



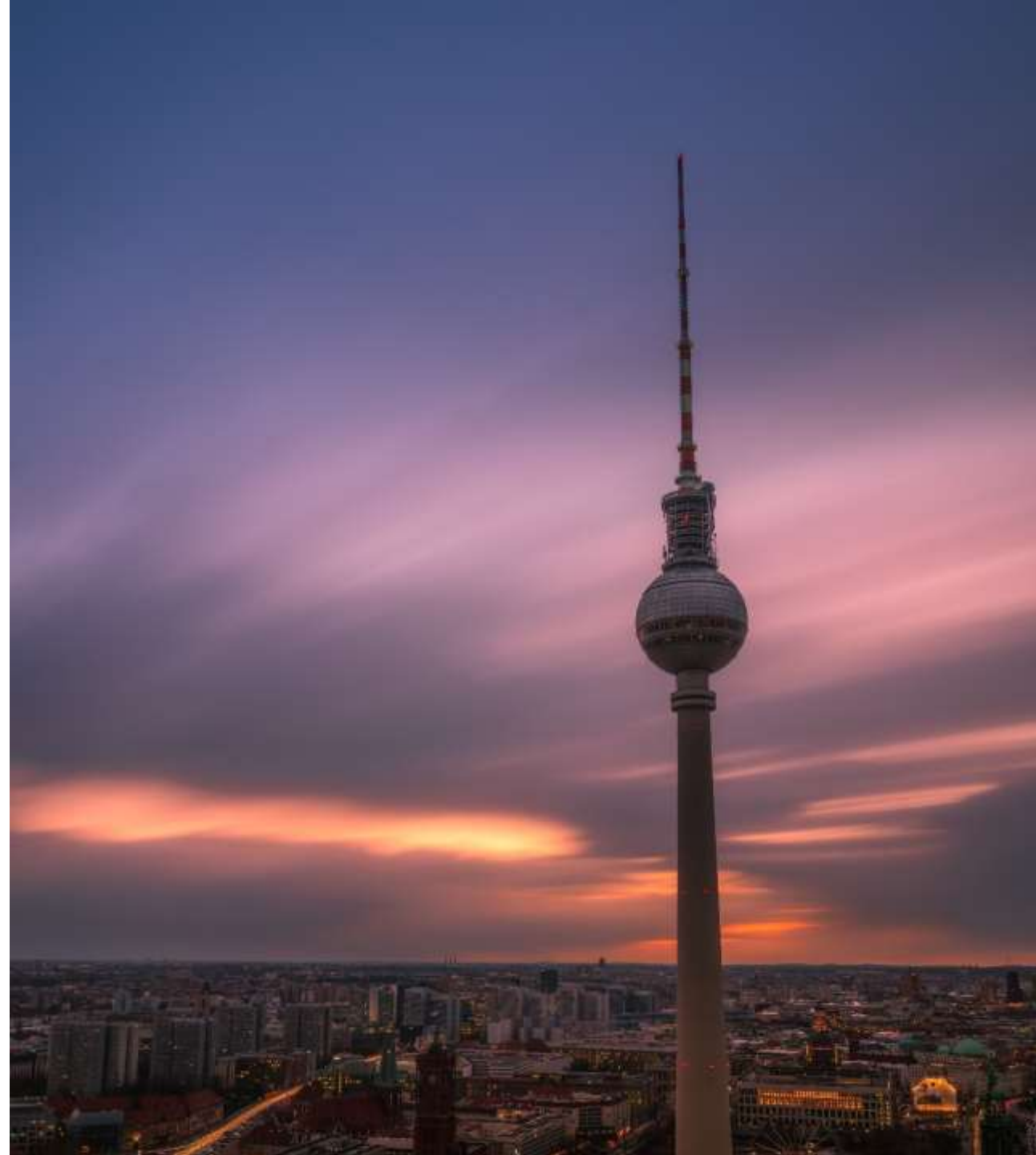
**MEJOR PLANIFICACIÓN
MAYOR ÉXITO**

QUIÉNES
SOMOS



QUIÉNES SOMOS | LA EMPRESA

- Fundada en 2003 en Berlín
- 50 hoteleros & desarrolladores
- Equipo de soporte y desarrollo en las oficinas centrales en Berlín
- Oficinas en España y Canadá
- Software especializado en soluciones para hoteles



FAIRMAS | NUESTRAS SOLUCIONES BI

- Planificación financiera y Controlling
- Gestión de datos e informes
- PickupTracking
- Informes financieros para inversores



FAIRMAS | LISTO PARA USAR

- El software BI de **planificación financiera y reportes** estandarizados para hoteles:
 - Plan de Cuentas (e.j. USALI)
 - KPIs y fórmulas predefinidas
 - Segmentación de Mercado





CLIENTES



NUESTROS CLIENTES | ¿DÓNDE SE ENCUENTRAN?

+5,000

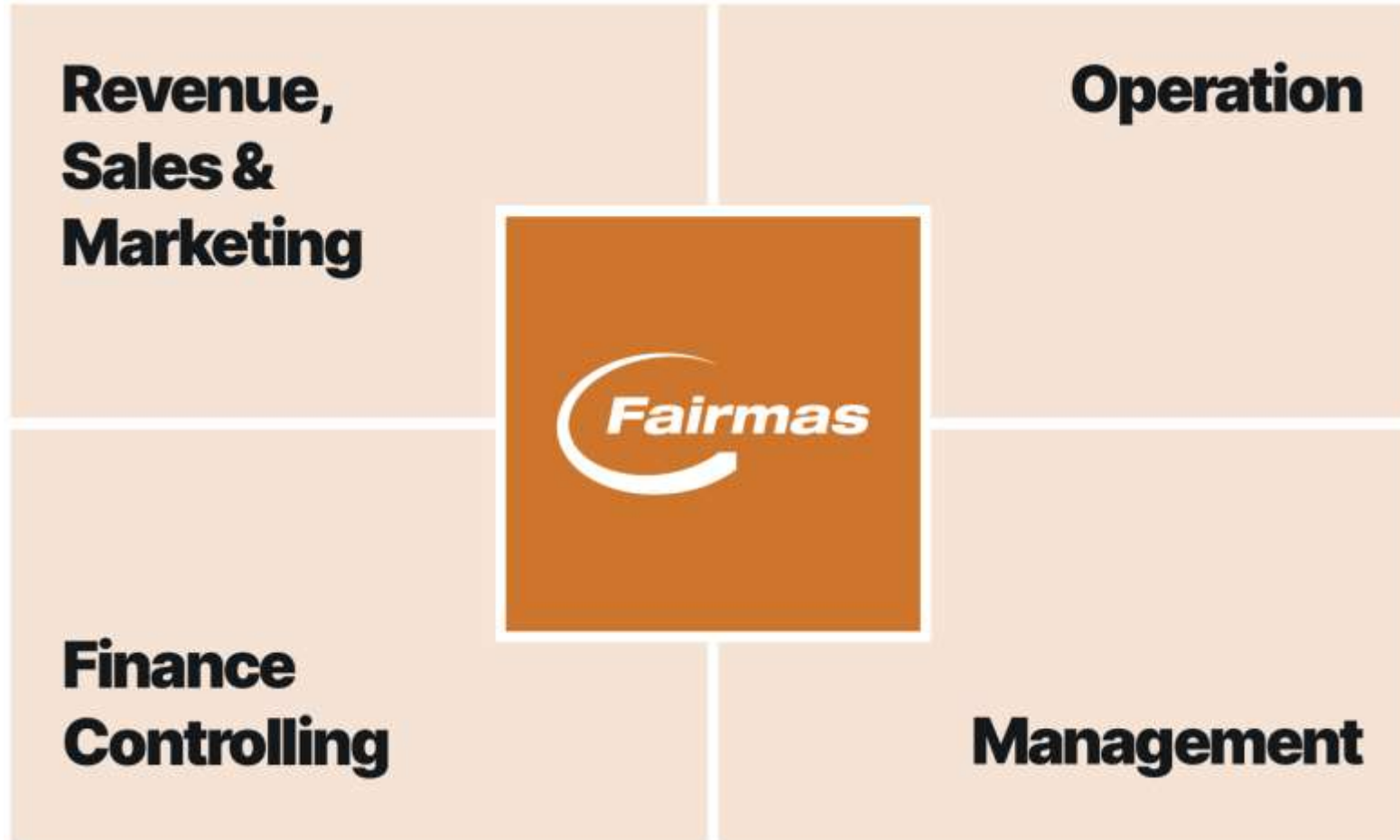
Clientes

+17,000

Usuarios

En todo el mundo

INTERDISCIPLINAR | PLATAFORMA COLABORATIVA



A NIVEL CORPORATIVO | GRUPO HOTELERO



NUESTROS CLIENTES | ¿QUIÉN SON?























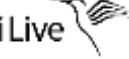

















Hoteles
Independientes

Gestores

Cadenas
hoteleras

Propietarios
e inversores

NUESTROS CLIENTES | UNA SELECCIÓN

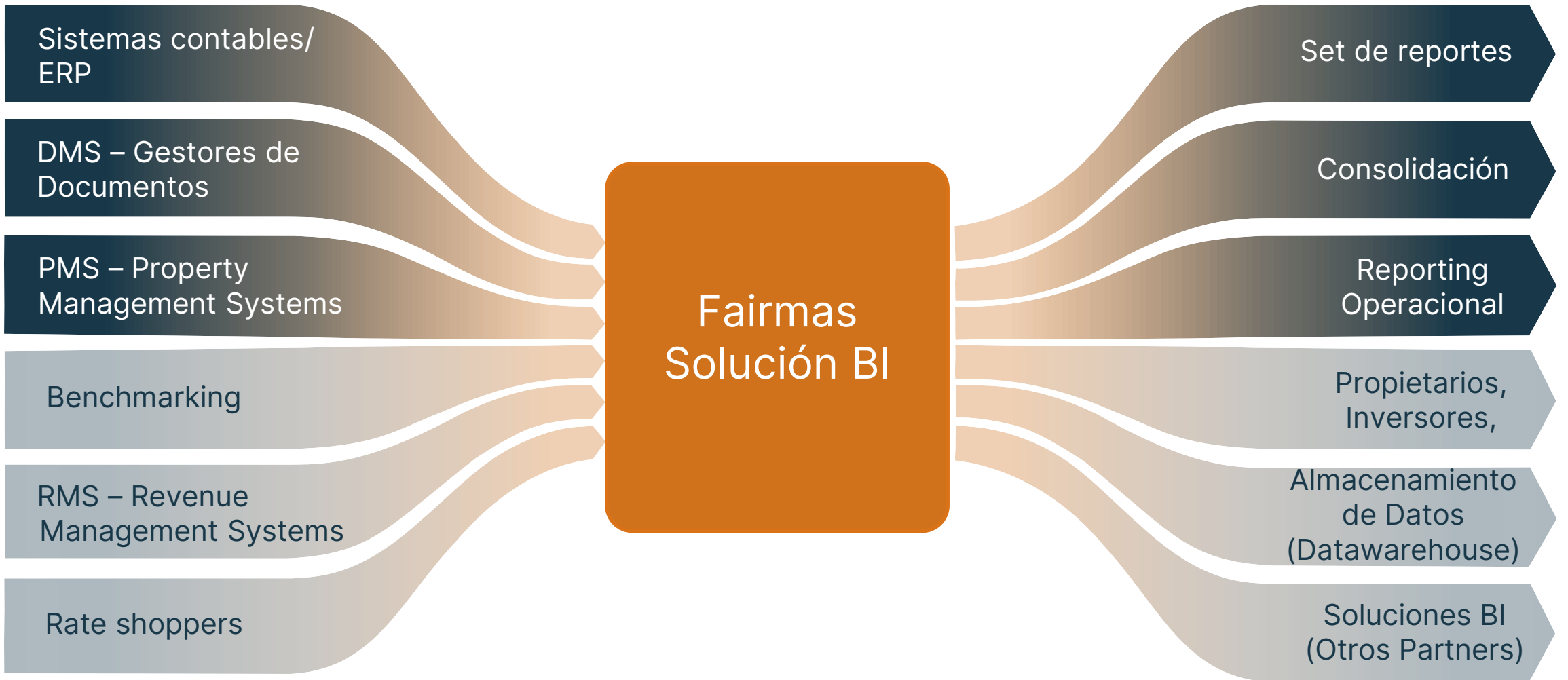
 854 Instalaciones	 173 Instalaciones	 120 Instalaciones	 106 Instalaciones	 76 Instalaciones
 312 Instalaciones	 44 Instalaciones	 26 Instalaciones	 42 Instalaciones	 64 Instalaciones
 45 Instalaciones	 24 Instalaciones	 25 Instalaciones	 22 Instalaciones	 19 Instalaciones
 14 Instalaciones	 17 Instalaciones	 7 Instalaciones	 5 Instalaciones	 1 Instalación
 18 Instalaciones	 21 Instalaciones	 58 Instalaciones	 31 Instalaciones	 14 Instalaciones
 32 Instalaciones	 18 Instalaciones	 14 Instalaciones	 13 Instalaciones	 5 Instalaciones
 35 Instalaciones	 14 Instalaciones	 21 Instalaciones	 4 Instalaciones	 10 Instalaciones
 10 Instalaciones	 3 Instalaciones	 4 Instalaciones	 4 Instalaciones	 1 Instalación



INTEGRACIONES

3

INTEGRACIONES | ENTORNO IT



INTEGRACIONES | ESTADÍSTICAS

70+

Interfaces
disponibles

30+

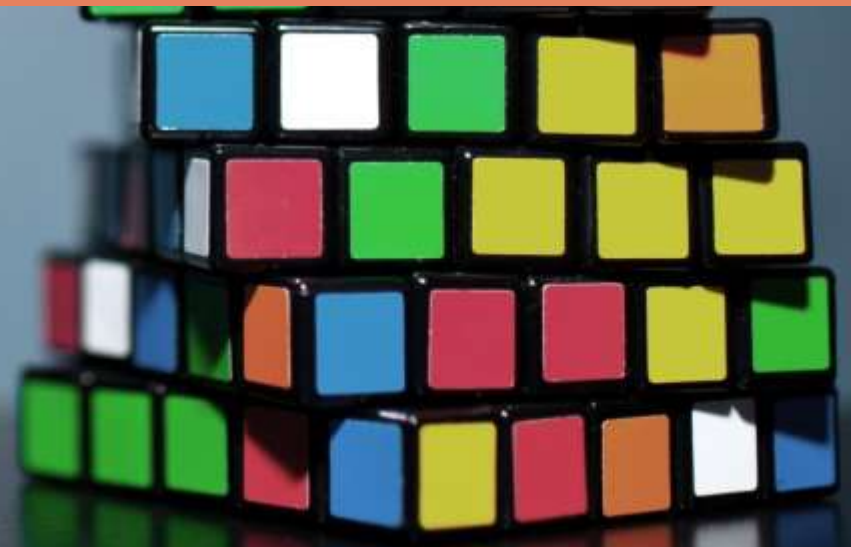
Importación y exportación
personalizadas de datos

5,000+

Integraciones
realizadas

PLANIFICACIÓN FINANCIERA DE SU HOTEL

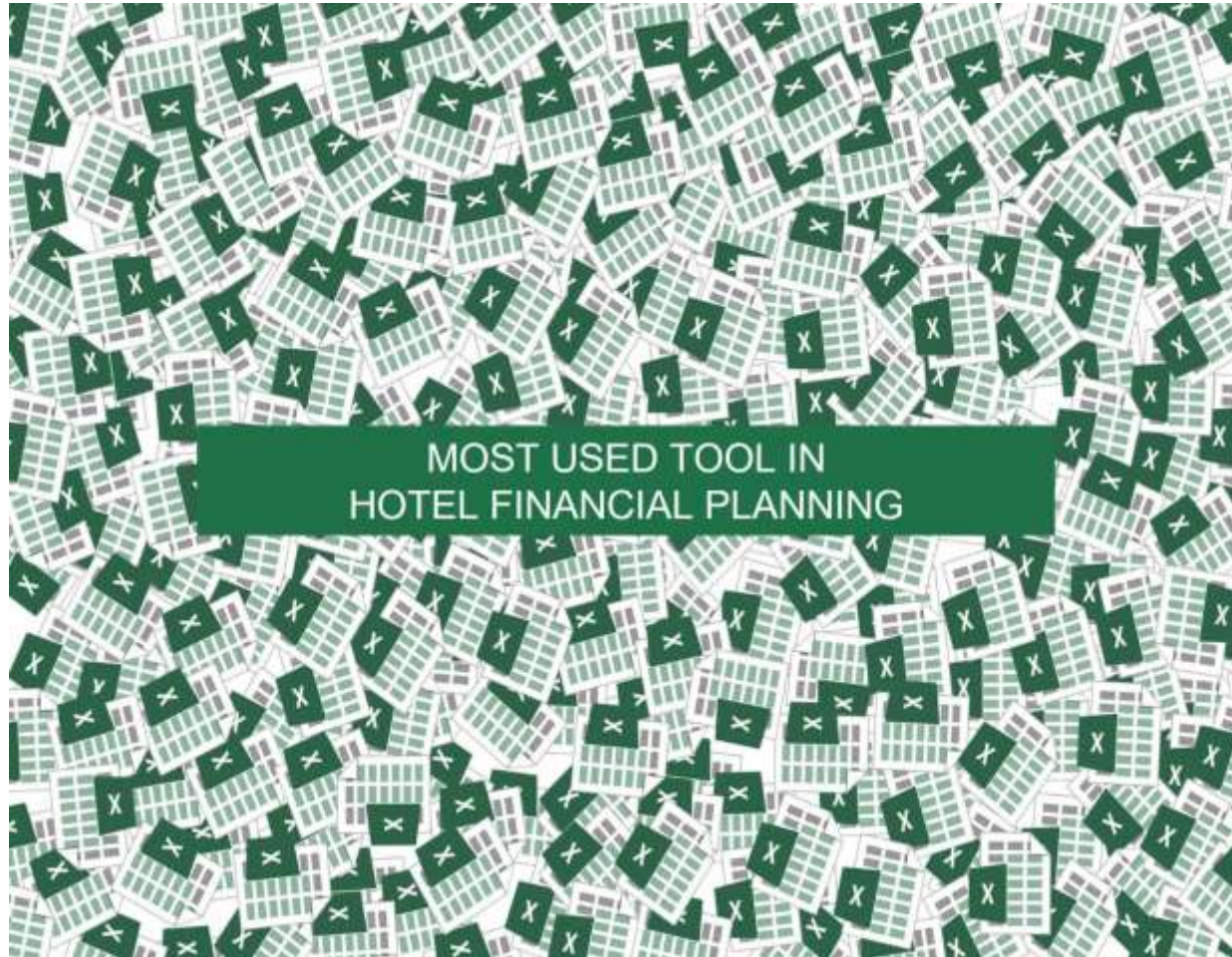
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LO QUE OCURRE | ¿LE SUENA?



