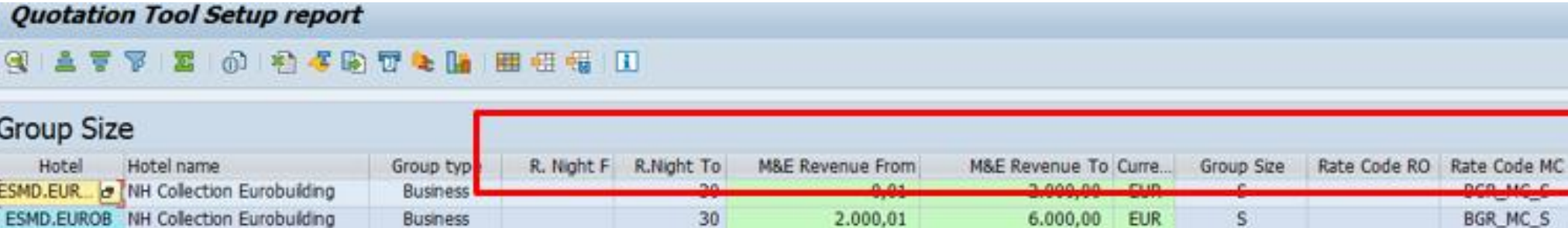
Group Size

Hotel	Hotel name	Group type	R. Night F	R.Night To	M&E Revenue From	M&E Revenue To	Curre...	Group Size	Rate Code RO	Rate Code MC
ESMD.EUR...	NH Collection Eurobuilding	Business		30	0,01	2.000,00	EUR	S		BGR_MC_S
ESMD.EUROB	NH Collection Eurobuilding	Business		30	2.000,01	6.000,00	EUR	S		BGR_MC_S
ESMD.EUROB	NH Collection Eurobuilding	Business		30	6.000,01	15.000,00	EUR	M		BGR_MC_M
ESMD.EUROB	NH Collection Eurobuilding	Business		30	15.000,01	45.000,00	EUR	L		BGR_MC_L
ESMD.EUROB	NH Collection Eurobuilding	Business		30	45.000,01	10.000.000,00	EUR	XL		BGR_MC_XL
ESMD.EUROB	NH Collection Eurobuilding	Business	5	30	0,00	0,00	EUR	S	BGR_RO_S	
ESMD.EUROB	NH Collection Eurobuilding	Business	31	50	0,00	0,00	EUR	S	BGR_RO_S	
ESMD.EUROB	NH Collection Eurobuilding	Business	31	50	0,01	2.000,00	EUR	S		BGR_MC_S
ESMD.EUROB	NH Collection Eurobuilding	Business	31	50	2.000,01	6.000,00	EUR	M		BGR_MC_M
ESMD.EUROB	NH Collection Eurobuilding	Business	31	50	6.000,01	15.000,00	EUR	L		BGR_MC_L
ESMD.EUROB	NH Collection Eurobuilding	Business	31	50	15.000,01	45.000,00	EUR	L		BGR_MC_L
ESMD.EUROB	NH Collection Eurobuilding	Business	31	50	45.000,01	10.000.000,00	EUR	XL		BGR_MC_XL
ESMD.EUROB	NH Collection Eurobuilding	Business	51	100	0,00	0,00	EUR	M	BGR_RO_M	
ESMD.EUROB	NH Collection Eurobuilding	Business	51	100	0,01	2.000,00	EUR	M		BGR_MC_M
ESMD.EUROB	NH Collection Eurobuilding	Business	51	100	2.000,01	6.000,00	EUR	M		BGR_MC_M

Here you can find an explanation of every columns:

- **R. Night F:** Average room nights (in case first or last night is more than 20% below the average, these nights are excluded from the strategy. For example: first night organizers arrive).
- **R. Night T:** Average room nights.
- **M&E Revenue to:** Total M&E Revenue of the group.
- **Currency:** Currency of the loaded strategy.
- **Group size:** Assign minimum and maximum room nights to category S, M, L, XL or XXL.
- **Rate Code RO:** the rate code per size for groups in room only.
- **Rate Code MC:** the rate code per size for groups with rooms + M&E.

Quotation Tool Setup report



Hotel	Hotel name	Group type	R. Night F	R.Night To	M&E Revenue From	M&E Revenue To	Curre...	Group Size	Rate Code RO	Rate Code MC
ESMD.EUR	NH Collection Eurobuilding	Business		30	0,01	3.000,00	EUR	S		BGR_MC_C
ESMD.EUROB	NH Collection Eurobuilding	Business		30	2.000,01	6.000,00	EUR	S		BGR_MC_S

Report QT: function room strategy

Reservations → Information Systems → Quotation Tool set up report

We can check the strategy of the meeting rooms in this report.


Quotation Tool Setup report

Hotel ESMD.EUROB Hierarchy Hotel Selection

Setup

☐ Group Size
 ☒ Function Room Strategy

Quotation Tool Setup report



Function Room Strategy

Hotel	Hotel name	Function Rooms	Function R	From Date	To Date	Relevance	Mo...	Tu...	W...	Th...	Fri...	Sa...	Su...	Lead Time From	Lead Time To	Min amount Total Rev	Min. amount M&E Rev.	Curre...	Min. Room	Min. F. Ro
ESMD	NH Collecti...	EUROPA	Europa	01.01.2018	31.12....	High	✓	✓	✓	✓	✓	✓	✓	91	500	25.000,00	25.000,00	EUR		
ES...	NH Collecti...	EUROPA	Europa	01.01.2018	31.12....	Medium	✓	✓	✓	✓	✓	✓	✓	366	500	25.000,00	25.000,00	EUR		
ES...	NH Collecti...	FLORENCIA	Florenca	01.01.2018	31.12....	High	✓	✓	✓	✓	✓	✓	✓	91	500	15.000,00	15.000,00	EUR		
ES...	NH Collecti...	FLORENCIA	Florenca	01.01.2018	31.12....	Medium	✓	✓	✓	✓	✓	✓	✓	366	500	15.000,00	15.000,00	EUR		
ES...	NH Collecti...	GRANMADRI	Gran Madrid	01.01.2018	31.12....	High	✓	✓	✓	✓	✓	✓	✓	91	365	25.000,00	25.000,00	EUR	75	2
ES...	NH Collecti...	GRANMADRI	Gran Madrid	01.01.2018	31.12....	High	✓	✓	✓	✓	✓	✓	✓	366	500	25.000,00	25.000,00	EUR	115	2
ES...	NH Collecti...	GRANMADRI	Gran Madrid	01.01.2018	31.12....	High	✓	✓	✓	✓	✓	✓	✓	91	365	25.000,00	25.000,00	EUR	75	
ES...	NH Collecti...	GRANMADRI	Gran Madrid	01.01.2018	31.12....	High	✓	✓	✓	✓	✓	✓	✓	366	500	25.000,00	25.000,00	EUR	115	
ES...	NH Collecti...	GRANMADRI	Gran Madrid	01.01.2018	31.12....	Medium	✓	✓	✓	✓	✓	✓	✓	366	500	25.000,00	25.000,00	EUR	115	2
ES...	NH Collecti...	GRANMADRI	Gran Madrid	01.01.2018	31.12....	Medium	✓	✓	✓	✓	✓	✓	✓	366	500	25.000,00	25.000,00	EUR	115	

Report QT: function room strategy

- **Relevance:** Meeting room priority.
- **Lead Time From :** Strategy starts applying as from X days prior to arrival.
- **Lead Time To:** Strategy stops applying as from X dates prior to arrival.
- **Min amount Total Revenue:** Total revenue of the group.
- **Min amount ME Revenue:** Total revenue of the group.
- **Currency:** Currency of the strategy.
- **Min Room Quantity:** Total room nights of the group in rooms.
- **Min F Room Stay:** Total LOS del group – This will need to be reviewed .

Quotation Tool Setup report



Function Room Strategy

Hotel	Hotel name	Function Rooms	Function R	From Date	To Date	Relevance	Mo...	Tu...	W...	Th...	Fri...	Sa...	Su...	Lead Time From	Lead Time To	Min amount Total Rev	Min. amount M&E Rev.	Curre...	Min. Room	Min. F. Ro
ES...	NH Collecti...	EUROPA	Europa	01.01.2018	31.12...	High	✓	✓	✓	✓	✓	□	□	91	500	25.000,00	25.000,00	EUR		
ES...	NH Collecti...	EUROPA	Europa	01.01.2018	31.12...	Medium	✓	✓	✓	✓	✓	□	□	366	500	25.000,00	25.000,00	EUR		

Status in QT

Creator: E00000024084 | 21.03.2018 | 17:51:52

Modif.: E00000024084 | 21.03.2018 | 17:51:52

Back

Next

Status Mng.



Exit

1. **Back** – It allows us to go back in the quotation
2. **Next** –It allows us to go on in the quotation
3. **Status Management** – depending on the step in the quotation, it allow us cancel, lose or deny a MQ
 - If we have not yet created a MQ, the system will ask if we want to leave the quotation or not.

Exit ✕

Do you want to leave the quotation?

