



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



GASTROEV CONCEPT
BILLING VS. PRODUCTION

BUSINESS PROCESSES
OPERATIONS
OCTOBER 2022

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DIFFERENCE BETWEEN BILLING CONCEPT AND REVENUE CONCEPT

Billing concept:

The one that appears in the folio and in the printed invoice. Its purpose is the grouping of concepts so that the detail does not come out on the customer's invoice.

Revenue concept:

The one that appears in the Revenue report of the hotel within its corresponding nature.

Examples:

Billing concept: BB

Revenue concept: BKFS

Charge loc	Reserv. ty	Type	Folio	Room order	Concept	Concept description	Revenue da
15501747	Events	Bill	2		ROOM	Habitación	18.05.2017
15501747	Events	Rev.	2		ROOM		18.05.2017
15501747	Events	Bill	2		BB	Alojamiento y desayuno	18.05.2017
15501747	Events	Rev.	2		BKFS		18.05.2017
15501747	Events	Bill	2		BB	Alojamiento y desayuno	18.05.2017
15501747	Events	Rev.	2		BKFS		18.05.2017
15501747	Events	Bill	2		ROOM	Habitación	19.05.2017

Billing concept: GASTROEV

Revenue concept: MENF and MENB

Charge loc	Reserv. ty	Type	Folio	R	Concept	Concept description
15501747	Events	Bill	2	5	GASTROEV	Coffee Break Classic
15501747	Events	Rev.	2		CFBR	
15501747	Events	Bill	2	6	GASTROEV	Menu de Negocio 3
15501747	Events	Rev.	2		MENF	
15501747	Events	Rev.	2		MENB	

HOW TO CHECK GASTROEV REVENUE IN THE FUTURE

TRANSACTION

SAP Menu → INFORMATION SYSTEMS → Management reports → Revenue report (/CCSHT/REVENUE_REP)

Revenue Report									
Chain code	Conc. Fam.	Id Concept	ID	Σ Occu.Rooms	Σ Pax Quant.	Σ Num.Charg.	Σ	Gross revenue	Σ
MICE	MICE	AUDV	Audiovisual Services	0	0	549		19.842,99	
MICE				0	0	1.267		52.229,59	
F&B	F&B	UPSB	Upselling Breakfast	0	0	8		112,48	
	F&B	MENF	Menu Food	0	0	3.975		50.864,97	
	F&B	MENB	Menu Beverage	0	0	2.862		1.799,61	
	F&B	MEBH	Menu Beverage high VAT	0	0	788		525,06	
	F&B	GASTROEV	F&B Events	0	0	170		566,04	
	F&B	DINF	Dinner Board Food	0	0	2.155		8.334,47	
	F&B	DINB	Dinner Board Beverage	0	0	26		43,51	
	F&B	DIBH	Dinner Board Beverage high VAT	0	0	56		154,49	
	F&B	CTGF	Catering Food	0	0	8		35,82	
	F&B	CTGB	Catering Beverage	0	0	6		25,48	
	F&B	CKTF	Cocktail Food	0	0	367		2.552,55	
	F&B	CFBR	Coffee Break	0	0	4.621		29.706,61	
	F&B	BQTF	Banquet Food	0	0	6		0,00	
	F&B	BQTB	Banquet Beverage low VAT	0	0	3		0,00	
	F&B	BQBH	Banquet Beverage high VAT	0	0	21		38,84	
	F&B	BKFS	Breakfast	0	0	4.822		47.363,59	
	F&B	BABH	Bar Beverage high VAT	0	0	16		33,12	
F&B				0	0	19.910		142.156,64	
EXTRAS	EXTRA	RCLX	Room cancellation fee	0	0	5		418,50	
	EXTRA	OTHI	Others Tax high VAT	0	0	4		34,96	
	EXTRA	OTH0	Others Tax 0%	0	0	15		231,90	
	EXTRA	MPA2	Member Pass Low Vat	0	0	6		609,58	
EXTRAS				0	0	30		1.294,94	



TRANSACTION

SAP Menu → INFORMATION SYSTEMS → Management reports → TMS Reservations: Production info (ZPROD_INFO)

SELECTION CRITERIA

DATA SHOWN

The right thing would be that this report with that filter did not show any results.