EXCEL | EL GRAN DESAFÍO



Datos de varias fuentes

Disponibilidad limitada de datos

Datos poco fiables

Procesos gestionados por personas,
dando lugar a errores

Baja eficiencia por poca colaboración

Los datos llegan desordenadamente
de varios equipos

Creación de informes y consolidación complejos

Extensos documentos Excel de diferentes
fuentes

FAIRMAS | LA SOLUCIÓN



Importación directa de datos

A través de interfaces con PMS, sistema contable, gestión de documentos y Revenue Management

Reportes KPIs, definidos y estándar

Para cierres mensuales y Budget y Forecast forecast (basado en el Plan de Cuentas específico para empresas, como USALI)

Workflow Management

Control de procesos presupuestarios simultáneos
Plataforma colaborativa con función de comentarios y asistente de planificación

Reportes automatizados y consolidación de operaciones

Informes íntegrados para todos los niveles de management, operadores, propietarios e inversores



¿Cómo funciona?

BASIS | P&L POR DEPARTAMENTOS

FORECAST		DM1 QT - DEMO HOTEL 1				JAN 20 - DEC 20				PMS SEGMENTS		
Title	Forecast		Forecast Feb		Budget 2020		Actual 2019		VARIANCE Forecast VERSUS			
	EUR	%	EUR	%	EUR	%	EUR	%	Forecast Feb	Budget 2020	Actual 2019	
Hotel Revenue	4,975,780	100.0	5,126,746	100.0	5,118,729	100.0	5,549,385	100.0	(150,966)	(142,949)	(573,605)	
P/R & Related Expenses	1,970,615	39.6	1,926,037	37.6	1,885,829	36.8	2,026,757	36.5	44,578	84,786	(56,142)	
Rooms Capacity	42,456		42,340		42,340		42,340		116	116	116	
Rooms Occupied	25,703		26,269		26,403		28,271		(566)	(700)	(2,568)	
Occupancy %	60.54%		62.04%		62.36%		66.77%		(1.50%)	(1.82%)	(6.23%)	
Average Daily Rate	109.21		110.64		110.14		105.70		(1.44)	(0.94)	3.51	
Revenue Per Available Rooms	66.11		68.65		68.88		70.57		(2.53)	(2.57)	(4.46)	
Hotel Revenue Per Occupied Room	193.59		195.16		193.87		196.29		(1.38)	(0.28)	(2.70)	
Rooms Available	42,456		42,340		42,340		42,340		116	116	116	
Number of Guests	45,386		46,375		46,646		49,853		(989)	(1,260)	(4,467)	
Room Density	1.77		1.77		1.77		1.76		0.00	(0.00)	0.00	
Covers	90,091		98,475		98,926		105,873		(8,384)	(8,835)	(15,782)	
FTE per Hotel	58.8		58.2		57.5		58.4		0.6	1.2	0.4	
Hotel P&L												
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Rooms Revenue	2,806,946	56.4	2,906,503	56.7	2,908,098	56.8	2,988,141	53.8	(99,557)	(101,152)	(181,195)	
F&B Revenue	1,539,503	30.9	1,583,522	30.9	1,567,754	30.6	1,953,541	35.2	(44,018)	(28,251)	(414,038)	
COO Revenue	491,725	9.9	499,580	9.7	502,357	9.8	522,050	9.4	(7,855)	(10,632)	(30,325)	
Rental Revenue	137,606	2.8	137,141	2.7	140,520	2.7	85,653	1.5	465	(2,914)	51,953	
Rooms												
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Cost of Sales	14,441	0.5	14,761	0.5	17,076	0.6	17,348	0.6	(319)	(2,631)	(2,905)	
P/R & Related Expenses	661,105	23.6	644,517	22.2	631,802	21.7	696,285	23.4	16,588	29,302	(37,180)	
Other Expenses	216,829	7.7	191,485	6.6	188,367	6.5	214,375	7.2	25,344	38,462	2,454	
Profit/Loss	1,914,571	68.2	2,055,741	70.7	2,070,853	71.2	2,058,135	68.9	(141,170)	(156,282)	(143,584)	
Food & Beverage												
Food Revenue	1,030,248	66.9	1,089,246	68.8	1,091,062	69.6	1,198,364	61.3	(58,998)	(60,814)	(168,116)	
Beverage Revenue	477,860	31.0	463,232	29.3	444,833	28.4	719,956	36.9	14,628	33,028	(242,095)	
Other Revenue	31,395	2.0	31,043	2.0	31,859	2.0	35,222	1.8	352	(464)	(8,827)	
F&B Revenue	1,539,503	100.0	1,583,522	100.0	1,567,754	100.0	1,953,541	100.0	(44,018)	(28,251)	(414,038)	
Cost of Food	435,074	42.2	484,346	44.3	474,261	43.5	480,392	40.1	(49,272)	(39,187)	(45,318)	
Cost of Beverage	88,271	18.5	86,682	18.7	85,713	19.3	84,924	11.8	1,589	2,558	3,347	
Other Cost	15,405	49.1	15,676	50.5	13,785	43.2	13,207	37.5	(271)	1,620	2,198	
Cost of Sales	538,749	33.0	586,704	37.1	573,758	36.6	578,522	29.6	(47,955)	(35,009)	(39,773)	
P/R & Related Expenses	867,132	56.3	849,079	53.8	834,424	53.2	860,546	44.1	18,058	32,708	(6,585)	
Other Expenses	89,287	5.8	89,012	5.6	89,839	5.7	89,645	4.6	275	(511)	(358)	
Profit/Loss	44,335	2.9	58,726	3.7	69,733	4.4	424,827	21.7	(14,391)	(25,398)	(380,492)	
Other Departments												
COO Revenue	491,725	100.0	499,580	100.0	502,357	100.0	522,050	100.0	(7,855)	(10,632)	(30,325)	
Cost of Sales	86,304	17.6	91,338	18.3	92,110	18.3	71,858	13.8	(5,034)	(5,806)	14,445	
P/R & Related Expenses	78,975	16.1	77,196	15.5	74,687	14.9	92,708	17.8	1,777	4,288	(13,733)	
Other Expenses	14,148	2.9	13,752	2.8	14,087	2.8	12,906	2.5	296	81	1,242	
Profit/Loss	312,298	63.5	317,293	63.5	321,473	64.0	344,578	66.0	(4,994)	(9,175)	(32,280)	
Rentals & Other Income												
Profit/Loss	137,606	2.8	137,141	2.7	140,520	2.7	85,653	1.5	465	(2,914)	51,953	
GOI	2,408,811	48.4	2,568,901	50.1	2,602,579	50.8	2,913,193	52.5	(160,091)	(193,768)	(504,383)	
Admin & General												
Cost of Sales	-	-	-	-	-	-	-	-	-	-	-	

En una sola pantalla

- Todos los escenarios
- Todos los periodos
- Todos los costes
- Y varias comparaciones simultáneas

FAIRPLANNER | ESCENARIOS

FAIRPLANNER | ESCENARIOS

Budget

1	2	3	4	5	6	7	8	9	10	11	12	Total
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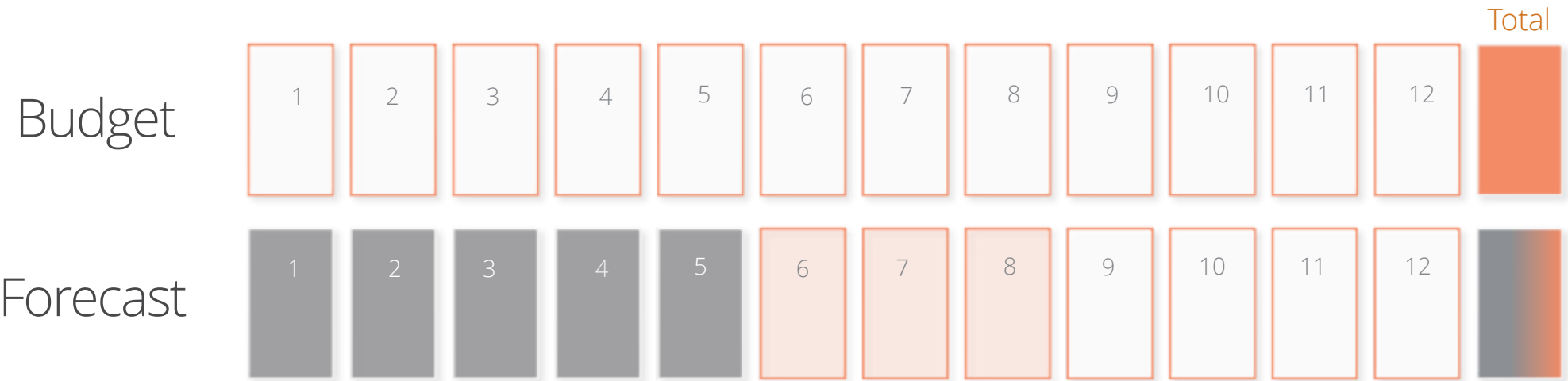
FAIRPLANNER | ESCENARIOS

													Total
Budget	1	2	3	4	5	6	7	8	9	10	11	12	
Forecast	1	2	3	4	5	6	7	8	9	10	11	12	

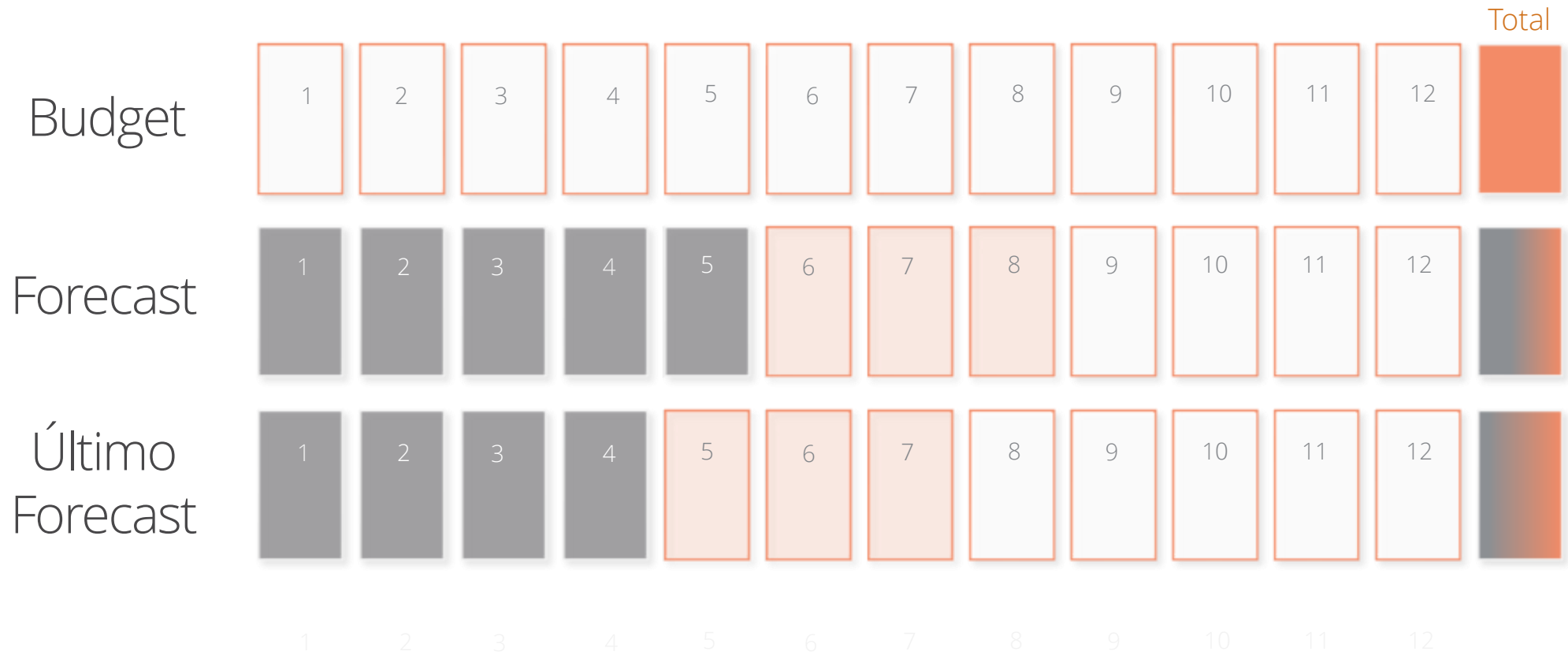
FAIRPLANNER | ESCENARIOS

	1	2	3	4	5	6	7	8	9	10	11	12	Total
Budget													
Forecast													

FAIRPLANNER | ESCENARIOS



FAIRPLANNER | ESCENARIOS



FAIRPLANNER | ESCENARIOS



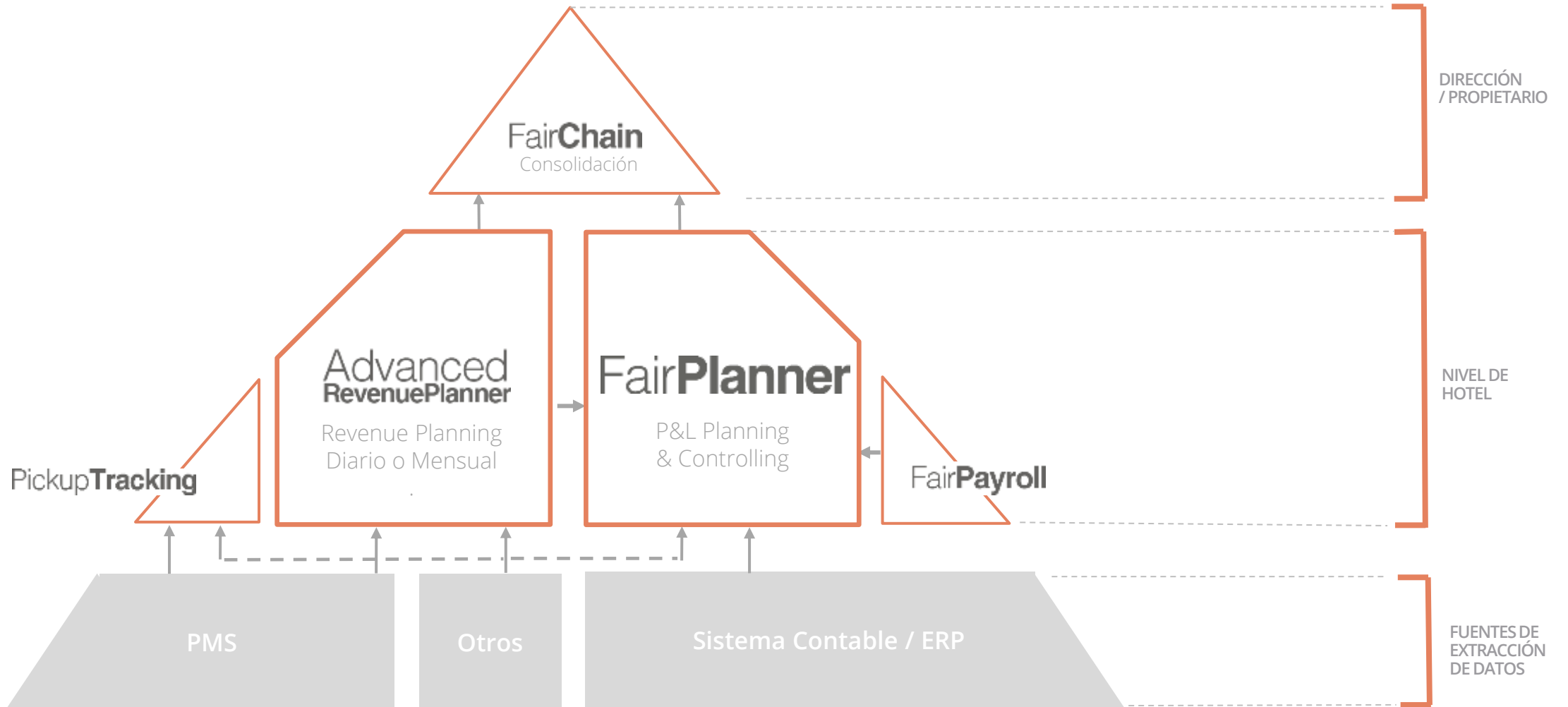
FAIRPLANNER | ESCENARIOS



FAIRPLANNER | ESCENARIOS

	1	2	3	4	5	6	7	8	9	10	11	12	Total
Budget	1	2	3	4	5	6	7	8	9	10	11	12	
Forecast	1	2	3	4	5	6	7	8	9	10	11	12	
Último Forecast	1	2	3	4	5	6	7	8	9	10	11	12	
Año pasado	1	2	3	4	5	6	7	8	9	10	11	12	
What if	1	2	3	4	5	6	7	8	9	10	11	12	