- If we have already created a MQ, the system will ask what type of cancelation we want to create

Quotation - Status Management

Employee	S&T Business Transformation	0000000435	S&T Business Tran...	AD07.ANDOR HOTEL	SPAIN
Current Status	PENDING MB CREATION	New Status	CANCEL QUOTATION		
CXL Employee	Insert employee name				
CXL Type	Reason				
Remarks					

Cancellation

Lost

Rejection

- **Cancelled: Reason** – Other – The agent doesn't want to continue with the quotation. This status will appear:

Quotation Input - Main (Edit)	Quotation Id: MQ0000000512 Booking File ID: CANCEL QUOTATION
--------------------------------------	---

- **Lost: Reason** – There no reasons available – This status will appear:

Quotation Input - Main (Modificar)	Id cotización: MQ0000000333 Booking File ID: CANCEL QUOTATION
---	--

- **Denied:** Report of DEN that we find in TMS4M. The agent denies the offer before sending to the client. This status will appear:

Quotation Input - Main (Edit)	Quotation Id: MQ0000000532 Booking File ID: CANCEL QUOTATION
--------------------------------------	---

4. Save – It allow to save the quotation in case that we had informed the services and continue later with the creation, generating an ID number

5. Exit – It allows us to leave the quotation



Quotation status

- Rev.Mng.Review:** We cannot continue with the quotation; it is compulsory to contact the Revenue Manager. We inform the HOTEL in the RM Employee field.
 (If we are managing more than one hotel, we will just inform one of the hotels and our revenue colleagues will communicate among them.)

Hotel available	<input type="checkbox"/> ESBI.VILBI	<input type="checkbox"/> ESBI.ZUBIA
Group Size/Alert	S	S
Results:	★★★★★	★★★★★
Fair type/Description		
Cancellation Policy	UPT007	UPT007
		Rev.Mng.Review

Quotation - Status Management					
Employee	S&T Business Transformation	0000000435	S&T Business Tran...	AD07.ANDOR HOTEL	SPAIN
Current Status	PENDING MB CREATION	New Status	PENDING RM VALIDATION		
RM Employee	NH Collection Grand Hotel Krasn...	0000012199	NH Collection Gran...	GENERIC	BENELUX
Follow up priority	LOW	Follow up date	30.01.2022		
Remarks					
<div> Status Hotel Change status Close </div>					

Quotation Id	Hotel	Date	Item t...	Net	Tax	Gross	Curren...	Workflow step
MQ0000287...	ESM...	03.04.2022	ROOM	12.887,20	1.288,80	14.176,00	EUR	PENVA
				2.251,35	225,15	2.476,50	EUR	PENVA
		04.04.2022		14.865,60	1.486,40	16.352,00	EUR	PENVA
				2.622,30	262,20	2.884,50	EUR	PENVA
		05.04.2022		18.451,20	1.844,80	20.296,00	EUR	PENVA
				3.294,60	329,40	3.624,00	EUR	PENVA
		06.04.2022		18.451,20	1.844,80	20.296,00	EUR	PENVA
				3.294,60	329,40	3.624,00	EUR	PENVA

In the Quotation Report Detail, the quote will be in PENVA status



In order to verify if Revenue has replied to our request, we have to consult the Quotation Report Detail and check if the status of the quotation has changed to RMVAL (RM Validated) , then we will proceed with the quotation as usually.

Quotation - Status Management

Employee

S&T Business Transformation

0000000435

S&T Business Trans... AD07.ANDOR HOTEL

SPAIN

Current Status

PENDING RM VALIDATION

New Status

Status Hotel

Change status


Close

Hotel	New Status	Employee	Follow Priority	Follow Date	CXL Type	CXL Reason	Re
ESMD.EUROB	PENDING MB CRE ^A ▼	<i>Insert employee name</i>	▼	dd.MM.yyyy	▼	▼	
ESMD.PARAV	PENDING MB CRE ^A ▼	<i>Insert employee name</i>	▼	dd.MM.yyyy	▼	▼	
ESMD.RIBER	PENDING MB CRE ^A ▼	<i>Insert employee name</i>	▼	dd.MM.yyyy	▼	▼	


Close
Save changes

Modify or display a quotation in QT

If the quotation is blocked, please open a jira in the Meetings Category and it will be unblocked.



Display Quotation



Modify Quotation

42

DDR in QT

After informing dates, hotel... one of the blocks is called DDR

Quotation Tool - Management

[Duplicate quotation](#) [Function Diary](#) [General Occu.](#) [RL Status](#) [Occu. Room Type](#) [Quotation Info](#) [Quotation Log](#) [Setup Report](#) [C4C Management](#)

Start date: 28.02.2021 End date: 01.03.2021 Hotels: ESZZ.CIOZA-ESZZ.GRAHU-ESZZ.SPORT

Room Night ↓ DDR ↓ Setup - Pax ↓ F&B Services ↓ Resources ↓

Room Night	DDR	Setup - Pax	F&B Services	Resources
Sun 28 Feb 21	<div>Level 1 10</div> <div>1-AD BB</div>	<div>Theatre 10</div> <div>Morning 08:00 14:00</div> <div>Meeting Room</div>	<div>COFFEE BRI 10</div>	<div>FLIP, SCREE 1</div>
Mon 1 Mar 21	<div></div> <div></div>	<div>Theatre 10</div> <div>Morning 08:00 14:00</div> <div>Meeting Room</div>	<div>COFFEE BRI 10</div>	<div>FLIP, SCREE 1</div>

Creator: E00000022126 | 19.02.2021 | 13:08:11

Modif.: E00000022126 | 19.02.2021 | 13:08:11

[Back](#) [Next](#) [Quote](#) [Status Mng.](#) [Exit](#)

We can select different categories of DDR depend on the country:
Premium, Standard, Superior...

We can select different types of DDR:
Full Day
Half Day
Half Day + Lunch

Quotation Tool - Management

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Start date: 14.04.2022 - End date: 15.04.2022 Hotels ESMD.EUROB

Room Night	DDR	Setup - Pax
Level 1 <input type="text" value="1"/> <input type="button" value="X"/> 1-AD <input type="text" value="BB"/> <input type="button" value="X"/>	Smart <input type="button" value="v"/> Smart Light Premium Excellent Comfort	Full day <input type="text" value="0"/> <input type="button" value="X"/> Morning <input type="text" value="08:00"/> <input type="text" value="14:00"/> Meeting Room <input type="text" value=""/> <input type="button" value="X"/>
Room Night	DDR	Setup - Pax
<input type="text" value="0"/> <input type="button" value="X"/> <input type="text" value="0"/> <input type="button" value="X"/>	<input type="text" value="0"/> <input type="button" value="X"/> <input type="text" value="00:00"/> <input type="text" value="00:00"/> <input type="button" value="X"/>	<input type="text" value="0"/> <input type="button" value="X"/> <input type="text" value="00:00"/> <input type="text" value="00:00"/> <input type="button" value="X"/>

Thu 14 Apr 22

Quotation Tool - Management

[Reporting](#)
[System](#)
[Help](#)

[Function Diary](#)
[General Occu.](#)
[RL Status](#)
[Occu. Room Type](#)
[Quotation Info](#)

Start date: 23.07.2018 - End date: 24.07.2018 Hotels DENW.DUCIT-DENW.DUCCE-DENW.DONOR

Room Night	DDR
Level 1 <input type="text" value="1"/> <input type="button" value="X"/> 1-AD <input type="text" value="BB"/> <input type="button" value="X"/>	PREMIUM <input type="button" value="v"/> FULL DAY <input type="button" value="v"/> HALF DAY HALF DAY + LUNCH
Room Night	DDR
<input type="text" value="0"/> <input type="button" value="X"/> <input type="text" value="0"/> <input type="button" value="X"/>	<input type="text" value="0"/> <input type="button" value="X"/> <input type="text" value="00:00"/> <input type="text" value="00:00"/> <input type="button" value="X"/>

Mon 23 Jul 18

DDR name	DDR ID	DDR Category ID
Light Package Full Day	0074	STANDARD
Light Package 4h ex Lunch morning	0075	
Light Package 4h ex Lunch afternoon	00751	
Light Package 4 h incl Lunch morning	0076	
Light Package 4 h incl Lunch afternoon	00761	
Smart Package Full Day	0077	PREMIUM
Smart Package 4h ex Lunch morning	0078	
Smart Package 4h ex Lunch afternoon	00781	
Smart Package 4 h incl Lunch morning	0079	
Smart Package 4 h incl Lunch afternoon	00791	
Comfort Package Package Full Day	0080	PREMIUM PLUS
Comfort Package 4h ex Lunch morning	0081	
Comfort Package 4h ex Lunch afternoon	00811	
Comfort Package 4 h incl Lunch morning	0082	
Comfort Package 4 h incl Lunch afternoon	00821	
Premium Package Full Day	0083	SUPERIOR
Premium Package 4h ex Lunch morning	0084	
Premium Package 4h ex Lunch afternoon	00841	
Premium Package 4 h incl Lunch morning	0085	
Premium Package 4 h incl Lunch afternoon	00851	
Excellent Package Full Day	0086	SUPERIOR PLUS
Excellent 4h ex Lunch afternoon	0087	
Excellent 4 h incl Lunch afternoon	0088	



This information could change by country or BU.