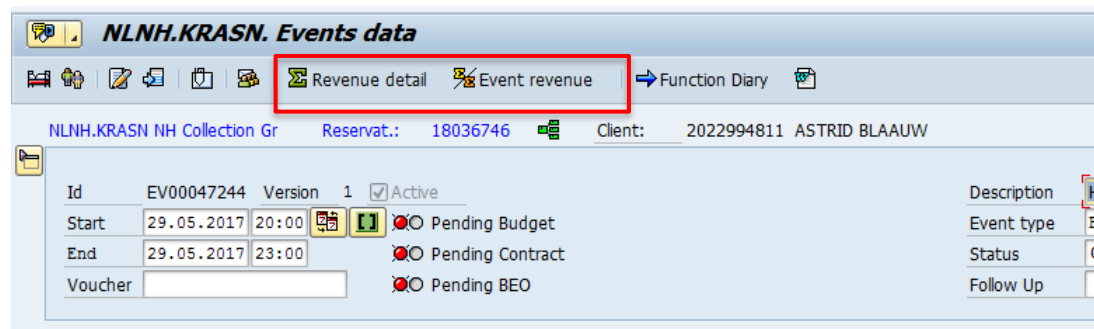
TMS Reservations: Production info			
 			
Hotel	NLNH.KRASN	to	
Reservation No.		to	
Service production date	17.05.2017	to	31.12.2017
Concept identifier	GASTROEV	to	
Main Customer		to	

Hotel name	Reservati...	Main Custo...	Name 1	Concept	Description	Producti...	Σ Quantity	Σ	Price
NH Collection Gra	18036746	022994811	ASTRID BL...	GASTROEV	F&B Events	29.05.2...	58		0,00
	180367...						58		0,00
NH Collection Gra	18036800	100002105	DYNAMIC ...	GASTROEV	F&B Events	27.10.2...	8		11,25
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	26.10.2...	10		27,86
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	27.10.2...	15		26,24
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	27.10.2...	15		26,24
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	27.10.2...	15		26,24
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	20		31,48
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	20		29,09
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	20		41,25
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	40		0,00
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	12		0,00
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	20		29,09
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	40		56,15
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	8		38,92
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	12		42,46
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	20		24,42
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	35		36,57
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	20		29,09
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	10		21,04
NH Collection Gra		100002105	DYNAMIC ...	GASTROEV	F&B Events	28.10.2...	15		26,24



HOW TO CHECK WHERE THE REVENUE IS IN GASTROEV WITHIN AN EVENT

We must go to the *Billing and revenue detail* of the Event or Total:



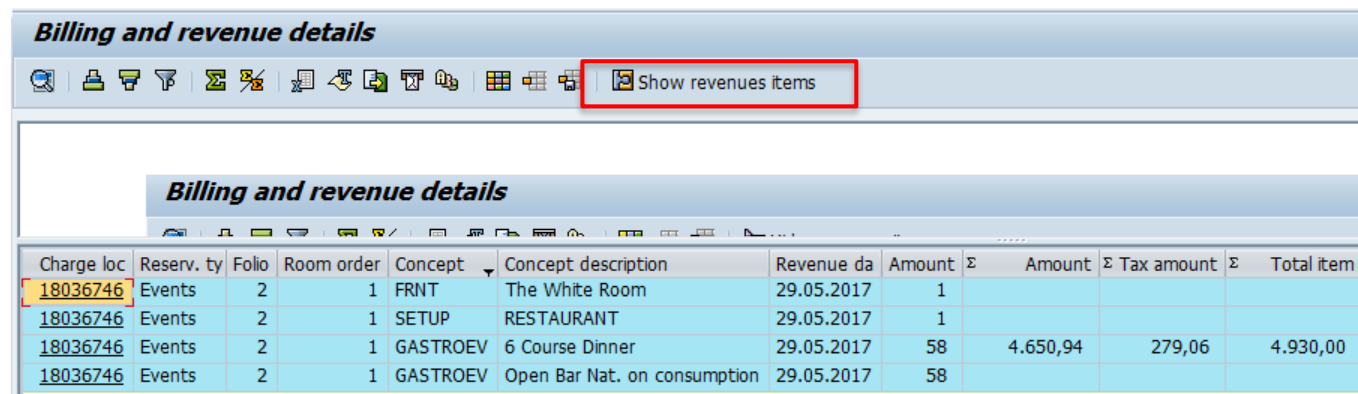
NLNH.KRASN. Events data

Revenue detail Event revenue Function Diary

NLNH.KRASN NH Collection Gr Reservat.: 18036746 Client: 2022994811 ASTRID BLAAUW

Id EV00047244 Version 1 ☒ Active Description Hu
Start 29.05.2017 20:00 ☐ ☐ Pending Budget Event type BA
End 29.05.2017 23:00 ☐ Pending Contract Status Co
Voucher ☐ Pending BEO Follow Up

And select the option *View revenue items*



Billing and revenue details

Show revenues items

Billing and revenue details

Charge loc	Reserv. ty	Folio	Room order	Concept	Concept description	Revenue da	Amount	Σ	Amount	Σ	Tax amount	Σ	Total item
18036746	Events	2	1	FRNT	The White Room	29.05.2017	1						
18036746	Events	2	1	SETUP	RESTAURANT	29.05.2017	1						
18036746	Events	2	1	GASTROEV	6 Course Dinner	29.05.2017	58		4.650,94		279,06		4.930,00
18036746	Events	2	1	GASTROEV	Open Bar Nat. on consumption	29.05.2017	58						

HOW TO CHECK WHERE THE REVENUE IS IN GASTROEV WITHIN AN EVENT

So, we will see if any revenue item has the GASTROEV concept instead of MENB, MENF, CFBR...

Event EV00047244. 18036746 Status Confirmed									
Charge loc	Reserv. ty	Type	Folio	Room order	Concept	Concept description	Revenue da	Amount	Σ
18036746	Events	Bill	2		PPWI	Invoice No 4218118630	11.07.2016	1	
18036746	Events	Rev.	2		PPWI		11.07.2016	1	
18036746	Events	Bill	2		PPWI	4218118630	11.07.2016	1-	
18036746	Events	Rev.	2		PPWI		11.07.2016	1-	
18036746	Events	Bill	2		PPWI	Invoice No 4218203841	16.05.2017	1	
18036746	Events	Rev.	2		PPWI		16.05.2017	1	
18036746	Events	Bill	2		PPWI	4218203841	16.05.2017	1-	
18036746	Events	Rev.	2		PPWI		16.05.2017	1-	
18036746	Events	Bill	2	1	FRNT	The White Room	29.05.2017	1	
18036746	Events	Rev.	2		FRNT		29.05.2017	1	
18036746	Events	Bill	2	1	SETUP	RESTAURANT	29.05.2017	1	
18036746	Events	Rev.	2		SETUP		29.05.2017	1	
18036746	Events	Bill	2	1	GASTROEV	6 Course Dinner	29.05.2017	58	
18036746	Events	Rev.	2		BQTF		29.05.2017	58	
18036746	Events	Rev.	2		BQTB		29.05.2017	58	
18036746	Events	Rev.	2		BQBH		29.05.2017	58	
18036746	Events	Bill	2	1	GASTROEV	Open Bar Nat. on consumption	29.05.2017	58	
18036746	Events	Rev.	2		GASTROEV		29.05.2017	58	

In this case, the 6 Course Dinner is correct, but the Open Bar is producing in GASTROEV.

HOW TO DELETE REVENUE IN GASTROEV IN A FUTURE EVENT

We must check in the menus why the revenue is in GASTROEV.

This will happen if:

- The menu is priced 0,00.
- Some of the dishes or all are priced 0,00.
- The sum of the price of the dished does not match the price of the menu.

In any case, we must correct the menu to prevent that revenue from being generated.

Menu: ITEM_0002, Item 2

Start date: 01.01.2016, End date: 31.12.2020

Cost price: 0,00, Min. Pax: 1

Sales price: 0,00, Curr.: EUR Europ...