ESTRUCTURA DE LAS HERRAMIENTAS DE FAIRMAS| MÓDULOS



DURACIÓN IMPLEMENTACIÓN | ESTIMACIÓN

Planificación de proyecto



Proyecto/ Cliente

Ejemplo

		Semana	1	2	3	4	5	6	7	8	9	10
Tareas												
Kick off Meeting: cita explicativa del plan y desarrollo del proceso de implementación. Aclaración de la estructura de los departamentos, segmentos de mercado y plan de cuentas USALI.	Fairmas Dpto. financiero											
Comienzo implementación de la interfaz del PMS	Fairmas											
Entrega cuestionario completado, Plan de Cuentas USALI, estructura de los departamentos, datos exportados del sistema contable y segmentos de mercado	Dpto. Financiero Fairmas											
FairPlanner: Instalación, acceso al software y formación de la herramienta de importación de cifras del sistema contable	Fairmas											
Formación del proceso de mapeo en FairPlanner (1 hora online) Mapeo de datos del sistema contable, importación de las cifras actuales y verificación	Fairmas Dpto. Financiero											
Ejecución del mapeo del Plan de Cuentas en FairPlanner												
Formación de la herramienta/s a los administradores y usuarios	Fairmas											
Creación del 1er Forecast / Budget Primera transferencia de datos para FairChain												
Revisión del proyecto y ajustes	Fairmas											

Este planning es aproximado y está sujeto a disponibilidad y recursos de ambas partes

PROCESOS IMPLEMENTACIÓN | COMPARATIVA

BI Planificación Financiera para Hoteles



- Rollout: Ø 8-12 semanas
- Inversión tiempo clientes: 3-4 días de trabajo, 1 empleado
- Un agente involucrado en el proyecto
- No se requieren recursos dpto. IT
- No se requieren consultores externos
- Instalación e implementación 100 % remota
- Licencia sin limitación de usuarios
- Escalable (fácil adición de nuevas propiedades)
- Costes de implementación € 2.1 k – 5.7 k (una sola vez para todos los hoteles del portfolio)

Softwares genéricos- No específicos del sector hotelero

e.j.: SAP, Oracle, Anaplan, Jedox, Corporate Planner, etc.

- Rollout: 6 -12 meses
- Inversión tiempo clientes : 50 - 200 empleados
- Se requieren recursos IT
- Participación de otros dptos. IT
- Se requieren consultores externos
- Licencia basada en usuarios (lo habitual)
- Costes imprevistos por:
 - Se desconoce la fecha final de implementación
 - Costes en customización de reportes
 - Se desconocen los requerimientos de usuarios en el futuro

FAIRMAS | MODERNAS Y CON TECNOLOGÍA AVANZADA

Tecnología Microsoft Full Stack
SQLServer, ASP.NET

Aplicación Web avanzada
HTML5, CSS, Javascript

Compatible con todos los navegadores
Chrome, Edge, Safari, Firefox, IE

APP para informes Revenue
iOS / Android

Web APIs disponibles para integraciones
PMS, ERP, DMS, RMS



REQUISITOS A TENER EN CUENTA | PARA UNA ÓPTIMA INTEGRACIÓN

Procesos presupuestarios
Responsabilidad & Workflow

Reportings de final de mes
Responsabilidad & Workflow

Escenarios Forecast
Ganancias / Gastos

Otros Sistemas
PMS, RMS, Contabilidad, DMS

Plan de ingresos de habitaciones
Diarios / Mensuales

Planificación por año fiscal

BENEFICIO 1 | SIMPLIFICACIÓN DE LAS CUENTAS CONTABLES

Ejemplo:

Sistema Contable
e.g. Datev / Filosof

Cuenta1: China

Cuenta2: Glass

Cuenta3: Silver

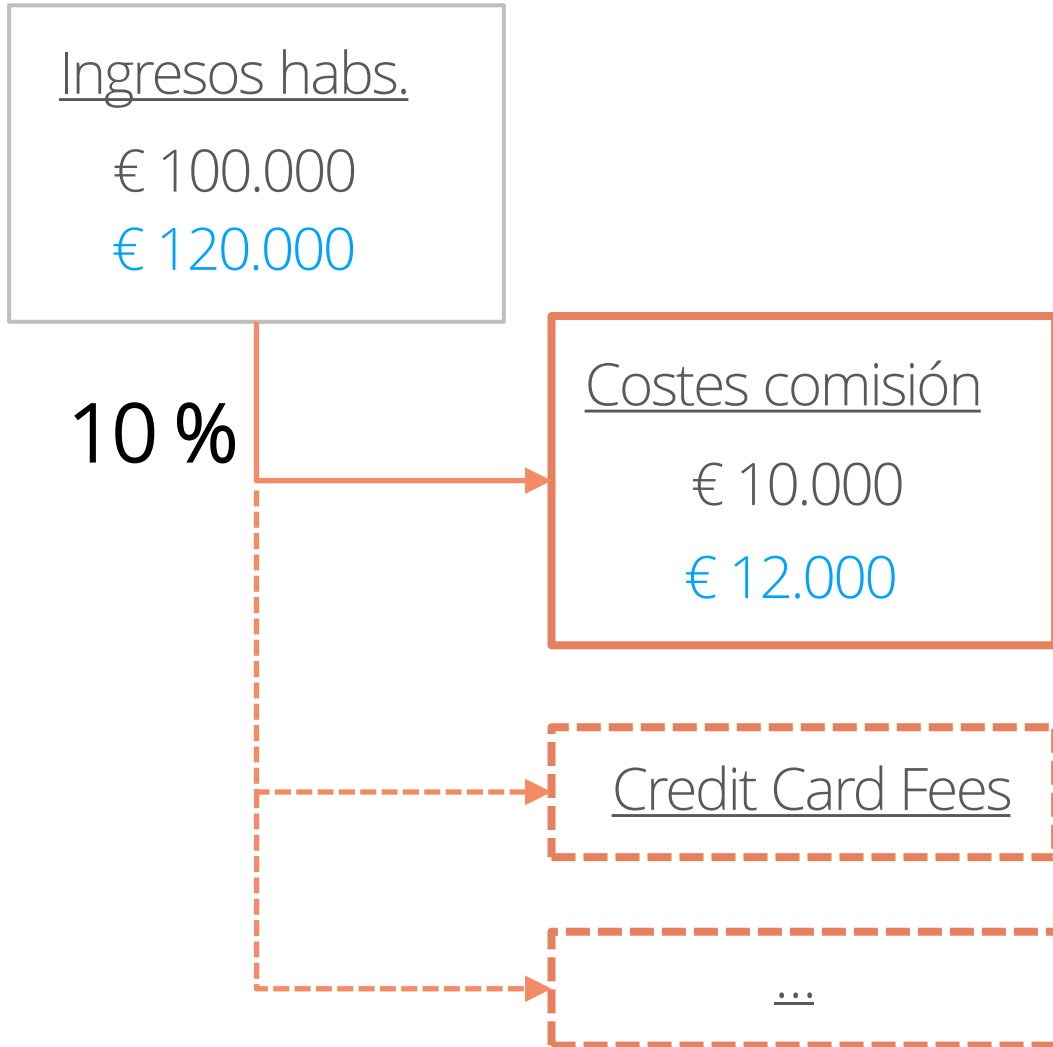
Fair**Planner**

China, Glass, Silver

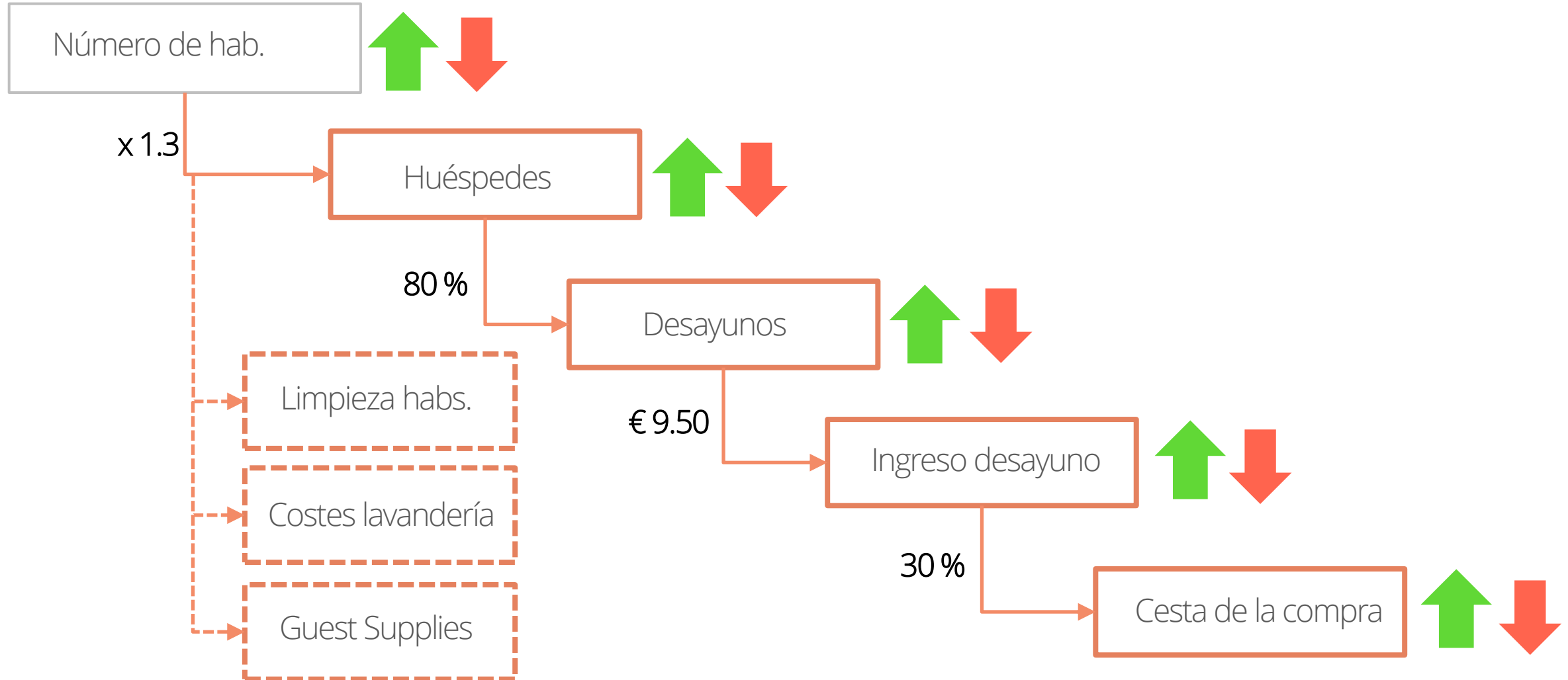
Estandarización y flexibilidad:

- Pocas cuentas que planificar
- Cifras claras de ganancias y pérdidas
- Vista detallada de cada reserva por mes
- Extracción y vistas de facturas

BENEFICIO 2 | USO DE LOS "DRIVERS"



BENEFICIO 2 | "DRIVER" COSTES E INGRESOS DEPENDIENTES



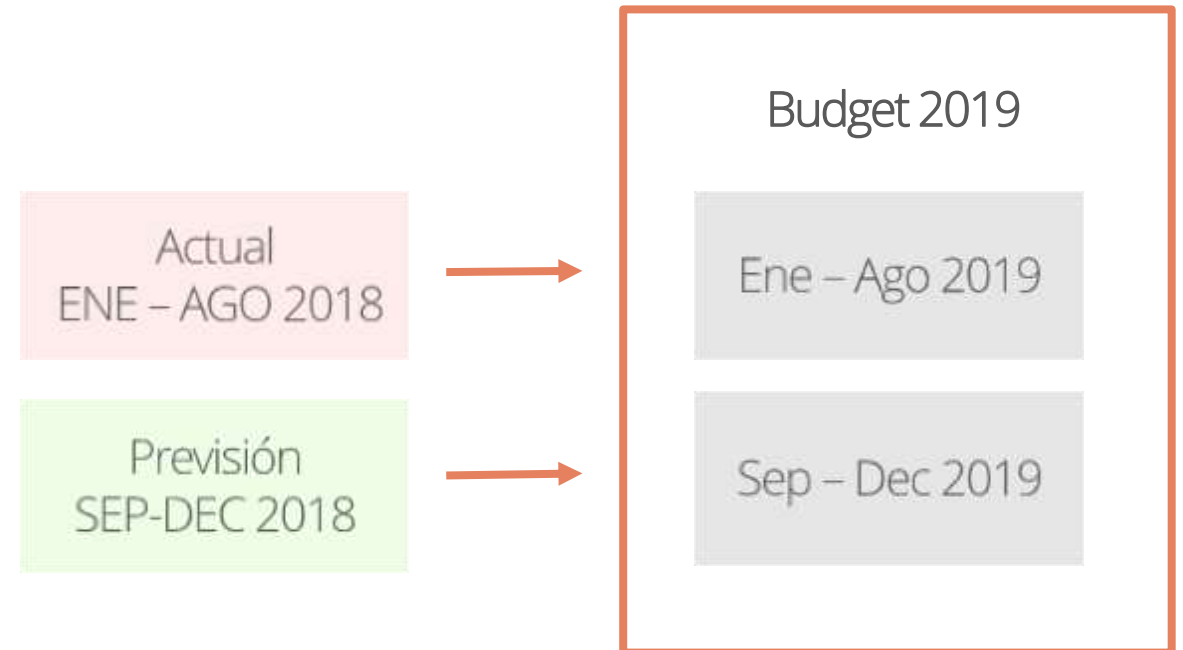
BENEFICIO 3 | TRANSMISIÓN O COPIA DE DATOS

¿Cómo crear un presupuesto en FairPlanner?:

1. Copiando cifras de otros escenarios
2. Modificando por cuentas contable:
Aumentando o disminuyendo las cantidades en valor o porcentajes
3. Por departamentos y periodos

Ejemplo:

Nuevo Budget para 2019 basado en cifras del último año



BENEFICIO 4 | MONITORIZACIÓN MÁS FÁCIL

- Por segmento de mercado o cuenta contable
- Diaria o mensual
- Comparando:
 - Cifras de reservas, OTB
 - Cifras contables – años previos (Opera)
 - Budget / Forecast / Escenarios hipotéticos
 - Revenue Management System (IdeaS)
- Calendario de eventos
- Función para agregar comentarios



MÓDULOS DEL SOFTWARE



FairPlanner

Software de planificación y control de costes e ingresos

FAIRPLANNER | OBJETIVO

Creación del Budget y Forecast con resultados detallados de ganancias para todos los departamentos de su hotel, adicionalmente nóminas y costs de material (por ej.: USALI)