Old names	New names
Standard	Light
Premium	Smart
Premium Plus	Comfort
Superior	Premium
Superior Plus	Excellent

We can modify the schedule of services within the DDR

Quotation Tool - Management

[Duplicate quotation](#) [Function Diary](#) [General Occu.](#) [RL Status](#) [Occu. Room Type](#) [Quotation Info](#) [Quotation Log](#) [Setup Rep](#)

Start date: 14.04.2022 End date: 15.04.2022 Hotels ESMD.EUROB

Room Night ↓ Room Night ↓ DDR

Level 1 ↓ 1 ↓ Smart ↓ Full ↓

1-AD ↓ BB ↓

08:30 18:00

Room Night Room Night DDR

thu 14 Apr 22 0 00:00 00:00

fri 15 Apr 22 0 00:00 00:00

Creator: | |

Setup: Theatre F.Room type: From: 08:30 To: 18:00

Function Room : COFBK M

Setup: Coffee br F.Room type: From: 10:30 To: 11:00

Function Room : COFBK A

Setup: Coffee br F.Room type: From: 15:30 To: 16:00

Function Room : COFBK W

Setup: Coffee br F.Room type: From: 08:30 To: 09:00

Function Room : COFBK E

Setup: Coffee br F.Room type:

Save Cancel

We can see if this DDR is available, or we need to select a different one by checking the alerts in the Total DDR

Employee: 0000000435 **S&T Business Transformation GD:** HOTEL Center: AD07.ANDOR B... **Currency:** EUR | ☒ **Tax inclusive** | **Quotation Id** MQ0000317374 | **Booking File Id** | **Opportunity Id** | **Status** PENDING MB CREATION

Client: 0000001000 - DIRECT GUEST **Company:** **CRS:** ^

Start date: 01.05.2022 - **End date:** 02.05.2022 **Hotels** NLNH.KRASN

Hotel available ☐ NLNH.KRASN

Group Size/Alert L !

Results: ★★☆☆☆

Fair type/Description

Cancellation Policy

Total Hotel Room Rev. €61,928.00 !

Total DDR €137,500.00 !

The alert will inform you about the DDR, you can click on the pencil to get more details

Total Function Room Rev. €0.00

Total F&B Event Rev. €0.00

Total Extra Events Rev. €0.00

Total Estimated Rev. €199,428.00

Message Info

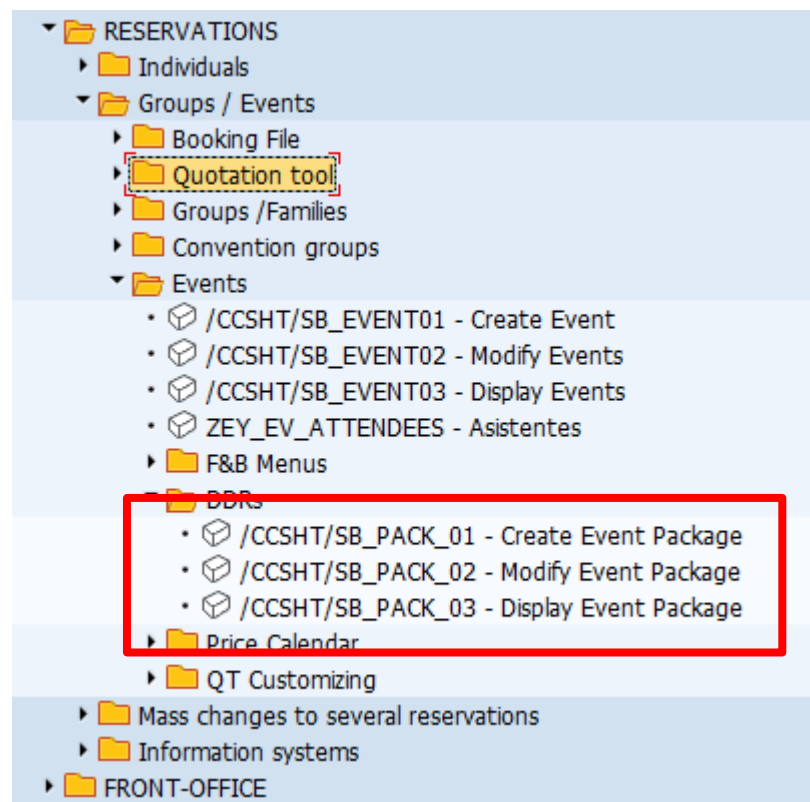
Type	Date	Description
Error	01.05.2022	Hotel NLNH.KRASN. No function rooms available setup: RESTA 01.05.2022 12:-
Error	02.05.2022	DDR: No FRooms available for setup: RESTA and F.Room type:-

Creator: E00000022126 | 28.01.2022 | 09:56:15 **Modif.:** E00000022126 | 31.01.2022 | 09:31:26

Back Status Mng. Exit

Common Configuration:

- Include Start and End times of all items: Coffee breaks, Lunches, etc.
- Include the departments of all items.
- Include the service type of all F&B Items.
- Make sure the DDR price is the correct one.
- In countries with double currency, it is compulsory to have one DDR for currency.
- The prices configured in the DDR will be the prices of the high season.



Code	DDR FULL	DDR Full Day Standard	<input checked="" type="checkbox"/> Active	Expire	31.12.2099	Simulation	
Currency	European Euro			Creation date	21.07.2016	Pax	
Start Time	09:00	Until	20:00	<input type="checkbox"/> Tax included		PAX price	0,00
Pax Min/Max	15	Until	40	<input checked="" type="checkbox"/> Editable		Total package	0,00
			<input type="checkbox"/> Group package			Total exclude	0,00
						Total	0,00

Servi...	Service Group	ID F.Room	Descrip.	Function Rooms	ServiceId	Service type	Dept.	Description	Edit	Description	Quantit	Start ti...	End time	Percentage	Price	% Total	Total pri...	E
	FUNCTION ROOM	1	Main	LOPEDEVEGA				ope de Vega		TOTAL	1	09:00	20:00	25,20	21,90	25,20	21,90	
	RESOURCE	1	Main	LOPEDEVEGA	FLIPCH		MTN	lip chart		TOTAL	1	09:00	20:00	0,00	0,00	0,00	0,00	
	RESOURCE	1	Main	LOPEDEVEGA	PS3030		MTN	antalla Prof...		TOTAL	1	09:00	20:00	0,00	0,00	0,00	0,00	
	SETUP	1	Main	LOPEDEVEGA	BOARD		MTN	BOARDROOM		TOTAL	1	09:00	20:00	0,00	0,00	0,00	0,00	
	F&B MENU	1	Main	LOPEDEVEGA	CFBRK_...	COFBRK	F&B	smooth Coff...		GUEST	1	11:00	11:30	12,66	11,00	12,66	11,00	
	F&B MENU	1	Main	LOPEDEVEGA	CFBRK_...	COFBRK	F&B	smooth Coff...		GUEST	1	16:00	16:30	12,66	11,00	12,66	11,00	
	FUNCTION ROOM	2	Share...	CERVANTES				Cervantes		TOTAL	1	14:00	15:00	0,00	0,00	0,00	0,00	
	F&B MENU	2	Share...	CERVANTES	BGR_00...	BSLNCH	F&B	Menú Corpor...		GUEST	1	14:00	15:00	49,48	43,00	49,48	43,00	
	SETUP	2	Share...	CERVANTES	BANQU		MTN	BANQUET		TOTAL	1	14:00	15:00	0,00	0,00	0,00	0,00	
														100,00	86,90	100,00	86,90	

Settings F&B and Resources (hotel tasks)

Hotel must inform and update the information of their F&B services and resources.

F&B Services:

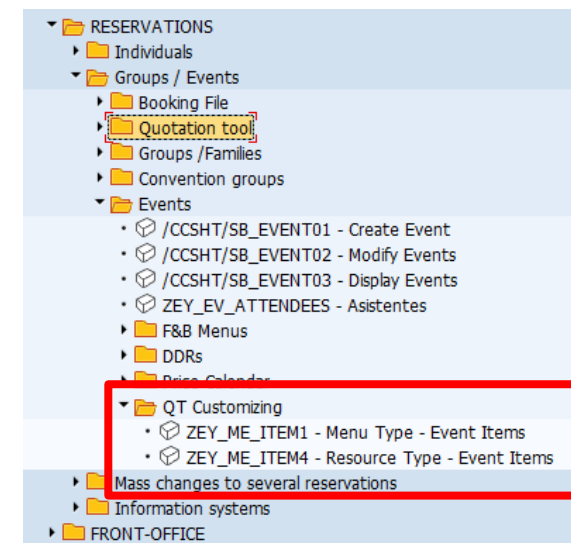
Hotel has access to modify the menus:

- ✓ If we only update the prices, we don't need to do any action.
- ✓ If we change the menu, for example from BGR_0001 to BGR_0005 we must change it in QT transaction.

Resources:







Any modification in TMS must be requested by JIRA:

- ✓ If you ask only update the prices, we don't need to do any action.
- ✓ If you ask change the resource, we must change it in QT transaction.