Concept: GASTROEV, Editable: ☐

Service Type: GALDIN, Department: F&B Food & Beverage

☒ Tax included, ☐ Do not use, ☐ Specific menu

Menu standard description:
Sales description:

Composition | Events associated | Styles

Group	Group description	D...	Dish	Rem.	Dish description	Wildcard descript.	Sales price	Tax incl.	Cost price
0005	Beverage		0 02020191		GENERIC DISH BEVERAG...		100,00	<input checked="" type="checkbox"/>	

HOW TO COMMISSION THE F&B IN AN EVENT

FROM THE BOOKING FILE:

We will indicate the commission type and the percentage in the left side and the concepts to be commissioned, with the restrictions of % (if applicable), in the right side.

Commission Type	Concept	Description	% Mal...	CRS %	Destination
Concept group	F&B MICE.	F&B MICE			Events
Concept	BKOU	Book Out			Reservations
Concept	ROOM	Room			Reservations

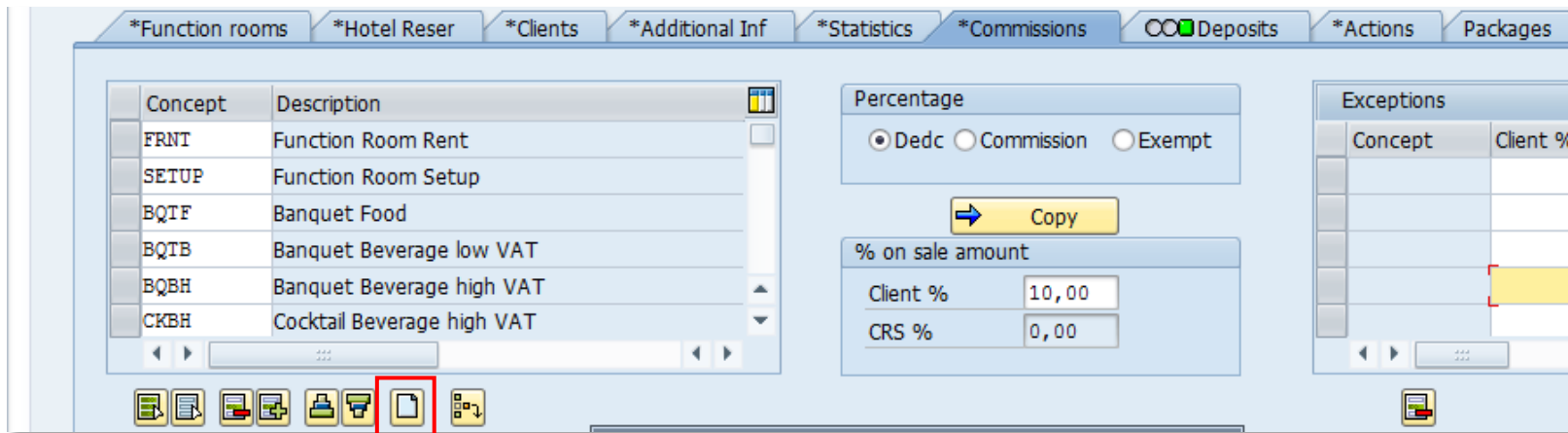


If we select *Concept group* in the dropdown and the *F&B MICE* concept, all F&B revenue concepts will be transferred, whether or not they are booked.

HOW TO COMMISSION THE F&B IN AN EVENT

FROM THE EVENT:

Situation 1: Commissions have been transferred from MB



We must check if everything is applying correctly ([Slide 13](#)).

In case any concept should be commissioned but it is not, we will manually add it to the concept list with the “Create” icon.