- Estandarizado
- Completo
- Transparente



Multifuncional & automatizado

- Forecast & Budget para todos los departamentos y centros de costs
- Planificación con fórmulas automatizadas (drivers)
- Comparativas con cifras de años anteriores

Un reporte único

- Interfaz con sistemas de contabilidad
- Visión general de las cifras más importantes
- Desglose por ganancias de la operativa de cada departamento por ingresos y centros de costes

Coste eficiente & individual

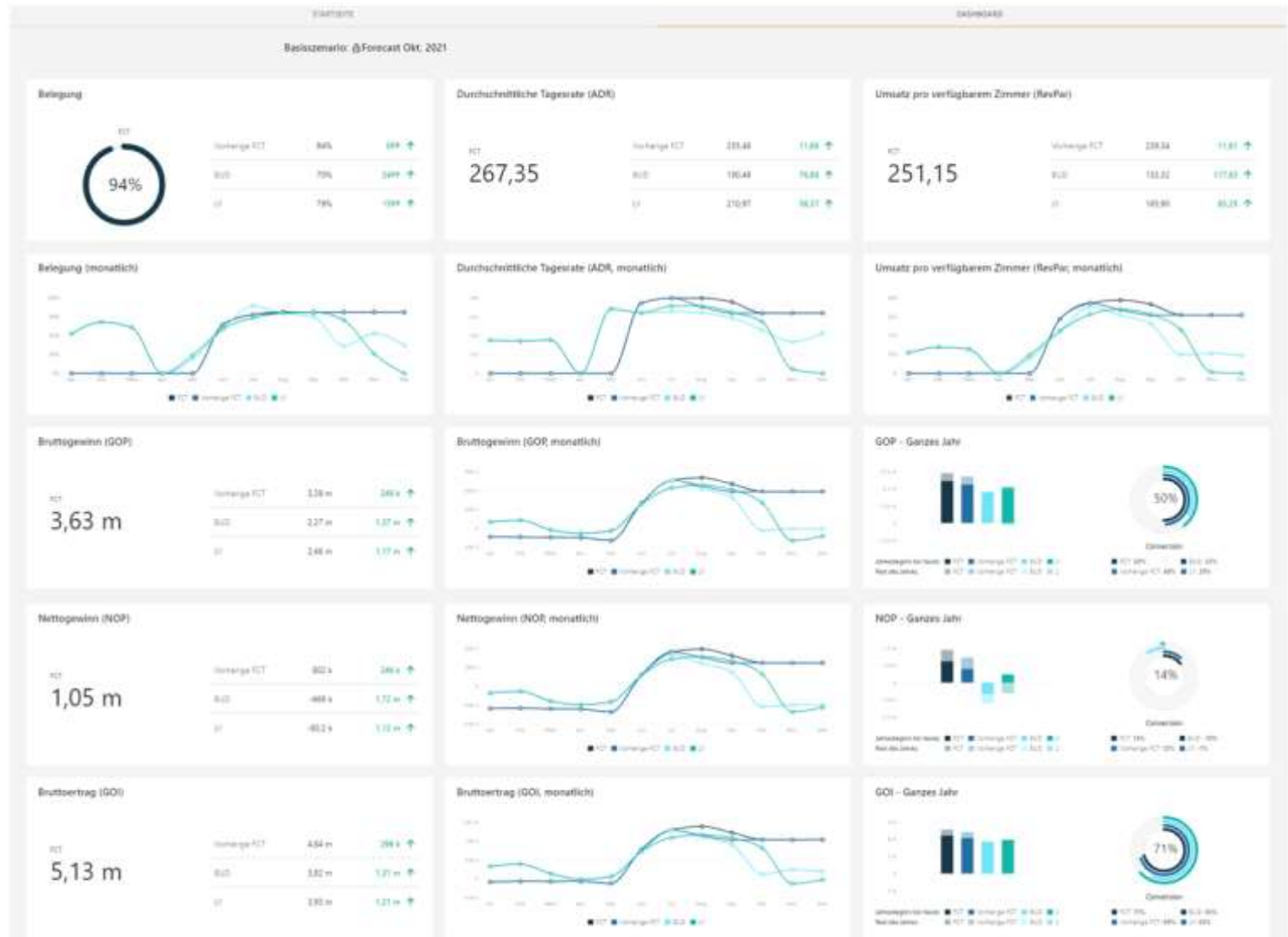
- Estructura de departamentos flexible
- Cuentas Contables flexibles acorde a USALI
- Fácil integración con sistemas ya conectados

FAIRPLANNER | BI- CUADRO DE MANDO

Dashboard con KPIs:

- Ocupación, ADR, RevPar
- Diario, mensual, anual
- Ganancia Operativa Bruta (GOP)
- Ganancia Operativa Neta (NOP)
- Ingreso Bruto Operativo (GOI)

Próximamente y en desarrollo: adición manual de otros KPIs



FAIRPLANNER | ESTADO DE GANANCIAS Y PÉRDIDAS (P&L)

FORECAST		DM1 QT - DEMO HOTEL 1				JAN 20 - DEC 20				PMS SEGMENTS		
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Rooms Revenue	2,806,946	100.0	2,906,503	100.0	2,908,098	100.0	2,988,141	100.0	(99,557)	(101,152)	(181,195)	
Cost of Sales	14,441	0.5	14,761	0.5	17,076	0.6	17,348	0.6	(319)	(2,635)	(2,905)	
P/R & Related Expenses	661,105	23.6	644,517	22.2	631,802	21.7	698,285	23.4	16,586	29,302	(37,180)	
Other Expenses	216,829	7.7	191,485	6.6	188,367	6.5	214,375	7.2	25,344	28,462	2,454	
Profit/Loss	1,914,571	68.2	2,055,741	70.7	2,070,853	71.2	2,058,135	68.9	(141,170)	(156,285)	(143,564)	
Food & Beverage												
Food Revenue	1,030,248	66.9	1,089,246	68.8	1,091,062	69.6	1,198,364	61.3	(58,998)	(60,814)	(168,116)	
Beverage Revenue	477,860	31.0	463,232	29.3	444,833	28.4	719,956	36.9	14,628	33,028	(242,095)	
Other Revenue	31,395	2.0	31,043	2.0	31,859	2.0	35,222	1.8	352	(464)	(3,827)	
F&B Revenue	1,539,503	100.0	1,583,522	100.0	1,567,754	100.0	1,953,541	100.0	(44,018)	(28,251)	(414,038)	
Cost of Food	435,074	42.2	484,346	44.5	474,261	43.5	480,392	40.1	(49,272)	(39,187)	(45,318)	
Cost of Beverage	88,271	18.5	86,682	10.7	85,713	19.3	84,924	11.8	1,589	2,558	3,347	
Other Cost	15,405	49.1	15,676	50.5	13,785	43.3	13,207	37.5	(271)	1,620	2,198	
Cost of Sales	538,749	35.0	586,704	37.1	573,758	36.6	578,522	29.6	(47,955)	(35,009)	(39,773)	
P/R & Related Expenses	867,132	56.3	849,079	53.6	834,424	53.2	860,546	44.1	18,033	32,708	6,585	
Other Expenses	89,207	5.8	89,012	5.6	89,839	5.7	89,645	4.6	275	(551)	(358)	
Profit/Loss	44,335	2.9	58,726	3.7	69,733	4.4	424,827	21.7	(14,391)	(25,398)	(380,492)	
Other Departments												
ODD Revenue	491,725	100.0	499,580	100.0	502,357	100.0	522,050	100.0	(7,855)	(10,632)	(30,325)	
Cost of Sales	86,304	17.6	91,338	18.3	92,110	18.3	71,858	13.8	(5,034)	(5,806)	14,446	
P/R & Related Expenses	78,975	16.1	77,198	15.5	74,687	14.9	92,708	17.8	1,777	4,288	(13,733)	
Other Expenses	14,148	2.9	13,752	2.8	14,087	2.8	12,906	2.5	296	81	1,242	
Profit/Loss	312,298	63.5	317,293	63.5	321,473	64.0	344,578	66.0	(4,994)	(9,175)	(32,280)	
Rentals & Other Income												
Profit/Loss	137,606	2.8	137,141	2.7	140,520	2.7	85,653	1.5	465	(2,914)	51,953	
GOI	2,408,811	48.4	2,568,901	50.1	2,602,579	50.8	2,913,193	52.5	(160,091)	(193,768)	(504,383)	
Admin & General												
Cost of Sales	-	-	-	-	-	-	-	-	-	-	-	

En una sola pantalla

- Todos los escenarios
- Todos los periodos
- Todos los costes
- Y varias comparaciones simultáneas

FAIRPLANNER | LAS DIFERENTES VISTAS

Title	FORECAST		FRONT OFFICE				JAN 20 - DEC 20				PMS SEGMENTS		
	Forecast		Forecast Feb		Budget 2020		Actual 2019		VARIANCE Forecast VERSUS				
	EUR	%	EUR	%	EUR	%	EUR	%	Forecast Feb	Budget 2020	Actual 2019		
Hotel Revenue	4,967,414	100.0	5,126,746	100.0	5,118,729	100.0	5,549,385	100.0	(159,333)	(151,315)	(581,972)		
P/R & Related Expenses	1,970,615	39.7	1,926,037	37.6	1,885,829	36.8	2,026,757	36.5	44,578	84,786	(56,142)		
Rooms Capacity	42,456		42,340		42,340		42,340		116	116	116		
Rooms Occupied	25,638		26,269		26,403		28,271		(631)	(765)	(2,633)		
Occupancy %	60.39%		62.04%		62.36%		66.77%		(1,66%)	(1,97%)	(6,38%)		
Average Daily Rate	109.30		110.64		110.14		105.70		(1.34)	(0.84)	3.61		
Revenue Per Available Room	66.01		68.65		68.68		70.57		(2.64)	(2.68)	(4.57)		
Hotel Revenue Per Occupied Room	193.75		195.16		193.87		196.29		(1.41)	(0.12)	(2.54)		
Rooms Available	42,456		42,340		42,340		42,340		116	116	116		
Room Density	1.77		1.77		1.77		1.76		0.00	(0.00)	0.00		
Number of Guests	45,269		46,375		46,646		49,853		(1,106)	(1,377)	(4,584)		
FTE per Hotel	58.8		58.2		57.5		58.4		0.6	1.2	0.4		
Rooms - Front Office													
Rooms Revenue	2,802,341	56.4	2,906,503	56.7	2,908,098	56.8	2,988,141	53.8	(104,162)	(105,756)	(185,799)		
Cost of Sales	4,723	0.2	4,754	0.2	6,601	0.2	5,810	0.2	(31)	(1,878)	(1,087)		
Cost of Goods Others	4,723	0.2	4,754	0.2	6,601	0.2	5,810	0.2	(31)	(1,878)	(1,087)		
Gross Profit on Sales	(4,723)	(0.2)	(4,754)	(0.2)	(6,601)	(0.2)	(5,810)	(0.2)	31	1,878	1,087		
Salaries & Wages - Front Office	255,609	9.1	249,377	8.6	246,801	8.5	271,831	9.1	6,232	8,809	(16,222)		
Salaries & Wages - Front Office	253,707	9.1	247,253	8.5	239,646	8.2	246,441	8.2	6,454	14,601	7,265		
Vacation - Front Office	(1,315)	(0.0)	(212)	(0.0)	290	0.0	2,360	0.1	(1,103)	(1,605)	(3,673)		
Vacation Adjustment - Front Office	-	-	-	-	-	-	-	-	-	-	-		
Overtime - Front Office	(698)	(0.0)	(418)	(0.0)	1,501	0.1	(3,347)	(0.1)	(281)	(2,199)	2,649		
Overtime Adjustment - Front Office	-	-	-	-	-	-	-	-	-	-	-		
Contract Services - Front Office	3,916	0.1	2,754	0.1	5,364	0.2	26,377	0.9	1,162	(1,448)	(22,461)		
Payroll Taxes & Benefits	57,489	2.1	56,005	1.9	55,208	1.9	56,802	1.9	1,484	2,281	687		
Payroll Taxes & Benefits - Front Office	49,049	1.8	48,021	1.7	46,675	1.6	49,241	1.6	1,028	2,273	(193)		
HR Expenses - Front Office	8,440	0.3	7,984	0.3	8,532	0.3	7,560	0.3	456	(92)	880		
P/R & Related Expenses	313,098	11.2	305,381	10.5	302,009	10.4	328,632	11.0	7,717	11,089	(15,534)		
Other Expenses													
Uniforms	1,985	0.1	1,985	0.1	1,985	0.1	514	0.0	-	-	1,471		
Uniforms Cleaning	868	0.0	524	0.0	492	0.0	555	0.0	344	375	313		
VIP / Guest Supplies	501	0.0	844	0.0	909	0.0	2,598	0.1	(343)	(408)	(2,097)		
Printing & Stationery / OS	3,264	0.1	3,360	0.1	3,902	0.1	3,748	0.1	(96)	(637)	(484)		
TA Commissions	38,067	1.4	36,774	1.3	36,774	1.3	34,371	1.2	1,293	1,293	3,696		
TV Licence	9,305	0.3	9,305	0.3	9,305	0.3	9,305	0.3	-	-	-		
Contributions / Fees	2,513	0.1	2,507	0.1	2,501	0.1	2,536	0.1	6	12	(23)		
Vehicle Expenses	11	0.0	11	0.0	11	0.0	-	-	-	-	11		
Travel Expenses	1,470	0.1	751	0.0	1,263	0.0	1,146	0.0	718	206	323		
Postage	2,868	0.1	2,939	0.1	3,149	0.1	2,528	0.1	(71)	(281)	340		
Representation	21,684	0.8	18,332	0.6	16,901	0.6	43,064	1.4	3,352	4,782	(21,381)		

Selección de escenario

Select Process

Budget 2026 leer	Jan 26 - Dec 26
Budget Best base 2022	Jan 22 - Dec 22
Forecast	Mar 20 - Feb 22
Fcst 20	Jan 20 - Dec 20
Forecast Jan	Jan 20 - Dec 20

MORE SCENARIOS...
ACTUAL SCENARIOS...
OTB SCENARIOS...