You will find these options

ESBA.MASTE - NH Eixample














Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu ID	Original Price	Manual Price	Currency	ID Cu.
ESBA.MASTE	01.01.2019	31.12.2019	<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"/>			<input checked="" type="checkbox"/>	0,00	EUR	5613

Inform the dates and press Intro (We recommend until 31.12.2099 and then, you avoid to change every year)

You can create period of months, menus for week-end...if you want.

ESBA.MASTE - NH Eixample

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu ID	Original Price	Manual Price	Currency	ID Cu...
ESBA.MASTE	01.01.2019	31.12.2019	<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"/>			<input checked="" type="checkbox"/>	0,00	EUR	5613

The menus informed in this transaction must have:

- 1) End date must be the same as the “Date to” in the transaction “Menu Type-Event Items” of Quotation Tool.
- 2) Sales Price must be informed.
- 3) Unclick “do not use”.
- 4) “Service type” informed (you can change in the event later).
- 5) Dishes must have price.

Menu BGR_0001 Company Menu 1

Start date 01.01.2016 End date 31.05.2018

Cost price Min. Pax 1 Concept GASTROEV ☒ Editable

Sales price 13,00 Curr. EUR Europ... Service Type BSLNCH Department F&B Food & Beverage

☒ Tax included ☐ Do not use ☐ Specific menu

Menu standard description
Until 1000 characters

Sales description
Until 1000 characters

Composition Events associated Styles

Group	Group description	D...	Dish	Rem.	Dish description	Wildcard descrpt.	Sales price	Tax incl.	Cost price
0002	Starters	1	01070925		GENERIC DISH FOOD	DISH	11,47	<input checked="" type="checkbox"/>	
0003	Main courses	2	01070925		GENERIC DISH FOOD	DISH	11,47	<input checked="" type="checkbox"/>	
0004	Desserts	3	01070925		GENERIC DISH FOOD	ICE CREAM	11,46	<input checked="" type="checkbox"/>	
0005	Beverage	4	02020190		GENERIC DISH BEVERAG...	DRINKS	8,60	<input checked="" type="checkbox"/>	

Multiple choice

Menus and resources in Quotation Tool

- ❑ “Date to” must be the same date than “end date” in menu.
This example shows us the dates are different. This setting is wrong, must be the same.

Quotation Tool – F&B

ESMD.TEPA - NH Collection Palacio de Tepa

<

ESMD.TEPA NH Collection Palacio de Tepa COLLECTION







Menu	BGR_0001	Company Menu 1	
Start date	01.01.2019	End date	31.12.2020
Cost price		Min. Pax	1
Sales price	43,00	Curr.	EUR Europ...
<input checked="" type="checkbox"/> Tax included	<input type="checkbox"/> Do not use	<input type="checkbox"/> Specific menu	Concept
			Service Type

- ❑ You can select different periods for the menus...






For example: You can inform different menus depending on weekdays or week-end, by months...

Quotation Tool – F&B

ESMD.TEPA - NH Collection Palacio de Tepa



	Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu ID
	ESMD.TEPA	01.01.2019	31.12.2099	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	BUFFE_STD	BGR_0009
	ESMD.TEPA	01.01.2019	31.12.2099	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	BUFFE_STD	BGR_0010

Quotation Tool – F&B										
ESMD.TEPA - NH Collection Palacio de Tepa										
<div>      </div>										
Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	
ESMD.TEPA	01.01.2020	30.06.2020	✓	✓	✓	✓	✓	✓	✓	
ESMD.TEPA	01.07.2020	30.09.2020	✓	✓	✓	✓	✓	✓	✓	
ESMD.TEPA	01.10.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	

Select in “menu type” column, which menu you will inform. You have three options of business menu, coffee, cocktail, buffet...

- Standard (the cheapest price)
- Advanced (middle price)
- Premium (the more expensive price)

Quotation Tool – F&B

ESMD.TEPA - NH Collection Palacio de Tepa

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu
ESMD.TEPA	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_STD	

Restrictions

Menu Type	Menu Description
BGR_ADV	BUSINESS MENU ADVANCED
BGR_PRE	BUSINESS MENU PREMIUM
BGR_STD	BUSINESS MENU STANDARD
BUFFE_ADV	BUFFET ADVANCED
BUFFE_PRE	BUFFET PREMIUM

Select the menu with the right settings and save.

Quotation Tool – F&B

ESMD.TEPA - NH Collection Palacio de Tepa

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu ID
ESMD.TEPA	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_STD	

Possible Menus (1) 14 Entries found

Restrictions

Hotel	Menu	Description	Sales price	Cur	Start date	End date	Service
ESMD.TEPA	BGR_0009	Company Menu 9	44,95	EUR	01.01.2018	31.12.2099	BSLNCH
ESMD.TEPA	BGR_0010	Company Menu 10	44,95	EUR	01.01.2018	31.12.2099	BSLNCH
ESMD.TEPA	BGR_0011	Company Menu 11	46,90	EUR	01.01.2018	31.12.2099	BSLNCH
ESMD.TEPA	BGR_0012	Company Menu 12	46,90	EUR	01.01.2018	31.12.2099	BSLNCH
ESMD.TEPA	BGR_0013	Company Menu 13	49,90	EUR	01.01.2018	31.12.2099	BSLNCH
ESMD.TEPA	CFBRK_0008	Coffee Break 8	11,95	EUR	01.01.2018	31.12.2099	COFBRK

If you have only one menu or coffee... please select this menu for the three types of menu.

ESMD.TEPA - NH Collection Palacio de Tepa

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu ID	Original Price	Manual Price	Currency	ID Cu...
ESMD.TEPA	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_STD	BGR_0009	✓	0,00	EUR	5614
ESMD.TEPA	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_ADV	BGR_0009	✓	0,00	EUR	5617
ESMD.TEPA	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_PRE	BGR_0009	✓	0,00	EUR	5618

✓ You will have probably more options of coffees, items...but we can only inform three options in this step.

✓ You can not repeat two "Menu Type". For example, you can not inform two Business Menu Advanced.

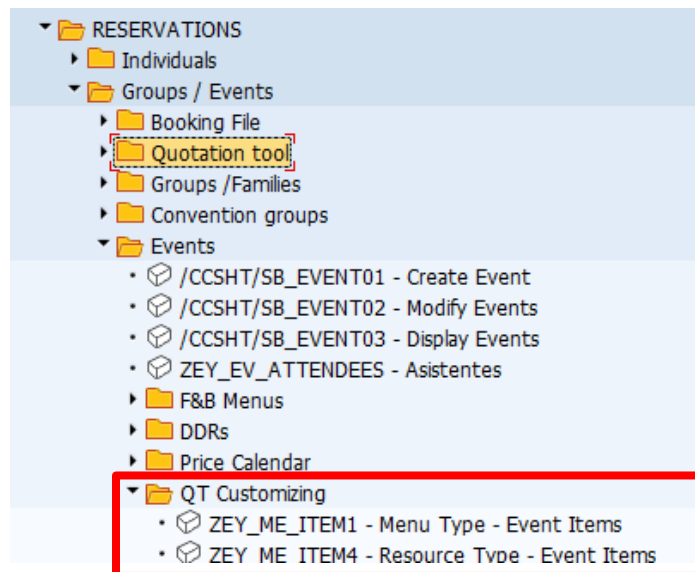
✓ You can see in this example:

•This hotel has only one business menu, but they are informed in "Menu Type" as standard, advanced and premium.

•This hotel has only two type of cocktail, but they are informed in standard, advanced and premium.

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Menu Type	Menu ID	Original Price	Manual Price	Currency	ID Cu...
ES...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_ADV	BGR_0004	✓	0,00	EUR	1639
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_PRE	BGR_0004	✓	0,00	EUR	1640
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BGR_STD	BGR_0004	✓	0,00	EUR	1641
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BUFFE_ADV	BUFFE_0002	✓	0,00	EUR	1642
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BUFFE_PRE	BUFFE_0004	✓	0,00	EUR	1643
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BUFFE_STD	BUFFE_0003	✓	0,00	EUR	1644
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	CFBRK_ADV	CFBRK_0005	✓	0,00	EUR	1645
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	CFBRK_PRE	CFBRK_0007	✓	0,00	EUR	1646
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	CFBRK_STD	CFBRK_0008	✓	0,00	EUR	1647
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	COCKT_ADV	COCKT_0002	✓	0,00	EUR	1648
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	COCKT_PRE	COCKT_0003	✓	0,00	EUR	1649
ESBA...	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	COCKT_STD	COCKT_0002	✓	0,00	EUR	1650

Resources: Reservations → Group/Events → Events → QT Customizing → Resource Type- Event Items




You will find this options. As we mentioned in the menus, we recommend until 31.12.2099 and then, you avoid to change every year.

You can create period of months. menus for week-end... if you want.

Quotation Tool – Resources

ESBA.MASTE - NH Eixample

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Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Resource Type	Recurso ID	Original Price	Manual Price	Currency	Default	ID Cu...
ESBA.MASTE	01.01.2020	31.12.2...	<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"/>			<input checked="" type="checkbox"/>	0,00	EUR	<input type="checkbox"/>	8317

Menus and resources in Quotation Tool

Select in “resource type” column, which resource you are going to inform.