HOW TO COMMISSION THE F&B IN AN EVENT

FROM THE EVENT:

Situation 2: Commissions will be entered directly into the Event

*Function rooms *Hotel Reser *Clients *Additional Inf *Statistics *Commissions COO Deposits *Actions Packages Routing and Charges Fixed charges

Concept	Description
FRNT	Function Room Rent
SETUP	Function Room Setup
BQIF	Banquet Food
BQTB	Banquet Beverage low VAT
BQBH	Banquet Beverage high VAT
GASTROEV	F&B Events

Percentage
☒ Dedc ☐ Commission ☐ Exempt

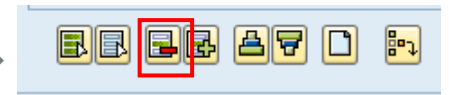
Copy

% on sale amount
Client % 10,00
CRS % 0,00

Concept	Client %	CRS %
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We must check if everything is applying correctly ([Slide 13](#)).

In case any concept should not be commissioned, we will select the line and delete it with the icon “Delete Row” →



HOW TO COMMISSION THE F&B IN AN EVENT

After reviewing the Commissions tab, we **ALWAYS** must go to the *Billing and revenue detail* to check if all revenue items have their commission applied correctly (expected or discounted).

ESMD.EUROB. Events data

Revenue detail | Event revenue

ESMD.EUROB NH Collection Eu Reservat.: 29242608 Client: 1000026252 VIAJES PACIFICO SA Amounts Curr. European Euro

Id EV00291876 Version 1 ☒ Active Description COVENCION PREVENTIVA GRUPO PACIFICO

Start 26.05.2017 06:00 ☐ Pending Budget Event type MEETS Meetings

Select the option *View revenue items*:

Billing and revenue details

HOW TO COMMISSION THE F&B IN AN EVENT

So, we will see if any of the **Revenue** concepts does not have its commission/deduction applied:

Billing and revenue details

Event: EV00291876. 29242608
Status: Confirmed

Charge loc	Reserv. type	Type	Folio	Room order	Concept	Concept description	Revenue da	Amount	Σ Revenue a...	Σ Amount	Σ Tax amount	Σ Total item	Cur	D/C	% Com	Comm
29242608	Events	Rev.	2		FRNT		27.05.2017	1	2.500,00				EUR	COM	10,00	
29242608	Events	Bill	2	3	FRNT	Madrid 3	27.05.2017	1		990,00	207,90	1.197,90		COM	10,00	990
29242608	Events	Rev.	2		FRNT		27.05.2017	1	990,00					COM	10,00	
29242608	Events	Bill	2	5	FRNT	Madrid 4	27.05.2017	1		990,00	207,90	1.197,90		COM	10,00	990
29242608	Events	Rev.	2		FRNT		27.05.2017	1	990,00					COM	10,00	
29242608	Events	Bill	2	7	GASTROEV	SMOOTH COFFEE 2017	27.05.2017	120		1.440,00	144,00	1.584,00				1.440
29242608	Events	Rev.	2		CFBR		27.05.2017	120	1.440,00							
29242608	Events	Bill	2	8	GASTROEV	SMOOTH COFFEE 2017	26.05.2017	120		1.440,00	144,00	1.584,00				1.440
29242608	Events	Rev.	2		CFBR		26.05.2017	120	1.440,00							
29242608	Events	Bill	2	12	GASTROEV	BUFFET STANDARD 2017	26.05.2017	120		5.280,00	528,00	5.808,00		COM	10,00	5.280
29242608	Events	Rev.	2		MENF		26.05.2017	120	4.224,00					COM	10,00	
29242608	Events	Rev.	2		MENB		26.05.2017	120	1.056,00					COM	10,00	
29242608	Events	Bill	2	13	GASTROEV	BUFFET STANDARD 2017	27.05.2017	120		5.280,00	528,00	5.808,00		COM	10,00	5.280
29242608	Events	Rev.	2		MENF		27.05.2017	120	4.224,00					COM	10,00	
29242608	Events	Rev.	2		MENB		27.05.2017	120	1.056,00					COM	10,00	
29242608	Events	Bill	2	14	GASTROEV	BARRA LIBRE 3 HORAS	26.05.2017	120		1.200,00	120,00	1.320,00		COM	10,00	1.200

✓ In this example, the FRNT, MENF and MENB concepts would have its correct deduction.

✗ But CFBR concept would not.

THANKS!

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