Selección de periodos

Select Period

2020

JAN 20	FEB 20	MAR 20
APR 20	MAY 20	JUN 20
JUL 20	AUG 20	SEP 20
OCT 20	NOV 20	DEC 20

CANCEL APPLY

FAIRPLANNER | PLANNING Y REPORTING DE TODOS LOS DEPARTAMENTOS POR EJ.: USALI

FORECAST		DM1 OT - DEMO HOTEL 1				JAN 20 - DEC 20				PMS SEGMENTS		
Title	Forecast		Forecast Feb		Budget 2020		Actual 2019		VARIANCE Forecast VERSUS			
	EUR	%	EUR	%	EUR	%	EUR	%	Forecast Feb	Budget 2020	Actual 2019	
Hotel Revenue	4,975,780	100.0	5,126,746	100.0	5,118,729	100.0	5,549,385	100.0	(150,966)	(142,949)	(573,605)	
P/R & Related Expenses	1,970,615	39.6	1,926,037	37.6	1,885,829	36.8	2,026,757	36.5	44,579	84,786	(56,142)	
Rooms Capacity	42,456		42,340		42,340		42,340		116	116	116	
Rooms Occupied	25,703		26,269		26,403		28,271		(566)	(700)	(2,568)	
Occupancy %	60.54%		62.04%		62.36%		66.77%		(1.50%)	(1.82%)	(6.23%)	
Average Daily Rate	109.21		110.64		110.14		105.70		(1.44)	(0.94)	3.51	
Revenue Per Available Room	66.11		68.65		68.68		70.57		(2.53)	(2.57)	(4.46)	
Hotel Revenue Per Occupied Room	193.59		195.16		193.87		196.29		(1.38)	(0.28)	(2.70)	
Rooms Available	42,456		42,340		42,340		42,340		116	116	116	
Number of Guests	45,386		46,375		46,646		49,853		(989)	(1,260)	(4,467)	
Room Density	1.77		1.77		1.77		1.76		0.00	(0.00)	0.00	
Covers	90,091		98,475		98,926		105,873		(8,384)	(8,835)	(15,782)	
FTE per Hotel	58.8		58.2		57.5		58.4		0.6	1.2	0.4	
Hotel P&L												
Hotel Revenue	4,975,780	100.0	5,126,746	100.0	5,118,729	100.0	5,549,385	100.0	(150,966)	(142,949)	(573,605)	
Rooms Revenue	2,806,946	56.4	2,906,503	56.7	2,908,098	56.8	2,988,141	53.8	(99,557)	(101,152)	(181,195)	
F&B Revenue	1,539,503	30.9	1,583,522	30.9	1,567,754	30.6	1,953,541	35.2	(44,018)	(28,251)	(414,038)	
OOD Revenue	491,725	9.9	499,580	9.7	502,357	9.8	522,050	9.4	(7,855)	(10,632)	(30,325)	
Rental Revenue	137,606	2.8	137,141	2.7	140,520	2.7	85,653	1.5	465	(2,914)	51,953	
Rooms												
Rooms Revenue	2,806,946	100.0	2,906,503	100.0	2,908,098	100.0	2,988,141	100.0	(99,557)	(101,152)	(181,195)	
Cost of Sales	14,441	0.5	14,761	0.5	17,076	0.6	17,346	0.6	(319)	(2,635)	(2,905)	
P/R & Related Expenses	661,105	23.6	644,517	22.2	631,802	21.7	696,285	23.4	16,588	29,302	(37,180)	
Other Expenses	216,829	7.7	191,465	6.6	188,367	6.5	214,375	7.2	25,344	28,482	2,454	
Profit/Loss	1,914,571	68.2	2,055,741	70.7	2,070,853	71.2	2,058,135	68.9	(141,170)	(156,282)	(143,564)	
Food & Beverage												
Food Revenue	1,030,248	66.9	1,089,346	68.8	1,091,062	69.6	1,199,364	61.3	(58,998)	(60,814)	(168,116)	
Beverage Revenue	477,860	31.0	463,232	29.3	444,833	28.4	719,956	36.9	14,628	33,028	(242,095)	
Other Revenue	31,395	2.0	31,043	2.0	31,859	2.0	35,222	1.8	352	(464)	(3,827)	
F&B Revenue	1,539,503	100.0	1,583,522	100.0	1,567,754	100.0	1,953,541	100.0	(44,018)	(28,251)	(414,038)	
Cost of Food	435,074	42.2	484,346	44.5	474,261	43.5	480,392	40.1	(49,272)	(39,162)	(43,318)	
Cost of Beverage	88,271	18.5	86,682	18.7	85,713	19.3	84,904	11.8	1,589	2,558	3,347	
Other Cost	15,405	49.1	15,676	50.5	13,785	43.3	13,207	37.5	(271)	1,620	2,196	
Cost of Sales	538,749	35.0	586,704	37.1	573,758	36.6	578,522	29.6	(47,955)	(35,009)	(39,773)	
P/R & Related Expenses	867,132	56.3	849,079	53.6	834,424	53.2	880,546	44.1	18,093	32,708	6,585	
Other Expenses	89,287	5.8	89,012	5.6	89,839	5.7	89,645	4.6	275	(551)	(358)	
Profit/Loss	44,335	2.9	58,726	3.7	69,733	4.4	424,827	21.7	(14,391)	(25,398)	(380,492)	
Other Departments												
OOD Revenue	491,725	100.0	499,580	100.0	502,357	100.0	522,050	100.0	(7,855)	(10,632)	(30,325)	
Cost of Sales	86,304	17.6	91,338	18.3	92,110	18.3	71,858	13.8	(5,034)	(5,806)	14,446	
P/R & Related Expenses	78,975	16.1	77,198	15.5	74,687	14.9	92,708	17.8	1,777	4,288	(13,733)	
Other Expenses	14,148	2.9	13,752	2.8	14,087	2.8	12,906	2.5	396	61	1,242	
Profit/Loss	312,298	63.5	317,293	63.5	321,473	64.0	344,578	66.0	(4,994)	(9,175)	(32,280)	
Rentals & Other Income												
Profit/Loss	137,606	2.8	137,141	2.7	140,520	2.7	85,653	1.5	465	(2,914)	51,953	
GOI	2,408,811	48.4	2,568,901	50.1	2,602,579	50.8	2,913,193	52.5	(160,091)	(193,768)	(504,383)	

Estructura flexible por departamentos



Adaptado a la estructura del hotel

FAIRPLANNER | DIFERENTES VISTAS

Opción de selección Avanzada

Title	Forecast		Jan 20		Feb 20		Mar 20		Apr 20		May 20		Jun 20		Jul 20		Aug 20		Sep 20		Oct 20	
	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%	EUR	%
Hotel Revenue	4,967	100.0	366	100.0	443	100.0	346	100.0	393	100.0	373	100.0	394	100.0	271	100.0	327	100.0	196	100.0	509	100.0
P/R & Related Expenses	1,971	39.7	195	53.3	189	42.7	180	46.4	166	42.4	162	43.5	147	37.4	139	51.4	129	39.5	146	37.1	340	66.9
Rooms Capacity	42,456		3,596		3,364		3,480		3,596		3,480		3,596		3,596		3,596		3,596		3,480	
Rooms Occupied	25,638		1,891		2,395		1,946		2,120		2,111		1,719		1,623		2,002		2,276		2,276	
Occupancy %	60.39%		52.59%		71.19%		54.12%		61.05%		58.70%		49.40%		45.13%		55.67%		74.22%		74.22%	
Average Daily Rate	109.30		101.87		98.75		99.14		107.61		108.66		109.96		98.49		102.46		116.02		116.02	
Revenue Per Available Room	66.01		53.57		70.30		53.65		65.74		63.79		54.32		44.45		77.04		83.88		83.88	
Hotel Revenue Per Occupied Room	193.75		193.63		184.82		177.83		184.65		176.74		229.22		166.71		163.38		196.32		196.32	
Rooms Available	42,456		3,596		3,364		3,596		3,480		3,596		3,480		3,596		3,596		3,480		3,480	
Number of Guests	45,269		3,356		4,506		3,512		3,423		3,818		2,831		2,943		3,646		4,235		4,235	
Room Density	1.77		1.77		1.80		1.80		1.81		1.83		1.85		1.81		1.82		1.84		1.84	
Covers	69,903		7,503		9,230		6,819		6,919		6,511		7,266		4,958		5,451		6,184		6,184	
FTE per Hotel	58.8		65.7		62.5		64.9		58.3		56.9		57.9		57.4		58.8		58.8		57.9	

Filter

- Select All
- Hide revenue accounts
- Hide cost accounts
- Hide statistic accounts
- Hide zero lines
- Hide editable accounts
- Hide non-editable accounts

Accounts

- Hide columns
- P&L Language
- Show in thousands
- Allocation
- Show department names

Reset all columns

Filter

- Select All
- Hotel Revenue
- P/R & Related Expenses
- Rooms Capacity
- Rooms Occupied
- Occupancy %
- Average Daily Rate
- Revenue Per Available Room
- Hotel Revenue Per Occupied Room
- Rooms Available
- Number of Guests
- Room Density
- Covers
- FTE per Hotel
- Covers
- Covers - Breakfast

Accounts

- Hide columns
- P&L Language
- Show in thousands
- Allocation
- Show department names

Reset all columns

Vistas intercambiables

Exportación de informes en varios formatos

Cumulative View

Monthly view

Export to PDF

Export to Excel

Export to CSV

FAIRPLANNER | (P&L) CARGA DE CIFRAS BUDGET & FORECAST

Forecast						
HOUSEKEEPING						
		Forecast	Forecast Feb	Budget 2020	Actual 2019	Rooms Occupied
Jan 20	■	1,337.43	1,337.43	1,855.92	1,516.55	1,891.00
Feb 20	■	1,369.95	682.74	682.74	974.75	2,395.00
Mar 20		2,768.62	2,855.41	2,855.41	1,438.76	1,946.00
Apr 20		1,030.65	1,016.11	1,016.11	1,781.27	2,126.00
May 20		1,976.69	2,068.45	2,068.45	590.12	2,111.00
Jun 20		660.80	710.00	710.00	1,754.48	1,719.00
Jul 20		1,045.48	1,052.57	1,052.57	1,028.00	1,623.00
Aug 20		921.39	932.90	932.90	2,581.14	2,002.00
Sep 20		1,032.46	1,075.75	1,075.75	959.24	2,576.00
Oct 20		2,126.47	2,335.26	2,335.26	1,178.24	2,648.00
Nov 20		1,040.82	1,056.16	1,056.16	1,402.81	1,968.00
Dec 20		2,073.39	2,157.65	2,157.65	1,132.23	2,633.00
Total		17,384.16	17,280.43	17,798.92	16,337.59	25,638.00

Por tipo de cuenta

Asistente de Edición

En cantidades brutas o diferentes drivers

Función para agregar comentarios

FAIRPLANNER | (P&L) ASISTENTE DE EDICIÓN

The screenshot shows the 'Forecast Assistant' dialog box in the Fairplanner software. The dialog has three main sections: 'Target period' with a dropdown menu set to 'Mar 20 - Dec 20', 'Function' with a dropdown menu set to 'Value for all editable months', and 'Value' with a text input field containing '0.005'. At the bottom of the dialog are 'APPLY' and 'CANCEL' buttons. In the background, a P&L table for 'FRONT OFFICE' is visible, showing monthly data from Jan 20 to Dec 20, with a 'Total' row at the bottom. The table columns include various financial metrics, and the total values are 501.02, 0.02, 844.28, 0.03, 908.84, 0.03, 2,598.18, 0.09, and 25,638.00.

Opción de selección Avanzada

- Edit Assistant
- Combined View
- Display YTD and ROY values

Selección de periodos

Target period:
Apr 20 - Sep 20

MAR 20	APR 20	MAY 20
JUN 20	JUL 20	AUG 20
SEP 20	OCT 20	NOV 20
DEC 20		

APPLY

Funciones automáticas

- Value for all editable months
- Value divided by editable months
- Increase (+) or decrease (-) by ...%
- Increase (+) or decrease (-) by amount
- Copy from...
- Copy actual values last year

FAIRPLANNER | (P&L) DESGLOSE DE TODAS LAS CARGAS

Forecast

FRONT OFFICE TA COMMISSIONS DRIVER AMOUNT

	Forecast	Forecast Feb	Budget 2020	Actual 2019	Rooms Revenue
Jan 20	2,646.00	2,646.00	2,646.00	2,349.00	192,633.01
Feb 20	2,889.00	-	-	3,051.00	236,502.98
Mar 20	Account Details	6,507.00	6,507.00	2,133.00	192,917.46
Apr 20	3,048.82	3,132.00	3,132.00	2,160.00	228,787.97
May 20	2,346.77	2,511.00	2,511.00	3,429.00	229,376.75
Jun 20	2,317.08	2,457.00	2,457.00	1,998.00	189,017.09
Jul 20	2,432.09	2,457.00	2,457.00	2,781.00	159,845.89
Aug 20	3,545.17	3,618.00	3,618.00	2,889.00	205,133.34
Sep 20	3,043.71	3,186.00	3,186.00	3,213.00	298,859.99
Oct 20	3,838.37	4,158.00	4,158.00	3,240.00	313,918.13
Nov 20	2,254.10	2,322.00	2,322.00	3,240.00	201,886.57
Dec 20	3,577.27	3,780.00	3,780.00	3,888.00	353,462.29
Total	38,066.86	36,774.00	36,774.00	34,371.00	2,802,341.46

Comments - March
Forecast
Enter a comment

SAVE SAVE & CLOSE EXIT

Desglose de todas las entradas

Account Details

Posting Date	Local Account	Local Cost Center	Local Counter Ac...	Description	Amount	Document Link
01/1/2020	4801	10		Direct Posting Des...	2,889.00	

Missing Details

Detalle de cada factura (DMS requerido)

Fairmas

Rechnung 133 19.08.2019

Musterkunde Datum 19.08.2019
Musterstraße Kundennummer 430
10000 Berlin Nr. Betreu: 1/1
Telefon:
Fax:

Pos.	Produkt	Menge	Preiswert	Netto Umsatz
01	Musterprodukt	1,00	200,00	19,00

Anteilung: EUR 210,00
+ 19,00% MwSt. von 210,00 EUR 43,90

FAIRPLANNER | DESGLOSE DE TODOS LOS ASIENTOS

The screenshot displays the 'Forecast' interface for 'HOUSEKEEPING'. A sub-section for 'FLOWERS/DECORATION' is highlighted with a red box. Below this, a table shows 'Adjustment value' and 'Original value' across months from Jan 20 to Dec 20. An 'ADD NEW' menu is also highlighted with a red box, containing options for '+ Add amount' and '+ Add driver'. At the bottom, a summary table shows 'Total', 'Forecast Feb', 'Budget 2020', and 'Actual 2019' values for each month. Buttons for 'SAVE', 'SAVE & CLOSE', and 'EXIT' are visible at the bottom right.

Description	Total	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20
Adjustment value	348.75	56.07	292.68	-	-	-	-	-	-	-	-	-	-
Original value	4,104.42	-	-	507.67	196.18	232.04	172.15	165.84	233.10	515.68	835.85	1,080.96	164.95
Total	4,453.17	56.07	292.68	507.67	196.18	232.04	172.15	165.84	233.10	515.68	835.85	1,080.96	164.95
Forecast Feb	4,349.75	56.07	189.26	507.67	196.18	232.04	172.15	165.84	233.10	515.68	835.85	1,080.96	164.95
Budget 2020	4,508.11	214.43	189.26	507.67	196.18	232.04	172.15	165.84	233.10	515.68	835.85	1,080.96	164.95
Actual 2019	3,327.03	170.52	119.16	307.06	637.63	149.53	121.50	135.86	56.07	56.08	475.72	435.94	661.96

Creación de múltiples partidas por cuentas personalizadas

- Planificación detallada de diferentes cuentas (por valor o ratio)
- Use el desglose de costes e ingresos de forma separada, para una planificación más detallada
- Todos los valores se calculan en una suma total

FAIRPLANNER | LONG RANGE PLANNER

- Planificación a de varios años con incremento de % de crecimiento

	2022		2023		2024		2025		2026		2027		2028		2029					
	LRP	%	LRP	%	YoY Growth	LRP	%	YoY Growth	LRP	%	YoY Growth	LRP	%	YoY Growth	LRP	%	YoY Growth			
Hotel Revenue	5,136,309	100.0	3,370,666	100.0 %	(34.4) %	3,416,615	100.0 %	1.4 %	3,458,520	100.0 %	1.2 %	3,459,532	100.0 %	-	3,459,532	100.0 %	-	3,458,520	100.0 %	-
Rooms Capacity	42,340		42,340		-	42,340		-	42,340		-	42,340		-	42,340		-	-		-
Occupancy %	62.36 %		62.36 %		-	62.36 %		-	62.36 %		-	62.36 %		-	62.36 %		-	-		-
Revenue Per Available Room	68.68		66.58		(3.1) %	67.57		1.5 %	68.59		1.5 %	68.59		-	68.59		-	-		-
Hotel Revenue Per Occupied Room	194.54		127.86		(34.4) %	129.40		1.4 %	130.99		1.2 %	131.03		-	131.03		-	-		-
Rooms																				
Rooms Revenue	2,908,098		2,818,833		(3.1) %	2,861,115		1.5 %	2,904,032		1.5 %	2,904,032		-	2,904,032		-	-		-
Rooms Revenue from Segmentation	2,763,562	95.0 %	2,818,833	100.0 %	2.0 %	2,861,115	100.0 %	1.3 %	2,904,032	100.0 %	1.5 %	2,904,032	100.0 %	-	2,904,032	100.0 %	-	-		-
Rooms Revenue Adjustment	144,536	5.0 %	-		-	-		-	-		-	-		-	-		-	-		-
Average Daily Rate	110.14		106.76		(3.1) %	108.36		1.5 %	109.99		1.5 %	109.99		-	109.99		-	-		-
Rooms Occupied	26,403		26,403		-	26,403		-	26,403		-	26,403		-	26,403		-	-		-
Rooms Capacity	42,340		42,340		-	42,340		-	42,340		-	42,340		-	42,340		-	-		-
Occupancy %	62.36 %		62.36 %		-	62.36 %		-	62.36 %		-	62.36 %		-	62.36 %		-	-		-
P/R & Related Expenses	631,802	21.7 %	650,757	23.1 %	3.0 %	670,280	23.4 %	3.0 %	670,280	23.1 %	-	670,280	23.1 %	-	670,280	23.1 %	-	-		-
Other Expenses	188,367	6.5 %	-		-	-		-	-		-	-		-	-		-	-		-
Profit/Loss	2,070,853	71.2 %	2,168,076	76.9 %	4.7 %	2,190,835	76.6 %	1.0 %	2,233,752	76.9 %	2.0 %	2,233,752	76.9 %	-	2,233,752	76.9 %	-	-		-
Food & Beverage Total																				
Food Revenue	1,091,062	68.8 %	183,333	33.2 %	(83.2) %	185,167	33.3 %	1.0 %	184,661	33.3 %	(0.3) %	185,167	33.3 %	0.3 %	185,167	33.3 %	-	185,167	33.3 %	(0.3) %
Beverage Revenue	444,833	28.1 %	183,333	33.2 %	(58.4) %	185,167	33.3 %	1.0 %	184,661	33.3 %	(0.3) %	185,167	33.3 %	0.3 %	185,167	33.3 %	-	185,167	33.3 %	(0.3) %
Covers	98,926	6.2 %	-		-	-		-	-		-	-		-	-		-	-		-
Other Revenue	48,439	3.1 %	185,167	33.6 %	274.5 %	185,167	33.3 %	-	185,167	33.3 %	-	185,167	33.3 %	-	185,167	33.3 %	-	-		-

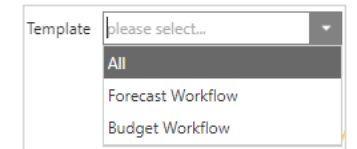
- Planifique simultáneamente varios años

- Asistente de copia de datos de otros años como base

FAIRPLANNER | MONITORIZACIÓN PROCESOS - WORKFLOW MANAGEMENT

- Por tipo de escenario
- Workflow a medida según necesidad

Template Selection



KPIs ajustables



Account	Account	Account	Action	Select
GOI: 2,395k	GOP: 1,152k	TREV: 4,957k	Close	<input type="checkbox"/>
GOI: 3,108k	GOP: 3,399k	TREV: 8,036k	Close	<input type="checkbox"/>
GOI: 3,107k	GOP: 1,606k	TREV: 5,766k	Close	<input type="checkbox"/>

Actuals
 Last import date:
 Monday, March 9, 2020
 Last import by:
 Oliver.rabe1@fairmas.com

Rooms Revenue
 ChangedMonths:
 Mar 20
 Last change date:
 Thursday, March 19, 2020
 Last change by:
 Oliver.rabe1@fairmas.com
 Locked by: Oliver.rabe1@fairmas.com at
 3/12/2020 1:27 PM
 Unlocked by: Oliver.rabe1@fairmas.com at
 3/12/2020 1:28 PM

Cierre centralizado para diferentes propiedades:

- Los datos de cada escenario se transfieren a FairChain para su consolidación
- Guarda cada escenario para el futuro

Advanced RevenuePlanner

Herramienta de Revenue Planning
simplificada, diaria y mensual

ADVANCED REVENUE PLANNER | OBJETIVO

La herramienta para simplificar la planificación y el control de todos los ingresos, ya sea por segmento de mercado o por cuenta contable diaria o mensualmente.