Quotation Tool – Resources

ESBA.MASTE - NH Eixample

[Icons: File, Print, Add, Edit, Home, Filter, Help]

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Resource Type	Recurso
ESBA.MASTE	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓		

[Red box highlights the 'Resource Type' column header and the empty cell in the row below it.]

Possible Resource Types (1) 72 Entries found

Restrictions

[Icons: Check, Close, Home, Add, Edit, Print, Help]

Resource I	Resource Description
AN_TEL_CON	ANALOGUE TELEPHONE CONNETION
AUDIOTECH	AUDIOVISUAL TECHNICIAN
AUDIO_MIX	AUDIO MIXER
BEAMER	BEAMER

Select the resource and save.

Quotation Tool – Resources

ESBA.MASTE - NH Eixample

[Icons: File, Print, Add, Edit, Home, Filter, Help]

Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Resource Type	Recurso ID
ESBA.MASTE	01.01.2020	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BEAMER	

[Red box highlights the 'Resource Type' column header and the cell containing 'BEAMER' in the row below it.]

Possible Resources (1) 22 Entries found

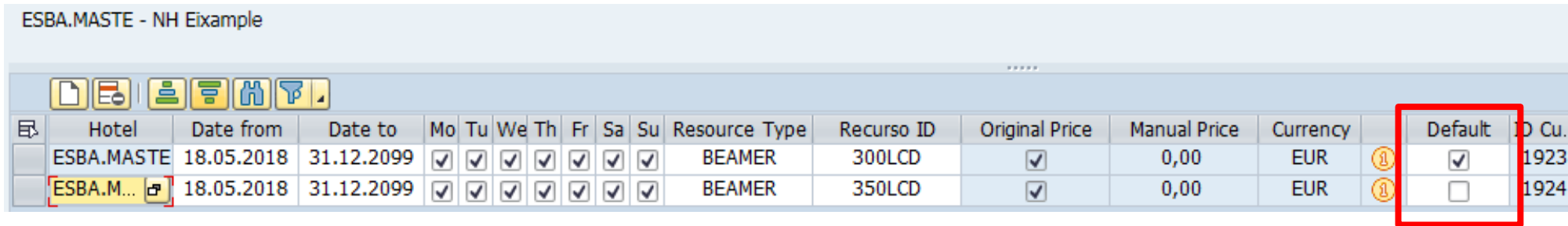
Restrictions

[Icons: Check, Close, Home, Add, Edit, Print, Help]

Hotel	Resource	Description	Sales price	Currency	Remarks
ESBA.MASTE	300LCD	3.000 lumens LCD Projector	80,00	EUR	
ESBA.MASTE	350LCD	3.500 lumens Beak Projector	170,00	EUR	
ESBA.MASTE	DIWIMC	Diadem Wireless Microphone	60,00	EUR	
ESBA.MASTE	FLIPCH	Flip chart	0,00	EUR	
ESBA.MASTE	HAWIMC	Handheld Wireless Microphone	60,00	EUR	
ESBA.MASTE	HOSDES	Hospitality Desk	0,00	EUR	
ESBA.MASTE	LAPTOA	Advance Laptop	150,00	EUR	
ESBA.MASTE	LASPO1	Laser Pointer	14,00	EUR	
ESBA.MASTE	LASPOC	Laser Pointer - Clicker	18,00	EUR	
ESBA.MASTE	LECTER	Lectern	50,00	EUR	
ESBA.MASTE	MICLES	Microphone lectern	25,00	EUR	

You can select for the same “resource type” different choices. But one of them must be selected in the column “default”,

ESBA.MASTE - NH Eixample



Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Resource Type	Recurso ID	Original Price	Manual Price	Currency	Default	ID Cu...
ESBA.MASTE	18.05.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BEAMER	300LCD	✓	0,00	EUR	✓	1923
ESBA.M...	18.05.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	BEAMER	350LCD	✓	0,00	EUR	<input type="checkbox"/>	1924

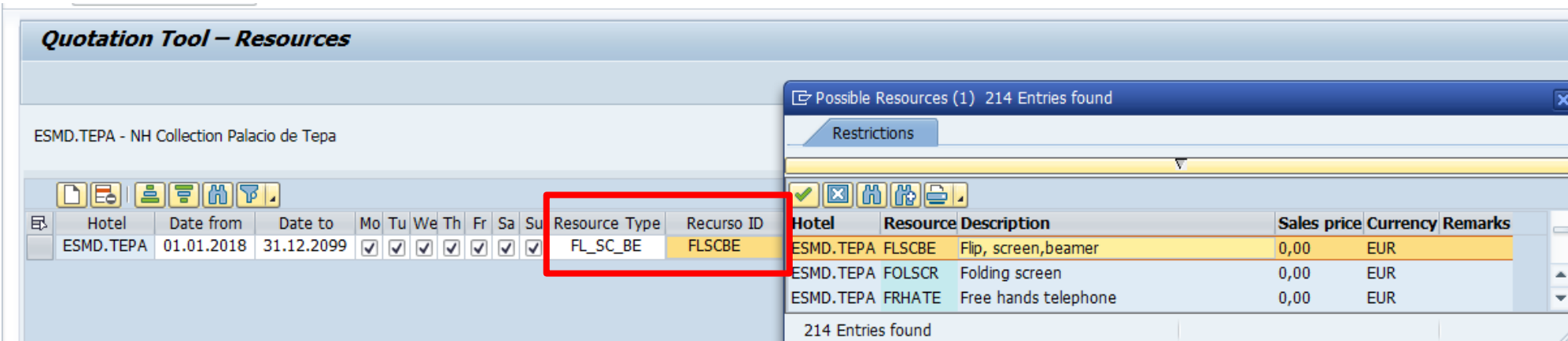
Please inform all your resources of one type. If you have 6 beamer, please inform all of them.

We don’t know the price of the resource sometimes, but the rest of resources must have price.

Please inform the resource “flip chart, screen and beamer”. You save time in QT with this resource.

Quotation Tool – Resources

ESMD.TEPA - NH Collection Palacio de Tepa



Hotel	Date from	Date to	Mo	Tu	We	Th	Fr	Sa	Su	Resource Type	Recurso ID
ESMD.TEPA	01.01.2018	31.12.2099	✓	✓	✓	✓	✓	✓	✓	FL_SC_BE	FLSCBE

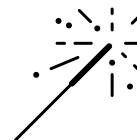
Possible Resources (1) 214 Entries found

Restrictions

Hotel	Resource Description	Sales price	Currency	Remarks
ESMD.TEPA	FLSCBE Flip, screen, beamer	0,00	EUR	
ESMD.TEPA	FOLSCR Folding screen	0,00	EUR	
ESMD.TEPA	FRHATE Free hands telephone	0,00	EUR	

214 Entries found







As much information in TMS, better options to offer to the customer in the quotation.





Menus and resources in Quotation Tool

- Select the dates, press intro and click “Original Price”.
- Select the line.
- Control + C
- Click over the White folder
- Select the new line
- Control + V







ESMD.EUROB - NH Collection Eurobuilding











	Date from	Date to	Mo	Tu	W	Th	Fr	Sa	Su	Resource Type	Recurso ID	Original Price	Default
	1.01.2018	31.12.2099	<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"/>			<input type="checkbox"/>	<input type="checkbox"/>











ESMD.EUROB - NH Collection Eurobuilding















	Date from	Date to	Mo	Tu	W	Th	Fr	Sa	Su	Resource Type	Recurso ID	Original Price	Default
	01.01.2018	31.12.2099	<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"/>			<input type="checkbox"/>	<input type="checkbox"/>
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			<input checked="" type="checkbox"/>	<input type="checkbox"/>













	Date from	Date to	Mo	Tu	W	Th	Fr	Sa	Su	Resource Type	Recurso ID	Original Price	Default
	01.01.2018	31.12.2099	<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"/>			<input type="checkbox"/>	<input type="checkbox"/>
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			<input checked="" type="checkbox"/>	<input type="checkbox"/>











	Date from	Date to	Mo	Tu	W	Th	Fr	Sa	Su	Resource Type	Recurso ID	Original Price	Default
	01.01.2018	31.12.2099	<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"/>			<input type="checkbox"/>	<input type="checkbox"/>
	01.01.20...	31.12.2099	<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"/>			<input checked="" type="checkbox"/>	<input type="checkbox"/>




All information and support
in two clicks

If you have any question or incident about Quotation Tool, please open a JIRA in the below category:


NH SUPPORT PORTAL / NH SERVICE DESK
SAP TMS (Tourism Management Suite)

Raise this request on behalf of


MARIO SAMANIEGO NAVARRO
▼

Category SAP TMS


Meetings
▼

Subcategory Meetings

M&E Quotation Tool
▼

Summary

Description *(optional)*

B *I* U A Z 

 ☰ ☷ ☹ ☰ ☷ ☹ ☰ ☷ ☹

Format ▼
🔗
🖼 ▼
√a

Business processes website.

If you need any information about QT you can find in the Business Processes Web → Trending Topics: Manual, Usage report, video, tutorial is coming...

Knowledge is power
Knowledge shared is power multiplied
Robert Noice

BLOG POSTS

WE WISH YOU ALL A VERY MERRY CHRISTMAS & HAPPY NEW YEAR!
Submitted By Organization On 22-12-2021

Business Processes

Knowledge pills & videos

LATEST SYSTEM UPDATES

TRENDING TOPICS

FRONT OFFICE BASICS

BRING VALUE TO YOUR WORK...
WE HELP YOU!