- Nueva versión - más ágil
- Datos integrados de PMS & RMS
- Grupos de segmentos customizados



ADVANCED REVENUE PLANNER | CARACTERÍSTICAS

Integración de PMS & RMS

Transferencia de datos automáticamente, vía interfaz

Calendario de eventos

Eventos predefinidos o propios

Planificación por segmento de Mercado o por cuenta contable

Por cifras diarias, mensuales

Función de agregar comentarios

Cifras de reservas con avance de 1 año

Vía interfaz del PMS

Informes en formato Excel y PDF

Se pueden exportar vía Email

ADVANCED REVENUE PLANNER | POR PERIODO Y SEGMENTO ESPECÍFICO

	Nov 19	Tu 19	We 20	Th 21	Fr 22	Sa 23
Hotel Size Number of Rooms	3.1 K	3.1 K	102	102	102	102
Available Rooms	2.1 K	2.1 K	102	102	102	102
Number of Guests	2.2 K	2.2 K	74	74	74	74
Revenue Per Available Room	358.16	358.16	358.16	358.16	358.16	358.16
Occupancy %	41.26%	41.26%	41.26%	41.26%	41.26%	41.26%
Rooms Sold	1.3 K	957	42	42	42	42
Sold Rooms from Segments	1.3 K	957	42	42	42	42
Transient	1.0 K	696	33	33	33	33
CRF - Corporate Rate Flexible	660	413	22	22	22	22
CON - Corporate Negotiated						
CDP - Corporate Preferred	50	22	2	2	2	2
GSR - Government Special						
WTF - Packages Weekend		273	9	9	9	9
SPE - Packages Special	5					
PKG - Packages Other	5		9	9	9	9
PMW - Packages Midweek	35	18	1	1	1	1

Planificación por Segmento de mercado

Calendario de eventos

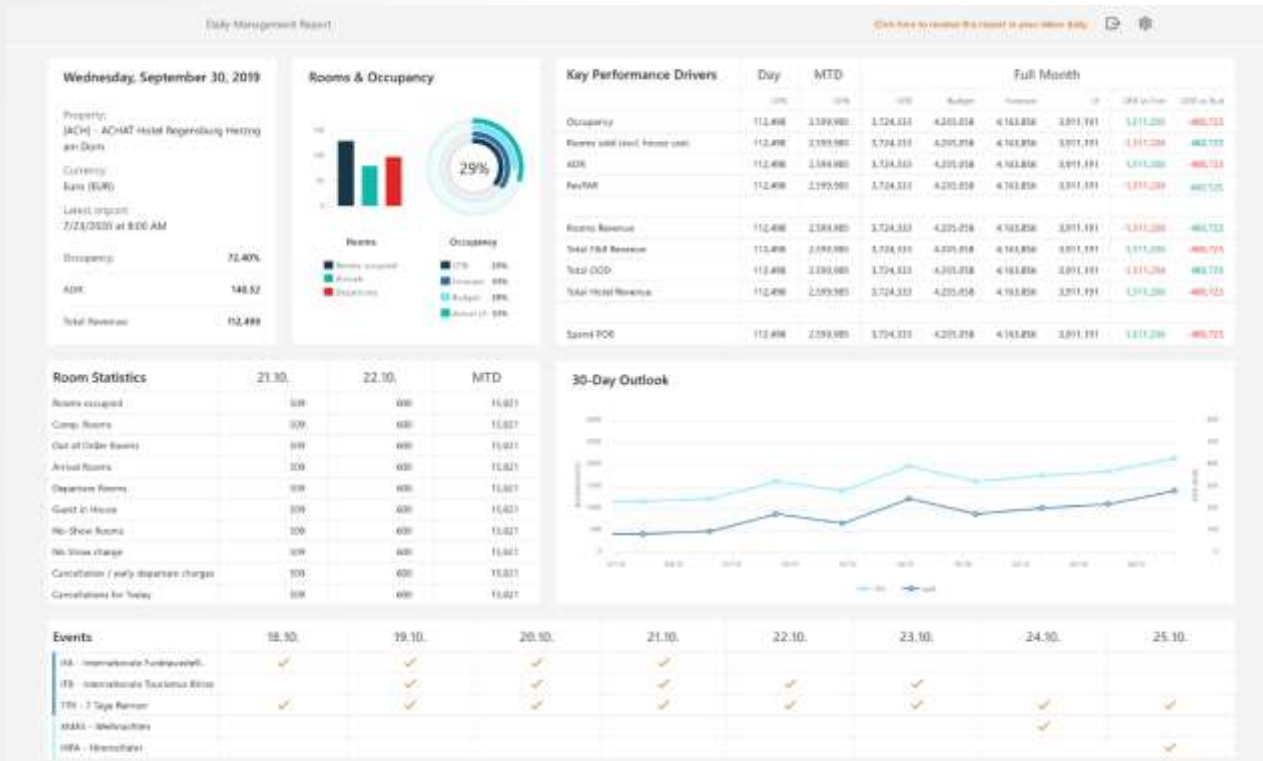
Reservas diarias Importadas del PMS

Función de comentarios Diaria o mensual

Planificación mensual

Planificación diaria

ADVANCED REVENUE PLANNER | DAILY MANAGEMENT REPORT



Reporte de gestión diaria, automático:

- KPIs de rendimiento en reservas
- Ingresos F&B y KPIs de cada
- Otros ingresos

Full Month														
TS	ADR	Rev	PCT	ADR	Rev	PCT	ADR	Rev	PCT	ADR	Rev	PCT	ADR	Rev
-	1.1 K	92.26	582	97.32	18	98.54	2.8 K	33.39	762	103.08	918	91.74		
-	234	112.78	32	103.87	4	103.00	354	114.45	133	107.00	133	104.17		
-	42	87.38	42	104.44	7	72.28	82	96.41	44	83.00	44	89.32		
-	86	85.88	19	91.84	7	76.33	152	79.41	82	85.00	299	81.84		
-	32	87.37	216	108.24	-	-	292	104.82	200	119.00	17	82.45		
-	48	104.39	38	83.18	8	131.35	138	97.86	82	85.00	98	85.80		
-	37	73.37	-	-	-	-	47	72.85	-	-	30	72.12		
-	17	88.33	8	78.51	-	-	40	71.47	8	76.81	8	76.81		
-	271	95.88	19	94.57	-	-	480	96.78	130	87.72	282	97.81		
-	1.1 K	92.26	582	97.32	18	98.54	2.8 K	33.39	762	103.08	918	91.74		

Full Month							
	YTD	Budget	Forecast	YTD	YTD vs Budget	YTD vs Forecast	
Cafe Breakfast							
Cover	15,300.05	185,336.28	238,193.19	221,134.01	225,443.76	226,448.31	
Food Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Rev Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Cafe Lunch							
Cover	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Food Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Rev Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Cafe Dinner							
Cover	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Food Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Rev Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Cafe Total							
Cover	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Food Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	
Rev Rev	112,498	2,095,985	3,724,333	4,205,058	4,163,858	3,911,191	

FairChain

Software para la consolidación
de KPIs para grupos y cadenas hoteleras

FAIRCHAIN | OBJETIVO

Proporcionar a grupos hoteleros o propietarios de múltiples hoteles la consolidación y visión detallada de todos sus informes de rendimiento de todos sus hoteles con total flexibilidad.

- Datos estandarizados
- Consolidados
- Centralizados



FAIRCHAIN | FUNCIONES

Consolidación de todos los datos de planificación de FairPlanner

Total flexibilidad en la gestión del Portfolio

Centralización de procesos de trabajo

Generación de informes generales para la empresa y Top Managers

Envío de Emails programados con informes en formatos Excel y PDF

Conversión de moneda instantánea

FAIRCHAIN | NUMEROSOS INFORMES

FairChain Standard Reports: **Forecast Reports** Budget Reports Other Reports

Values Report
Key indicators report

Variances Report
Variations in key indicators

Data Input Validation
Monthly view (broken down by days) of the data entries from all years

Reports Import Data E-Mail Jobs Administration Help

FairChain Standard Reports: **Forecast Reports** Budget Reports Other Reports

Hotel PL Report
Displays the profit and loss account, according to the Uniform System of Accounts, in the selected consolidated form.

Phased Hotel PL Report
Displays the profit and loss account, according to the Uniform System of Accounts, in the selected consolidated form.

Market Segmentation Report
Provides information on the Room Nights / Average Rate and the Occupancy / Rooms Revenue achieved in each of your

Corporate Report
Shows the key indicators of all hotels in the company for a given set and a defined period, on a cumulative basis.

Cost Benchmark
Shows the costs as a proportion of the total cost of the hotel, and cumulative for all buildings.

Account Line Generator Report
Provides a quick overview of the balance of certain, self-selected accounts

FairChain Standard Reports: **Forecast Reports** Budget Reports Other Reports

Ten Year P&L

Reports Import Data E-Mail Jobs Administration Help

CRUEL EXPORT LAST TRANSFER REPORT

Get: Accor Brands P&L: Hotel P&L Year: 2020 Amounts: Full Amounts OK Four Years Scenario: Forecast Current Year Scenario: Actual/Forecast

Post Years Downward Actual Currency: GBP

Hotel Get: Accor Brands - P&L: Hotel P&L - Currency: British Pound - Amounts: Full

Ten year P&L Report

	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
PROFIT & LOSS STATEMENT	Forecast	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Total Hotel Revenue	35,329,002	33,481,531	29,935,179	26,268,739	26,368,357	27,566,037	26,855,053	24,995,528	24,356,248	23,473,240
Total PIR & Related Expenses	8,160,269	8,037,777	7,143,880	6,865,206	6,897,207	8,530,897	6,261,008	5,346,014	6,876,943	5,490,200
Available Rooms	743,403	683,909	681,548	636,212	579,191	561,485	547,419	506,157	495,551	477,296
Rooms Occupied	449,039	484,948	416,122	487,323	381,791	364,212	369,158	341,148	335,147	314,704
Total Occupancy %	6.04%	7.09%	6.09%	7.66%	6.60%	6.49%	6.74%	6.74%	6.66%	6.60%
Average Daily Rate	47.05	46.46	46.05	46.54	45.47	46.82	45.12	43.42	43.52	43.29
Revenue Per Available Room	36.42	36.93	36.07	36.34	30.03	29.20	29.05	29.15	29.42	28.54
Number of Guests	717,310	684,957	651,403	681,716	579,847	550,416	547,983	537,865	494,551	488,149
Room Density %	-	-	-	-	-	-	-	-	-	-
Total Covers	839,806	962,114	856,013	842,536	834,260	779,016	731,997	705,348	685,928	699,595
FTE	279	300	252	228	224	216	213	209	198	199
Hotel P&L										
Total Hotel Revenue	35,329,002	33,481,531	29,935,179	26,268,739	26,368,357	27,566,037	26,855,053	24,995,528	24,356,248	23,473,240
Rooms Revenue	21,123,049	21,136,060	19,131,217	19,110,040	17,287,201	16,306,487	16,330,534	14,811,527	14,505,104	13,822,900
Total F&B Revenue	11,212,177	10,747,893	9,999,362	10,250,947	9,706,570	8,662,526	8,442,230	8,481,216	8,081,299	7,381,850
Total OOO Revenue	776,544	727,323	706,642	675,757	626,479	597,410	562,203	555,151	542,705	540,581
Total Rental Revenue	389,831	339,333	299,739	354,195	294,500	290,843	273,791	245,994	256,938	241,860
Rooms										
Total Rooms Revenue	22,817,193	21,312,879	20,823,394	19,485,800	16,758,223	17,832,080	17,410,259	16,488,878	16,400,914	16,105,679
Total PIR & Related Expenses	2,625,598	2,761,128	2,960,968	2,822,228	2,497,973	2,216,795	2,162,001	2,186,196	2,229,241	1,994,743
Total Other Expenses	8,404,761	5,336,578	5,595,085	4,803,012	4,407,062	4,192,041	4,172,711	4,048,018	3,832,724	3,541,209
Best Profit/Loss	13,846,629	13,420,799	12,329,280	12,390,833	11,862,917	13,068,628	13,171,183	10,238,298	9,881,333	9,883,704

FAIRCHAIN | PERFORMANCE CONSOLIDADO

		Reports				Import				Data				E-Mail Jobs				Administration				Help									
◀ CALENDAR ▶		YESTERDAY		SETS		TIME RANGE		CREATE PDF		CREATE EXCEL		Currency: GBP ▼																			
CHAIN REPORT Demo Company																								Hotel Set: Accor Brands - Time Range: Daily 2020-03-31 - Currency: British Pound							
Rank	Hotel	Occupancy				Average Daily Rate				Revenue Per Available Room				Rooms Revenue / 1000				Food & Beverage / 1000				Total Revenue / 1000									
		Act	Bud	Fcst	LY	Act	Bud	Fcst	LY	Act	Bud	Fcst	LY	Act	Bud	Fcst	LY	Act	Bud	Fcst	LY	Act	Bud	Fcst	LY						
1	Hotel 122	97.70%	92.84%	97.70%	54.73%	263.24	252.09	271.14	117.29	257.18	234.03	264.90	64.19	100.6	91.5	103.6	25.1	42.2	21.1	11.8	11.8	150.8	113.3	116.9	39.9						
2	Hotel 121	63.19%	60.12%	63.19%	34.66%	195.81	216.09	211.48	155.18	123.73	129.92	133.63	53.79	40.3	42.4	43.6	17.5	19.8	8.3	9.5	6.3	62.9	51.1	53.6	27.4						
3	Hotel 128	12.64%	12.64%	12.64%	96.55%	349.64	370.64	346.18	255.18	44.21	46.86	43.77	246.38	3.8	4.1	3.8	21.4	1.2	0.5	0.7	8.8	5.7	4.6	4.5	33.2						
Total Cluster 27		74.50%	70.90%	74.50%	51.12%	241.64	242.00	252.00	155.89	180.03	171.56	187.74	79.69	144.7	137.9	150.9	64.1	63.2	29.9	22.0	26.9	219.4	169.0	175.1	100.5						
1	Hotel 133	88.57%	83.81%	88.57%	30.48%	156.49	178.61	167.44	210.25	138.61	149.70	148.30	64.08	14.6	15.7	15.6	6.7	4.7	2.2	2.0	3.6	20.2	18.1	17.7	10.8						
2	Hotel 132	98.88%	98.88%	98.88%	47.19%	102.42	111.64	109.59	157.07	101.27	110.38	108.36	74.12	9.0	9.8	9.6	6.6	4.1	1.9	1.6	1.7	14.2	11.9	11.4	9.1						
3	Hotel 131	75.27%	75.27%	75.27%	96.77%	130.80	124.26	133.41	54.06	98.45	93.53	100.42	52.31	9.2	8.7	9.3	4.9	4.4	1.4	2.0	2.4	15.2	10.4	11.6	8.0						
4	Hotel 130	57.78%	57.78%	57.78%	91.11%	90.60	90.60	94.21	259.61	52.34	52.34	54.43	236.53	4.7	4.7	4.9	21.3	1.6	0.6	0.8	8.3	7.3	5.5	5.8	30.7						
5	Hotel 126	56.82%	56.82%	56.82%	40.91%	175.36	170.12	192.92	51.28	99.64	96.66	109.61	20.98	4.4	4.3	4.8	0.9	1.9	0.5	0.8	0.2	6.8	4.8	5.6	1.3						
6	Hotel 129	8.86%	8.86%	8.86%	87.34%	82.57	76.71	82.57	207.17	7.32	6.80	7.32	180.95	0.6	0.5	0.6	14.3	0.3	0.1	0.1	7.6	0.9	0.6	0.6	23.2						
7	Hotel 124	97.17%	92.45%	94.34%	41.51%	223.20	222.86	232.19	331.30	216.89	206.04	219.05	137.52	23.0	21.8	23.2	14.6	7.1	3.4	2.9	4.2	32.9	25.5	26.3	21.6						
8	Hotel 123	60.56%	60.56%	60.56%	94.37%	229.65	252.63	229.65	295.46	139.08	153.00	139.08	278.82	9.9	10.9	9.9	19.8	5.3	2.3	1.5	9.5	16.0	13.3	11.5	32.9						
Total Cluster 29		71.05%	68.57%	70.61%	65.58%	156.47	162.30	163.07	200.61	111.17	112.92	115.14	131.56	75.3	76.4	77.9	89.1	29.4	12.4	11.6	37.5	113.4	90.0	90.6	137.5						
Total Accor Brands		72.92%	70.27%	72.72%	57.73%	203.71	205.94	212.53	179.11	148.55	144.75	154.55	103.40	220.0	214.4	228.9	153.1	92.6	42.3	33.5	64.4	332.9	259.0	265.7	238.0						

Gestión flexible de las propiedades

Rango de periodo flexible (Actual, Presupuestado, Hispotético e Histórico)

FAIRCHAIN | (P&L) REPORTING CONSOLIDADO

PDF EXPORT EXCEL EXPORT EXCEL EXPORT ALL SET HOTELS EXCEL EXPORT ALL P&LS LAST TRANSFER REPORT														
Set: Accor Brands P&L: Hotel P&L Time Range: Full Year Year: 2020 Amounts: Full Amounts Currency: GBP <input type="checkbox"/> Hide empty P-Accounts OK														
P&L Summary Report (Forecast) Hotel Set: Accor Brands - P&L: Hotel P&L - Time Range: Full Year 2020 - Currency: British Pound - Amounts: Full														
PROFIT & LOSS STATEMENT	ACT FCST		PRIOR FCST		BUDGET		ACT		VARIANCE ACT FCST VERSUS					
	2020	%	2020	%	2020	%	2019	%	PRIOR FCST 2020	%	BUDGET 2020	%	ACT 2019	%
Total Hotel Revenue	35,229,002	100%	30,000,940	100%	35,005,622	100%	33,401,531	100%	5,228,062	17%	223,380	1%	1,827,472	5%
Total P/R & Related Expenses	8,168,965	23%	7,389,848	25%	7,851,342	22%	8,037,777	24%	779,116	11%	317,622	4%	131,187	2%
Available Rooms	743,403		662,442		710,610		683,669		80,961	12%	32,794	5%	59,734	9%
Rooms Occupied	449,020		415,253		488,398		454,940		33,768	8%	(39,378)	(8%)	(5,920)	(1%)
Total Occupancy %	0.60%		0.63%		0.69%		0.67%		(0.03%)	(4.8%)	(0.09%)	(13.0%)	(0.07%)	(10.4%)
Average Daily Rate	47.05		46.96		42.55		46.46		0.09	0.2%	4.50	10.6%	0.59	1.3%
Revenue Per Available Room	28.42		29.44		29.25		30.92		(1.02)	(3.5%)	(0.83)	(2.8%)	(2.50)	(8.1%)
Number of Guests	717,210		626,590		698,633		684,957		90,619	14%	18,577	3%	32,253	5%
Room Density %	-		-		-		-		-	-	-	-	-	-
Total Covers	939,666		827,183		932,325		962,114		112,483	14%	7,341	1%	(22,447)	(2%)
FTE	279		250		269		260		29	11.8%	10	3.9%	19	7.4%
Hotel P&L														
Total Hotel Revenue	35,229,002	100%	30,000,940	100%	35,005,622	100%	33,401,531	100%	5,228,062	17%	223,380	1%	1,827,472	5%
Rooms Revenue	21,128,046	60%	19,499,663	65%	20,783,426	59%	21,136,669	63%	1,628,383	8%	344,619	2%	(8,623)	(0%)
Total F&B Revenue	11,212,177	32%	9,857,353	33%	11,067,906	32%	10,747,653	32%	1,354,824	14%	144,271	1%	464,524	4%
Total OOD Revenue	775,544	2%	669,659	2%	762,273	2%	727,303	2%	105,885	16%	13,271	2%	48,241	7%
Total Rental Revenue	356,931	1%	314,645	1%	328,145	1%	339,333	1%	42,286	13%	28,787	9%	17,598	5%
Rooms														
Total Rooms Revenue	22,617,153	100%	19,106,895	100%	22,052,035	100%	21,312,879	100%	3,510,258	18%	565,118	3%	1,304,273	6%
Total P/R & Related Expenses	2,935,396	13%	2,565,889	13%	2,896,487	13%	2,781,128	13%	369,507	14%	38,909	1%	154,268	6%

FAIRCHAIN | INFORME CONSOLIDADO SEGÚN SEGMENTACIÓN

		Reports		Import		Data		E-Mail Jobs		Administration		Help			
PDF EXPORT		EXCEL EXPORT													
Set:	Accor Brands	Time Range:	Full Year	Year:	2020	Amounts:	Full Amounts	Currency:	GBP	OK					
Market Segmentation Report (Forecast)													Hotel Set: Accor Brands - Time Range: Full Year 2020 - Currency: British Pound - Amounts: Full		
Forecast	ACT FCST		PRIOR FCST		BUDGET		LY ACT		VARIANCE ACT FCST 2020 VERSUS						
	2020	%	2020	%	2020	%	2019	%	PRIOR FCST	%	BUDGET	%	LY ACT	%	
Available Rooms	743,403		662,442		710,610		683,669		80,961	12%	32,794	5%	59,734	9%	
Rooms Occupied	449,020		415,253		488,398		454,940		33,768	8%	(39,378)	(8%)	(5,920)	(1%)	
Total Occupancy %	0.60%		0.63%		0.69%		0.67%		(0.02%)	(3.6%)	(0.08%)	(12.1%)	(0.06%)	(9.2%)	
Average Daily Rate	47.05		46.96		42.55		46.46		0.10	0.2%	4.50	10.6%	0.59	1.3%	
Revenue Per Available Room	28.42		29.44		29.25		30.92		(1.02)	(3.4%)	(0.83)	(2.8%)	(2.50)	(8.1%)	
Rooms Revenue	21,128,046	60%	19,499,663	65%	20,783,426	59%	21,136,669	63%	1,628,383	8%	344,619	2%	(8,623)	(0%)	
Rooms Occupied															
Total #A	181,072	40%	158,997	38%	176,445	36%	170,756	38%	22,075	14%	4,627	3%	10,316	6%	
Segment #A1	114,168	25%	102,222	25%	111,320	23%	107,705	24%	11,946	12%	2,848	3%	6,463	6%	
Segment #A2	32,094	7%	26,502	6%	30,614	6%	30,170	7%	5,592	21%	1,480	5%	1,923	6%	
Segment #A3	30,982	7%	26,986	6%	30,428	6%	29,068	6%	3,996	15%	554	2%	1,914	7%	
Segment #A4	3,829	1%	3,287	1%	4,083	1%	3,813	1%	541	16%	(255)	(6%)	15	0%	
Total #B	11,619	3%	10,950	3%	11,930	2%	11,210	2%	669	6%	(310)	(3%)	409	4%	
Segment #B1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Segment #B2	11,619	3%	10,950	3%	11,930	2%	11,210	2%	669	6%	(310)	(3%)	409	4%	
Total #C	59,343	13%	52,712	13%	58,672	12%	57,243	13%	6,631	13%	671	1%	2,100	4%	
Segment #C1	29,114	6%	25,527	6%	28,708	6%	27,179	6%	3,588	14%	407	1%	1,936	7%	
Segment #C2	23,853	5%	21,915	5%	23,664	5%	24,143	5%	1,937	9%	189	1%	(290)	(1%)	
Segment #C3	4,537	1%	3,703	1%	4,451	1%	4,120	1%	834	23%	86	2%	417	10%	
Segment #C4	1,283	0%	1,079	0%	1,281	0%	1,255	0%	184	17%	(18)	(1%)	8	1%	
Segment #C5	576	0.1%	488	0.1%	568	0.1%	546	0.1%	87	17.9%	8	1.4%	29	5.4%	
Total #D	55,107	12%	44,928	11%	50,142	10%	49,962	11%	10,180	23%	4,965	10%	5,145	10%	

FAIRCHAIN | INFORME POR CUENTAS

EXCEL EXPORT

Column per month
 Column per hotel
 Set: **Accor Brands**
 Year: **2020**
 Variance: **None**
 Currency: **EUR**

Account Lines Filter Options

Department: **050 Front Office**

Acc Group: **C0 System Account**

Available Account Lines:

- C00001-050 Total Occupancy %
- C00002-050 Revenue Per Available Room
- C00003-050 Average Daily Rate
- C00002-050 Revenue Per Available Room
- C00004-050 Rooms Occupied
- C00005-050 Room Density %

Account Lines Filter

Selected Account Lines:

- C00003-050 Average Daily Rate
- C00001-050 Total Occupancy %

Account Line Generator Report (phased Forecast) Hotel Set: Accor Brands - Time Range: Full Year 2020 - Currency: British Pound

Code	Hotel		Total Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
122	Hotel 122	Average Daily Rate - Front Office	52.05	55.36	46.50	41.75	55.84	61.95	46.46	58.51	31.65	88.65	52.59	43.89	43.04
121	Hotel 121	Average Daily Rate - Front Office	53.82	33.57	59.15	61.81	32.39	36.24	58.68	62.75	37.45	70.88	100.11	68.31	34.20
128	Hotel 128	Average Daily Rate - Front Office	46.73	34.88	40.45	59.81	45.49	34.35	40.39	38.71	51.81	44.00	78.00	55.69	29.38
133	Hotel 133	Average Daily Rate - Front Office	37.61	34.81	33.90	36.02	42.64	43.78	39.52	40.68	44.47	44.24	34.64	25.89	35.95
132	Hotel 132	Average Daily Rate - Front Office	36.39	36.22	44.30	44.44	37.10	33.83	30.99	34.89	42.77	34.31	30.56	41.38	34.37
131	Hotel 131	Average Daily Rate - Front Office	32.80	48.80	34.68	53.23	43.54	19.30	32.51	41.00	28.80	36.01	35.99	17.38	28.39
130	Hotel 130	Average Daily Rate - Front Office	26.10	28.55	44.88	17.36	23.49	39.09	35.69	22.11	37.83	32.28	19.81	16.78	22.04
126	Hotel 126	Average Daily Rate - Front Office	41.91	50.34	65.69	46.00	29.96	58.89	31.48	41.32	34.05	50.26	34.25	36.45	41.33
129	Hotel 129	Average Daily Rate - Front Office	28.05	17.84	21.30	14.23	27.23	20.06	52.30	40.87	21.06	34.70	24.60	34.63	23.08
124	Hotel 124	Average Daily Rate - Front Office	39.10	51.36	48.20	36.07	35.90	45.83	22.46	55.59	38.69	41.51	37.61	25.45	45.11
123	Hotel 123	Average Daily Rate - Front Office	52.05	32.22	75.75	49.82	49.40	61.87	41.18	50.26	47.70	41.88	56.34	62.94	69.85
	Total Accor Brands		47.05	39.70	50.57	45.53	41.32	45.21	43.98	51.30	37.81	61.33	58.32	45.90	37.93
122	Hotel 122	Total Occupancy % - Front Office	0.88	0.26	0.37	0.62	0.88	0.61	0.98	0.59	0.86	0.91	1.23	0.70	0.66
121	Hotel 121	Total Occupancy % - Front Office	0.79	1.03	0.68	0.44	0.68	0.90	0.57	0.73	1.24	0.89	0.73	1.10	0.78
128	Hotel 128	Total Occupancy % - Front Office	0.78	0.64	0.46	0.98	0.64	0.71	0.84	1.04	0.69	0.93	0.97	0.79	0.64
133	Hotel 133	Total Occupancy % - Front Office	0.52	0.34	0.56	0.56	0.34	0.55	0.43	0.59	0.61	0.34	0.73	1.14	0.48
132	Hotel 132	Total Occupancy % - Front Office	0.33	0.19	0.24	0.28	0.31	0.30	0.45	0.46	0.33	0.38	0.48	0.31	0.22

Estructura flexible, por segmentos

Todos los ingresos, costes, cuentas de pago

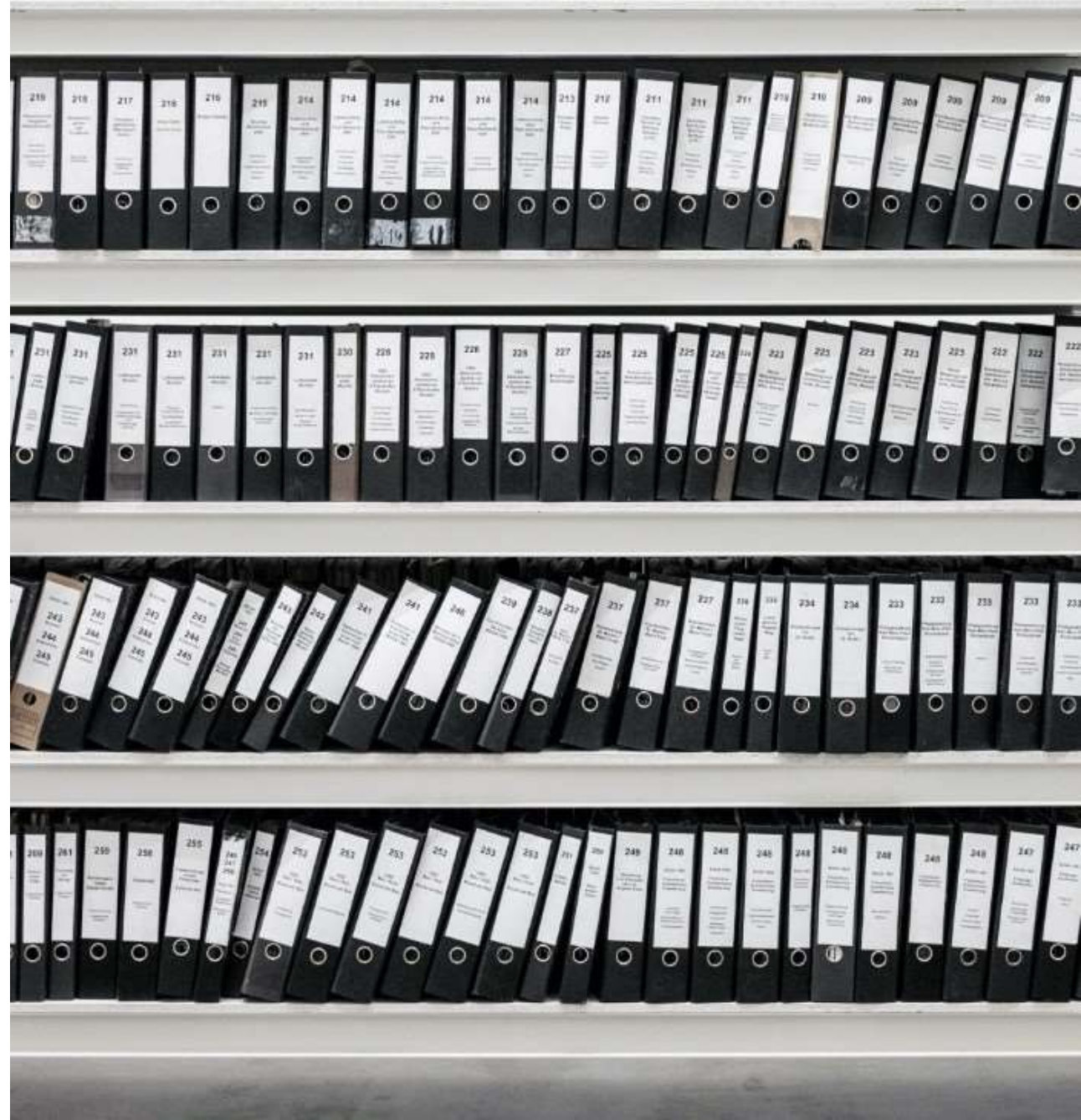
FairPayroll

Módulo de planificación
de costes salariales

FAIRPAYROLL | OBJETIVO

Planificar los costes salariales eficientemente para minimizar costes para medir y ser más productivos

- Instalación en su Hardware
- Adaptado a la estructura del hotel



FAIRPAYROLL | CARACTERÍSTICAS

Budget y Forecast, en un solo sistema

Datos de FairPayroll integrados en el Planning de FairPlanner (P&L)

Planificación de personal por puesto y empleado

Distinción por tipo de contratos: Indefinido, temporal, por horas...