OUR NEWSLETTER

ABOUT US

SURVEYS

ARCHIVE
December 2021 (3)
November 2021 (2)

Merry Christmas
& Happy New Year!

Business Processes

Knowledge pills & videos

LATEST SYSTEM UPDATES

TRENDING TOPICS

TRENDING TOPICS

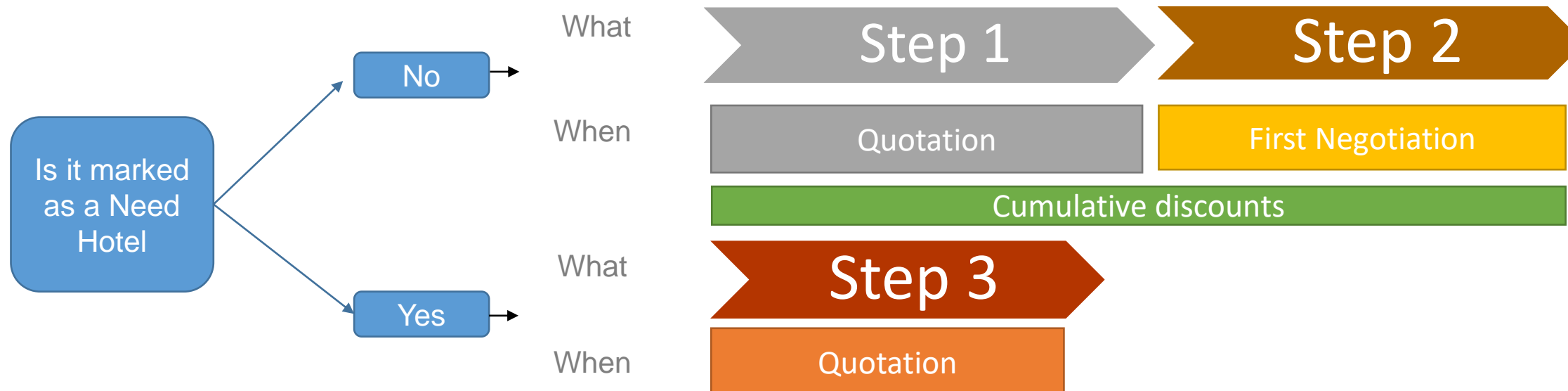
		Post date
PCI LANDING PAGE	English	22-11-2019
QUOTATION TOOL DOCUMENTATION	English	26-09-2019
CRITICAL KPFS	English	20-02-2019
ONLINE CHECK OUT (OCO)	English	10-01-2019
ONLINE CHECK IN (OCI)	English	10-01-2019
GDPR	English	08-08-2018

Title	Tags	Area	Language
Quotation Tool Manual	QUOTATION TOOL, QT Manual, QT	» HOTEL OPERATIONS FRONT OFFICE » M&E MANAGEMENT » MANUAL & GUIDE	English
Quotation Tool Menus and Resources	QUOTATION TOOL, QT Manual, QT	» HOTEL OPERATIONS FRONT OFFICE » M&E MANAGEMENT » MANUAL & GUIDE	English
KP-Training Quotation Tool SP	QUOTATION TOOL, QT Manual, QT, video	» HOTEL OPERATIONS FRONT OFFICE » M&E MANAGEMENT » MANUAL & GUIDE	Spanish
DDRs in Quotation Tool	QUOTATION TOOL, DDR	» HOTEL OPERATIONS FRONT OFFICE » M&E MANAGEMENT » MANUAL & GUIDE	English
Quotation Tool usage report	QUOTATION TOOL, QT Manual, QT	» HOTEL OPERATIONS FRONT OFFICE » M&E MANAGEMENT » MANUAL & GUIDE	English
KP-Training Quotation Tool FR	QUOTATION TOOL, QT Manual, QT, video	» HOTEL OPERATIONS FRONT OFFICE » M&E MANAGEMENT » MANUAL & GUIDE	French

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GQT BUSE Alignment

- On which moment are we starting to negotiate?



Quotation Tool - Management

[Duplicate quotation](#)
[Function Diary](#)
[General Occu.](#)
[RL Status](#)
[Occu. Room Type](#)
[Quotation Info](#)
[Quotation Log](#)
[Setup Report](#)
[C4C Management](#)

Employee: 0000012088 TEST SIN TEST GD: Center: BU: Currency: EUR | ☒ Tax inclusive | Qu

Client: 0000001000 - DIRECT GUEST Company:

Start date: 07.03.2022 - End date: 09.03.2022 Hotels ESBA.CALDE-ESBA.CONST-ESBA.NUMAN-ESBA.PODIU

Hotel available	ESBA.CONST	ESBA.NUMAN	ESBA.PODIU
Group Size/Alert	S	M	L
Results:	★★★★★	★★★★★	★★★★★
Fair type/Description			

- If Need hotel star is highlighted, it is a Need hotel, and Step 3 can be applied from the Quotation.
- In this example, the star is not highlighted, so discounts loaded on Step 1 can be applied from the Quotation, and Step 2 if the client ask for a renegotiation

Quotation Tool – Discounts



ESBA.CONST - NH Collection Constanza

Step	Hotel Priority	Meeting Priority	% Global	% Room	% DDR	% Froom	% F&B	% Other
1	High	High	0,00	0,00	0,00	0,00	0,00	0,00
1	High	Medium	0,00	0,00	0,00	0,00	0,00	0,00
1	High	Low	0,00	0,00	0,00	20,00	0,00	0,00
1	Medium	High	0,00	0,00	0,00	0,00	0,00	0,00
1	Medium	Medium	0,00	0,00	0,00	0,00	0,00	0,00
1	Medium	Low	0,00	0,00	0,00	20,00	0,00	0,00
1	Low	High	0,00	0,00	0,00	0,00	0,00	0,00
1	Low	Medium	0,00	0,00	0,00	0,00	0,00	0,00
1	Low	Low	0,00	0,00	0,00	20,00	0,00	0,00
2	High	High	0,00	3,00	0,00	3,00	0,00	0,00
2	High	Medium	0,00	3,00	0,00	3,00	0,00	0,00
2	High	Low	0,00	3,00	0,00	0,00	0,00	0,00
2	Medium	High	0,00	3,00	0,00	3,00	0,00	0,00
2	Medium	Medium	0,00	3,00	0,00	3,00	0,00	0,00
2	Medium	Low	0,00	3,00	0,00	0,00	0,00	0,00
2	Low	High	0,00	5,00	0,00	3,00	0,00	0,00
2	Low	Medium	0,00	5,00	0,00	3,00	0,00	0,00
2	Low	Low	0,00	5,00	0,00	0,00	0,00	0,00
3	High	High	0,00	3,00	0,00	5,00	0,00	0,00
3	High	Medium	0,00	3,00	0,00	5,00	0,00	0,00
3	High	Low	0,00	3,00	0,00	10,00	0,00	0,00
3	Medium	High	0,00	5,00	0,00	5,00	0,00	0,00
3	Medium	Medium	0,00	5,00	0,00	5,00	0,00	0,00
3	Medium	Low	0,00	5,00	0,00	10,00	0,00	0,00
3	Low	High	0,00	5,00	0,00	5,00	0,00	0,00
3	Low	Medium	0,00	5,00	0,00	5,00	0,00	0,00
3	Low	Low	0,00	5,00	0,00	20,00	0,00	20,00

Cumulative discount
overstep 1

Not cumulative over
any Step

Never load a discount on the % Global column.

% Other are applying to projector, flipchart, etc...
Please double check with the hotel if a discount can
be applied before doing so.

Mail to be used for RM Validations (red squared compulsory info.):

Send

From ▼ s.punal@nh-hotels.com

To REVENUE MANAGER / S

Cc

Bcc

Subject TICKET NUMBER. || HOTEL/S NAME || TOP CLIENT *if applies* || SHORT LEAD TIME *if applies* (in Subject)

Validation needed for:

DATES

MQ NUMBER	
ABBREVIATION	
N. ROOM NIGHTS	
BUDGET	
TOTAL REVENUE APROX	

Sheila Puñal
Group Sales Executive. NH Expert • GEM
SOUTHERN EUROPE
Alfonso Gómez 30-32 | 28037 Madrid | SPAIN
M. +34 663020665 | s.punal@nh-hotels.com | www.nh-hotels.com


REVENUE CONTACTS AS PER “CONTACT LIST”

Mail for requests: Nominative Revenue (Rmemail column in Contact List)

RM SLAs for RO BUSE:

- **HOT LEAD, SHORT LT: 4 BH**
If no response escalate to RRM via mail, who will get back in 2 BH.
- **NORMAL LEADS, 1HOTEL QUOTATIONS: 6 BH**
- **MULTIHOTEL QUOTATIONS: 8 BH**

❖ **GEM agents will only send mails if GQT can't be used or when**

- request is super urgent (GQT tool to be used but additional mail / call to push due to urgency)
- there are information that revenue needs to have that can't be shared via the tool (GQT to be used)
- multi Revenue Manager are involved (up to 5 hotels to be entered in GQT)
 - > GQT tool used but additional mail to cluster revenue mail address
 - > quotation name to indicate MULTI 
 - > Revenue to coordinate feedback for all requested hotels in their region
 - > quotation will be answered per region via GQT & answer additionally on the separate mail by GSO
 - > if at least one hotel is offered the quotation status has to be RM validated
 - > this should be done if only one REV region concerned by RM
 - > if more than one region or RM forgets, GEM is authorized to change status
 - > validation remarks will list only hotels RM is submitting
 - > if all hotels are rejected quotation status shall be cancel quotation
 - > further info e.g. how many RN in which hotel / different rates via remarks or per mail

- ❖ GEM to highlight quotations of importance by using following key words at the beginning of the Quotation name:

Portal fix (portals where we can only offer as requested, no other dates, hotels, seating possible)

Portal flex (portals where we can offer alternatives)

VIP

SA (= short arrival) / **Multi** (= multiple hotels from different RMs incl in quotation)

- ❖ All remarks in GQT to be in English, short & precise.

- ❖ Revenue Management commits to check open quotations 3 times a day in TMS & answer them in TMS:

in case revenue does not reply within 3-4 hours GEM to escalate the quotation via VIA A SHORT TEAMS MESSAGE to:

Sabrina Buettner & Stefan Linker

Barnabas Farkas & Silvana Moser

Miguel Carreño & Elisabet Arias

Niek Kollau

Benoît Frigiére

- ❖ In the past, only High Season & if applicable Mid Season were loaded in TMS under Function Room Strategy
- ❖ In order to reduce manual checks & receive a clearer understanding if the agent can book through or needs to check with revenue, **now ALL seasons are loaded**
- ❖ Meaning for ALL dates that GEM quotes over GQT there is a value against which the group TREV is checked

High/Mid Season

- ❖ If min revenue is achieved:
no min revenue alert -> follow regular process (see authorization process)
- ❖ If min revenue is not achieved:
additional 10% negotiation space from the min M&E revenues are allowed (to be calculated manually) **as well as 10EUR on bedroom rates**
- ❖ If still not matching:
 - either offer alternative hotel / dates where strategy fits
 - or offer requested group + additional room rental
 - or check with revenue management for denial

Low Season

- If min revenue is achieved:
no min revenue alert -> follow regular process (see authorization process)
- If min revenue is not achieved: **10EUR on bedroom rates can be reduced by GEM** if still not enough:
- either offer alternative hotel / dates where strategy fits
 - or offer requested group + additional room rental
 - or check with revenue management for denial



- ❖ If the client wants to renegotiate after GEM sends an offer, GEM can still refer to those min revenues (same logic for high/mid & low season) to understand their negotiation margin (what is the minimum revenue to be achieved for this period)
- ❖ Remember that besides the monetary (€) negotiation space you also still have the add on services to use a conversion tools

Hotel name	Function Rooms	From Date	To Date	Relevance	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Lead Time	Lead Time	Minimum	Currency	Min. Room Quantity	Min. F. Room Stay
NH Salzburg City	AL+ARI+IR	01.09.2018	31.12.2022	High	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	181	500	6.000,00	EUR		
NH Salzburg City	AL+ARI+IR	01.09.2018	31.12.2022	High	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	181	500	6.000,00	EUR		2
NH Salzburg City	AL+ARI+IR	01.09.2018	31.12.2022	High	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	46	180	3.700,00	EUR		
NH Salzburg City	AL+ARI+IR	17.09.2020	31.12.2021	Low	<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"/>		500	540	EUR		
NH Salzburg City	AL+ARI+IR	01.01.2022	31.12.2022	Low	<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"/>		29	540	EUR		
NH Salzburg City	AL+ARI+IR	01.01.2022	31.12.2022	Low	<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"/>	30	500	1.080,00	EUR		

Example

request: 20 pax DDR à € 72,50 + other F&B & technical services worth € 1.980,-- = € 3.430,-- total revenue

Request comes in for Tuesday in High Season 120days prior arrival

-> alert will appear as group value of €3.430,-- < min revenue of €3.700,-- to achieve the min revenue needed

Scenario 1: if no budget is given €3.430 + € 270 additional room rental needs to be offered or crosssell

Scenario 2: group has a budget of €3.000,-- -> GEM needs to check with revenue or deny (see process), as negotiation space is max €370 (10% of € 3.700,---) therefore €3.330 which is above budget of client

Request comes in for Tuesday in Low Season 120days prior arrival:

-> no alert will appear as group value of €3.430,-- > min revenue of €540,--

Scenario 1: if no budget is given €3.430,-- will be offered

Scenario 2: group has a budget of €3.000,-- -> GEM can offer at budget, as min revenue to be achieved is € 540,--

-> if you the group requires a break out room with only standard set up (no addit. F&B or/and technical equipment) you can offer in low season the min M&E revenue (= reduced room rental) to the client from the start if the main meeting room fullfills the strategy

-> **BE CAREFUL** – we should not „lose reputation“ by sudden extreme price reductions.

(e.g. In this example if the client says he wants to spent only €1.000 even though they already received the offer for €3.430)

-> in this case it would be better to e.g. offer a DDR with less services or if feasible a smaller meeting room

-> if in doubt check with your supervisor

- ❖ GEM will use remark field in GQT to let Revenue Management know why validation is needed
- ❖ GEM will try to stick to following abbreviations / phrases



- ❖ Same day requests need to be communicated additionally, by phone to make sure Revenue Management can answer quickly.
- ❖ Revenue Management will either accept or deny quotations, in both case remarks are mandatory for denials the denial reason & comment must fit.
- ❖ Revenue Management will try to stick to following abbreviations / phrases.

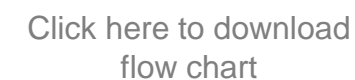


Code	Reason for RM Validation
-XX K min revenue	large request but below min M&E revenue
A fair	large request for A fair
allotment	large request call in allotment
LOS +5d	large request staying 5 days
MLOS rooms	MLOS bedrooms
MLOS mtg	MLOS meeting rooms
fair	fair period
portal CXL policies	special cxl policies / details if needed by mail
avail rooms	no availability bedrooms
avail mtg	no availability meeting rooms
avail total	no availability total
avail / check OTB	no availability but check On The Books
avail RL	no availability in rate level

Code	Reply of RM
BB	bed & breakfast
DEN / XXX	pls add denial reason
option max xx.xx.xxxx	if different option date pls provide exact date
X fair cxl	if different cxl condition pls specify if A, B or C CXL
EUR XX,-- incl/excl BB / BB EUR XX,--	pls clear indication if breakfast is incl & if not what the price is
detailed mail	a separate mail has been sent, as not all information can be put into system
commission req xx%	only if higher than regular 10%

- ✓ MLOS or min Los means Minimum Length of Stay
- ✓ We only use “Minimum Stay Through” not “Minimum Stay on Arrival”
- ✓ “Minimum Stay Through” means if e.g., MLOS2 touches a certain date, the strategy will only allow to book when the group also stay the day before or the day after. So, every booking touching this date must stay 2 nights minimum
- ✓ When a booking is for a longer period, the highest restriction during these stay dates counts
 - e.g.

Day 1	Day 2	Day 3	Day 4
no MLOS	MLOS 2	MLOS 3	MLOS 2
Group arriving Day 1, departing Day 5		-> 3 days MLOS	
Group arriving Day 1, departing Day 2		-> no MLOS	
Group arriving Day 1, departing Day 3		-> 2 days MLOS	
- ✓ GEM must also mention the highest MLOS in the contract to the client



Authorisation Process

GQT not to be used for:

- ❖ Leisure Groups
 - If LGR ITO /OTO rates are contracted but not open quote LGR ITO/OTO AD HOC rates
 - If no availability deny without consulting Revenue Management
- ❖ requests with more than 5 hotels or destinations or requests with more than 8 dates*
- ❖ BGR MECO requests that are too complex for the tool (more than 2 days, more than 3 breakouts)
 - send to revenue for quotation per mail
- ❖ Contracted rates

BGR rooms only & BGR with meeting	BGR meeting only
RL 11 is closed ➤ follow regular denial process	➤ GQT usage <u>optional</u> -> enter group in GQT & insert TREV expected under budget -> if strategy fulfilled – offer (mind authorization process) -> if strategy not matching – follow denial process -> if request is to be validated add to remarks: „M&E contract / see budget – NOT RREV/TREV“ ➤ Group too complex for GQT -> send per mail to Revenue
RL 11 is open ➤ GQT usage <u>optional</u> -> enter group in GQT & insert TREV expected under budget -> if strategy fulfilled – offer (mind authorization process) -> if strategy not matching – follow denial process -> if request is to be validated add to remarks: „M&E contract / see budget – NOT RREV/TREV“ ➤ Group too complex for GQT -> send per mail to Revenue	

* For series requests such as Poko, WAF, etc the regular MICE contract optimization process applies

If GQT is to be used, follow this authorization process:

❖ **Sizes S, M & L**

- If strategy fits it can be wuoted without checking with Revenue Management
- Small deviations up to 10% to RN available in Rate Code, min RN in selling strategies and/or min M&E revenue to strategies: agent can decide by themselves to overwrite without consulting revenue in HIGH & MID season
- Deviations of more than 10% need to be validated by revenue management (e.g. budget of client) or denied
- if min stay (MLOS) on meeting room strategy does not make sense anymore (e.g. MLOS 2 on Wednesday but Tuesday & Thursday already fully booked) agents can overwrite without consulting revenue management

❖ **Sizes XL & XXL**

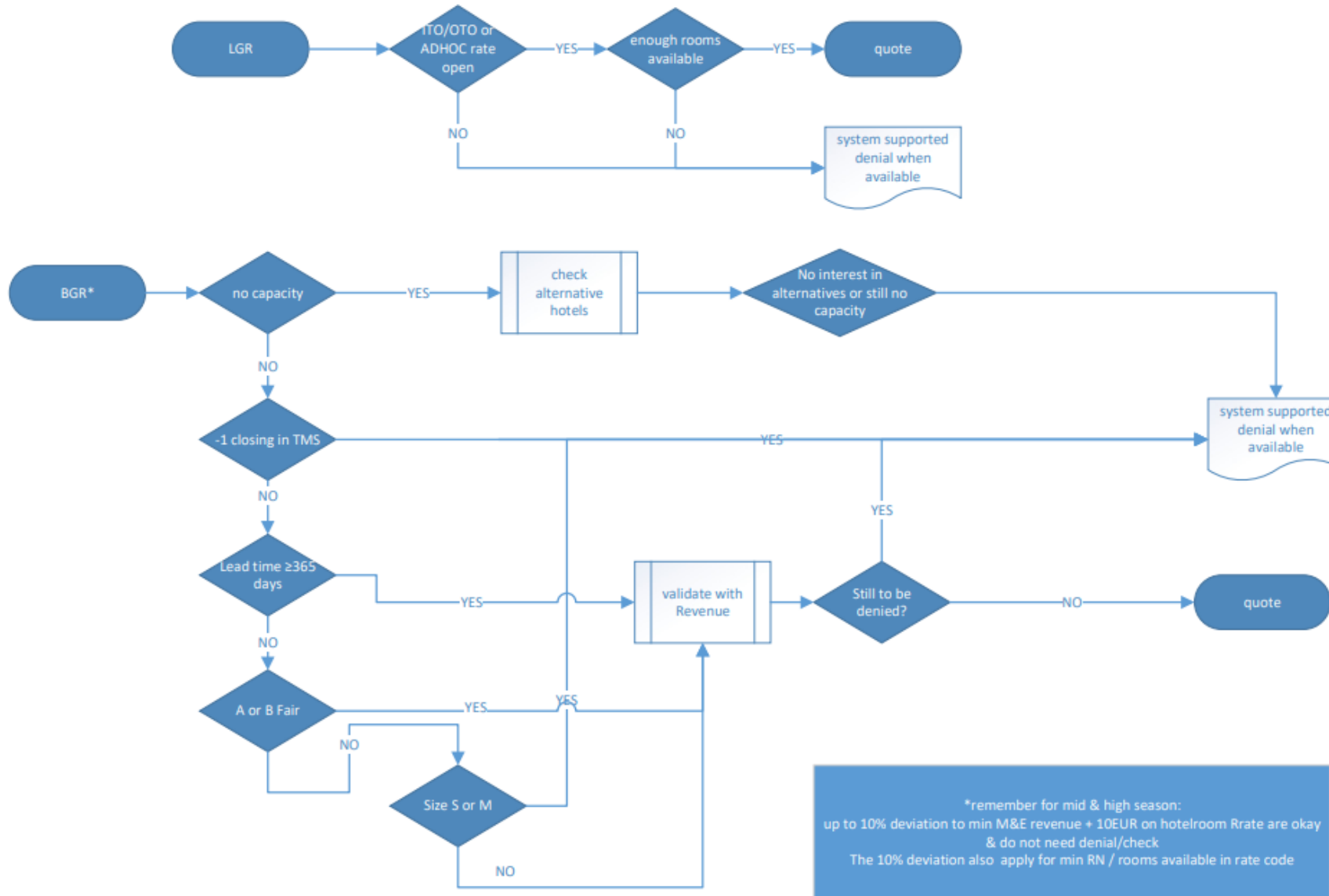
- Always to be sent for validation to Revenue Management

❖ A fair requests (all sizes) & B fair requests size M & bigger

- Always to be sent for validation to Revenue Management

❖ **Call In Allotment (fairs or MICE groups >100 delegates)**

- GEM to verify 25% guarantee for all call-in allotments during A & B fairs or for MICE group call-in allotments with more than 100 delegates
- If client agree to 25% guaranteed → above booking process applies
- If client does not agree it needs to be validated by Revenue Management



This regular process applies again
since 04.08. no covid process
anymore

click here to
download flow
chart



Denial Process

Before initiating the denial process GEM to always check alternative dates, hotels and room types

LGR

- If LGR ITO /OTO rates are not open quote LGR ITO/OTO AD HOC rates
- If no availability deny without consulting Revenue Management & track denial

BGR

- ❖ System closure -1
 - groups can be denied by GEM agent without checking with Revenue & Team Leader
- ❖ Capacity Denials
 - groups can be denied by GEM agent without checking with Revenue & Team Leader after alternative hotels have been checked
- ❖ Lead time bigger than 365days
 - Always to be sent for validation to Revenue Management
- ❖ Sizes S, M for all seasons except A & B fair
 - groups can be denied by GEM agent without checking with Revenue & Team Leader
- ❖ L, XL & XXL + all A & B fair requests regardless of sizes
 - Always to be sent for validation to Revenue Management
 - RM internally needs to have XXL denials checked by RDRM (no GEM to do here)



This regular process applies again
since 04.08. no covid process
anymore

❖ **Always under the conditions that the current OTB situation allows an extension**
For requests during A fairs Revenue should be involved directly for the 2-extension request

❖ **groups lead time less than 1 month / 30 days:**

first option duration 5 working days

-> GEM agent can extend once by **5 days**

-> for further extension team leader to decide or if needed revenue to be involved

❖ **groups lead time less than 4 months / 120 days:**

first option duration **2 weeks**

-> GEM agent can extend once by **2 weeks**

-> for further extension team leader to decide or if needed revenue to be involved

❖ **groups lead time more than 4 months / 120 days:**

first option duration 2 weeks

-> GEM agent can extend **twice by** 2 weeks

-> for further extension team leader to decide or if needed revenue to be involved



**In any case ALWAYS
note the reason for
extension in BF
speech remarks!**

In order to get the fastest response by Revenue Management
pls contact them according to the RM contact list column AC (currently last column)

Pls ignore the title – this mail mentioned here is the generic revenue mail per region that
will be checked always regardless on who is on hiloday/furlough



A	B	C	AC
CenterCode	HotelName	HotelCommercialName	New Email for LGR
186	NH Frankfurt Villa	NH Frankfurt Villa	revenue.frankfurt@nh-hotels.com
187	NH Frankfurt Airport	NH Frankfurt Airport	revenue.frankfurt@nh-hotels.com
188	NH Frankfurt Airport West	NH Frankfurt Airport West	revenue.frankfurt@nh-hotels.com
208	NH Amsterdam Noord	NH Amsterdam Noord	revenue.amsterdam@nh-hotels.com
209	NH Caransa	NH Amsterdam Caransa	revenue.amsterdam@nh-hotels.com
210	NH Schiller	NH Amsterdam Schiller	revenue.amsterdam@nh-hotels.com
211	NH Collection Doelen	NH Collection Amsterdam Doelen	revenue.amsterdam@nh-hotels.com
213	NH Museum Quarter	NH Amsterdam Museum Quarter	revenue.amsterdam@nh-hotels.com
214	NH City Centre	NH City Centre Amsterdam	revenue.amsterdam@nh-hotels.com
215	NH Amsterdam Centre	NH Amsterdam Centre	revenue.amsterdam@nh-hotels.com
216	NH Collection Barbizon Palace	NH Collection Amsterdam Barbizon Palace	revenue.amsterdam@nh-hotels.com
217	NH Schiphol Airport	NH Amsterdam Schiphol Airport	revenue.amsterdam@nh-hotels.com
218	NH Collection Grand Hotel Krasnapolsky	NH Collection Amsterdam Grand Hotel Krasnapolsky	revenue.amsterdam@nh-hotels.com
243	NH Maastricht	NH Maastricht	Revenue.Netherlands@nh-hotels.com
257	NH Frankfurt Mörfelden Conference Center	NH Frankfurt Mörfelden Conference Center	revenue.frankfurt@nh-hotels.com
258	NH Frankfurt Niederrad	NH Frankfurt Niederrad	revenue.frankfurt@nh-hotels.com
290	NH Collection Frankfurt City	NH Collection Frankfurt City	revenue.frankfurt@nh-hotels.com
372	NH Amsterdam Zuid	NH Amsterdam Zuid	revenue.amsterdam@nh-hotels.com
460	NH Frankfurt Messe	NH Frankfurt Messe	revenue.frankfurt@nh-hotels.com
491	Nhow Amsterdam Rai	Nhow Amsterdam Rai	revenue.amsterdam@nh-hotels.com

THANKS!

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