Planificación basada en medidas de productividad

Cálculo de costes laborales no salariales y bonificaciones

Calendario de vacaciones

Cálculo de retenciones EFTE / FTE

FAIRPAYROLL | GESTOR DE PRODUCTIVIDAD

Driver Definitions:

- Front Office
- Housekeeping
 - Housekeeping
 - C00001-050-Occupancy %
 - C00003-050-Average Daily Rate
 - C00004-050-Rooms Occupied
 - C00005-050-Room Density
 - C00007-050-Number of Guests
 - C00200-050-Rooms Revenue
 - S10010-050-Available Rooms

FairPayroll - Edit Position

Properties

Select Position:

Term: DEMO

Description:

Department: Housekeeping

for external staff

Contract

Band level: 1 | Contract Type: Contract | Filter criterion:

Salary Components | **Productivity Drivers**

Drivers:

- Rooms Occupied

Value	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20
Minimum Count(Base Manning)	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Productivity/Benchmarks per Shift	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Ok | Cancel | ?

Creación de componentes de salario ilimitadamente

Driver de productividad

FAIRPAYROLL | INFORME DETALLADO DE PERSONAL (VISIÓN MÁS DETALLADA)

FairPayroll - Forecast 2020

File View Model Info

Property Admin Employees Manning Data Sync Reports Exit

DMO02 Forecast 2020

Manning Guide

2020 Housekeeping/Housekeeping

Name	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Total
Housekeeping													
Input Tools													
Vacation taken (in %)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sickness (in %)	0	0	0	0	0	0	0	0	0	0	0	0	0
Positions													
Manager													
Surname 520, Forename 520													
Base Salary	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	28.800
Budget 2020 Base Salary	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	2.400	28.800
Overtime	0	0	0	0	0	0	0	0	0	0	0	0	0
Budget 2020 Overtime	0	0	0	0	0	0	0	0	0	0	0	0	0
Bonus Manager	160	160	160	160	160	160	160	160	160	160	160	160	1.920
Demo (PTEB)	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	6.048.0
Health insurance (PTEB)	186.9	186.9	186.9	186.9	186.9	186.9	186.9	186.9	186.9	186.9	186.9	186.9	2.242.6
Insolvency fund (PTEB)	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	46.1
Nursing care insurance (PTEB)	26.2	26.2	26.2	26.2	26.2	26.2	26.2	26.2	26.2	26.2	26.2	26.2	314.9
Pension insurance (PTEB)	241.9	241.9	241.9	241.9	241.9	241.9	241.9	241.9	241.9	241.9	241.9	241.9	2.903.1
Social security (PTEB)	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	504.0	6.048.0
Unemployment insurance (PTEB)	38.4	38.4	38.4	38.4	38.4	38.4	38.4	38.4	38.4	38.4	38.4	38.4	460.8
Count	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Budget 2020 Count	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
FTE Status	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Vacation Entitlement (in D)	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	25.0
Vacation Accrual	246	246	246	246	246	246	246	246	246	246	246	246	2.951
Vacation Taken (monetary) (in D)	2.0	2.0	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1	25.0
Vacation Taken (monetary)	236	236	246	246	246	246	246	246	246	246	246	246	2.951
Holiday Entitlement (in D)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Holiday Accrual	0	0	0	0	0	0	0	0	0	0	0	0	0
Holiday Taken (monetary)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Holiday Taken (monetary)	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee													
Surname 174, Forename 174													
Base Salary	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	22.500
Budget 2020 Base Salary	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	1.875	22.500
Overtime	0	0	0	0	0	0	0	0	0	0	0	0	0
Budget 2020 Overtime	0	0	0	0	0	0	0	0	0	0	0	0	0
Bonus Employee	62	62	62	62	62	62	62	62	62	62	62	62	748
Demo (PTEB)	393.8	393.8	393.8	393.8	393.8	393.8	393.8	393.8	393.8	393.8	393.8	393.8	4.725.0

Departmental Input Tools
 Input Lines
 Calculated Lines
 Lines including Count
 Total Lines

Filter Options:
 Employee Filter:
 Prev. Totals (Budget 2020)
 Dep. Vacation & Sickness
 Salary & Wages
 Bonus
 PTEBs
 Count/FTE
 Vacation
 Holidays
 Departmental Totals
 Departmental Statistics
 Previous (Budget 2020)
 Personal Pay

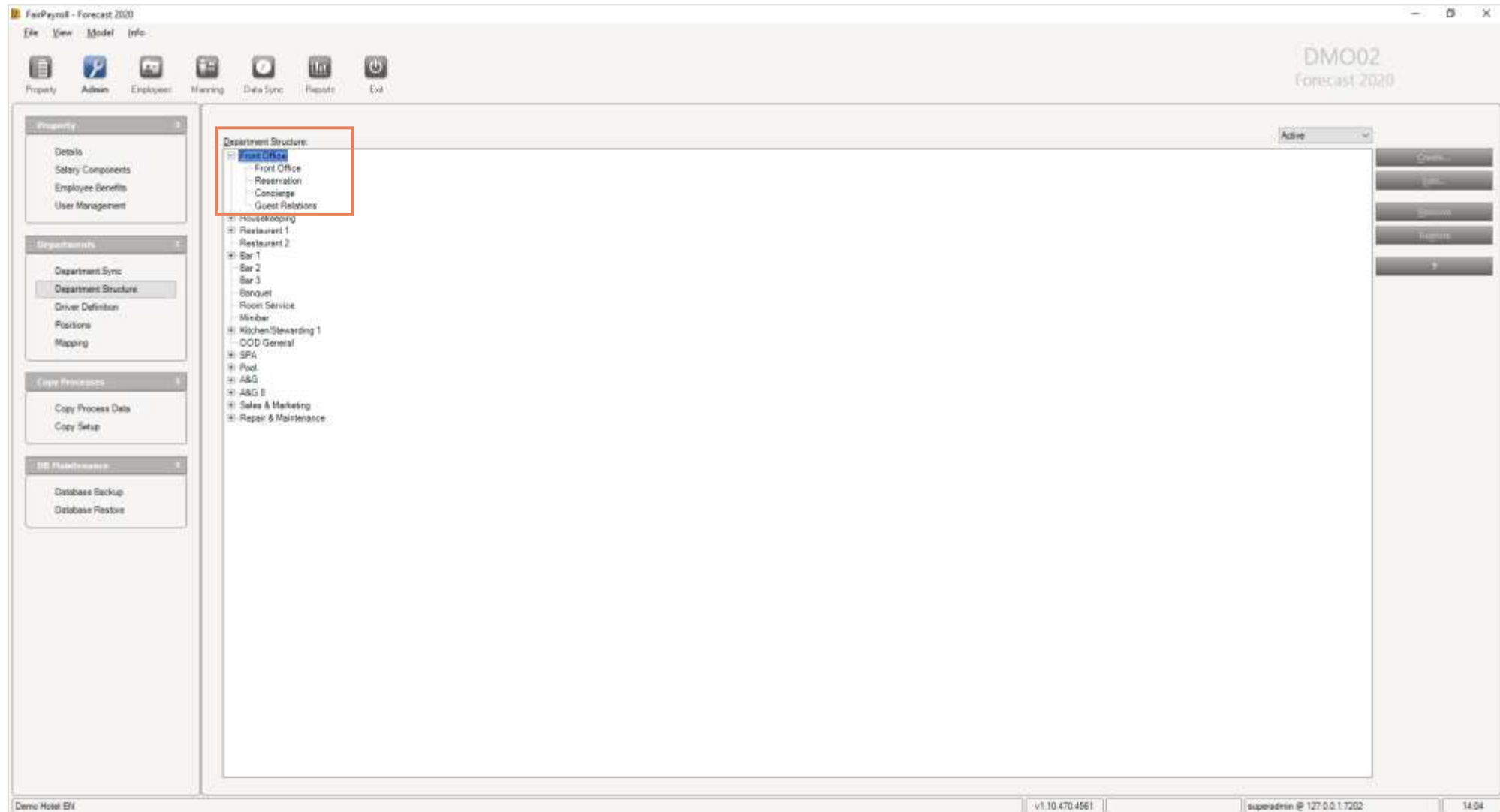
Demo-Hotel EN | v1.10.470.4561 | asuperadmin@127.0.0.1:7202 | 14.02

Vista de todos los departamentos

Por nombre o puesto


Con cálculo de días vacacionales

FAIRPAYROLL | ESTRUCTURA DE DEPARTAMENTOS PRINCIPAL Y SUBORDINADOS



FAIRPAYROLL | CÁLCULO DE BENEFICIOS POR EMPLEADO

FairPayroll - Edit Employee Benefit

 Properties

Term: Health insurance

Description:

Calculation Rule

Select Type

Type: % of Salary (Month Threshold)

Choose Parameters

Components:

- Base Salary
- Benefits in kind
- Bonus Employee
- Bonus GM
- Bonus Manager
- Demo
- Overtime

Max. Salaries: Max. Salary must be higher than Min. Salary or previous Max. Salary value.

Name	Jan	Feb	Mar	Apr	May
Minimum	00	00	00	00	00
Maximum	4,050	4,050	4,050	4,050	4,050

Tax/Benefit Exemption

Minimum Calculation

Ok Cancel ?

Pickup**Tracking**

Herramienta de medición
de reservas y pickup diario

PICKUPTRACKING | ¿PARA QUÉ SIRVE?

Obtener todos los indicadores de rendimiento (KPIs) de su hotel a partir reservas (OTB) por segmento de mercado con 365 días de antelación para reaccionar ágilmente a su estrategia de venta

- Acceso Web
- Datos automatizados por segundo
- Lectura fácil y rápida



PICKUPTRACKING | BENEFICIOS

Fácil de integrar

Interfaz directa con el PMS del hotel

Transferencia de datos automatizada

Todos los datos en una misma vista

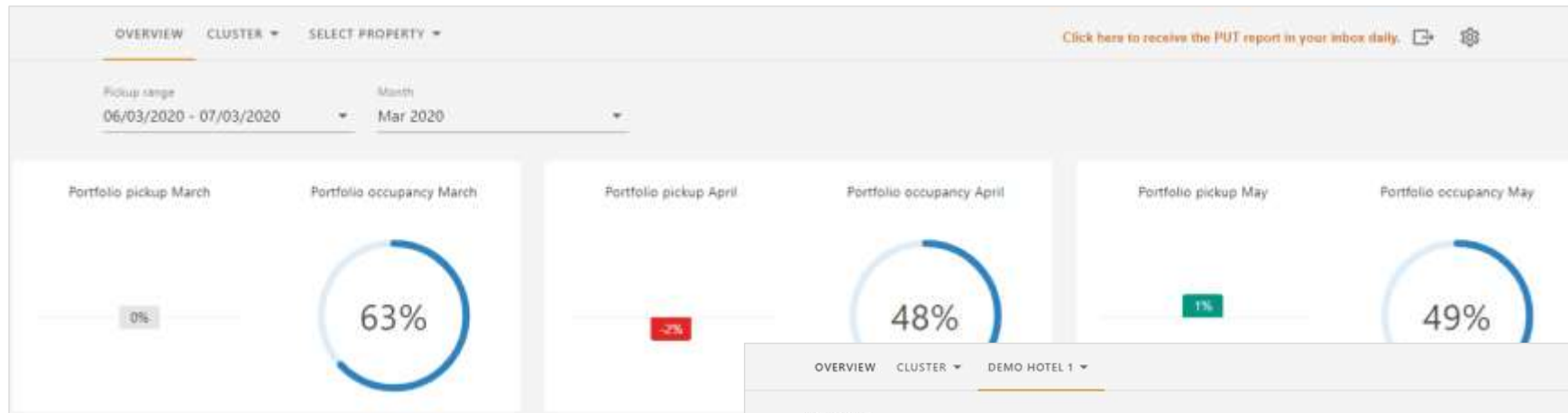
KPIs diarios: Habitaciones ocupadas, ADR, ganancias y otras métricas

Pickup detallado y reservas actuales por segmento de mercado

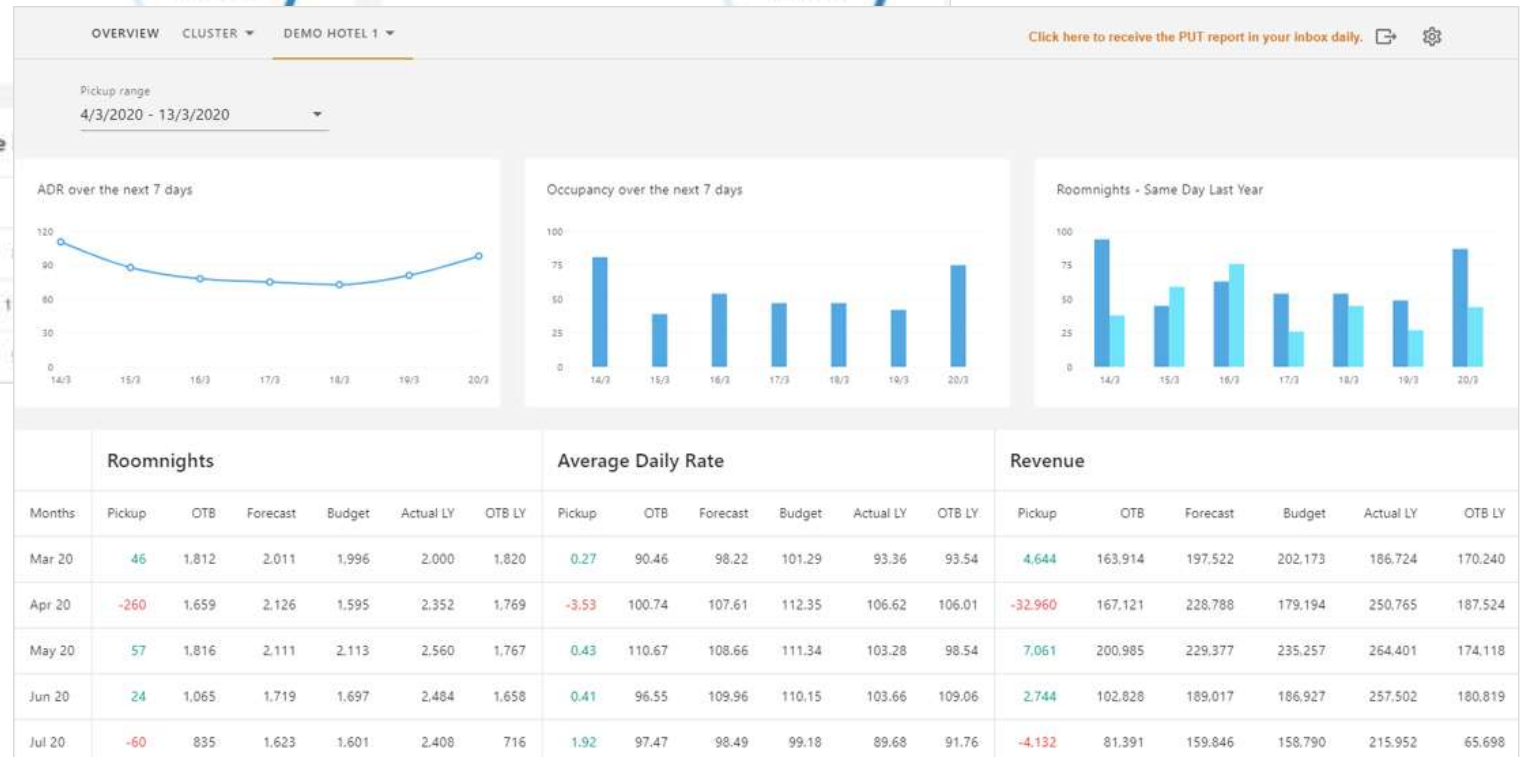
Detección de desviaciones proactiva y ágil

Numerosos tipos de reportes
e.j. comparativas anuales y PACE analysis

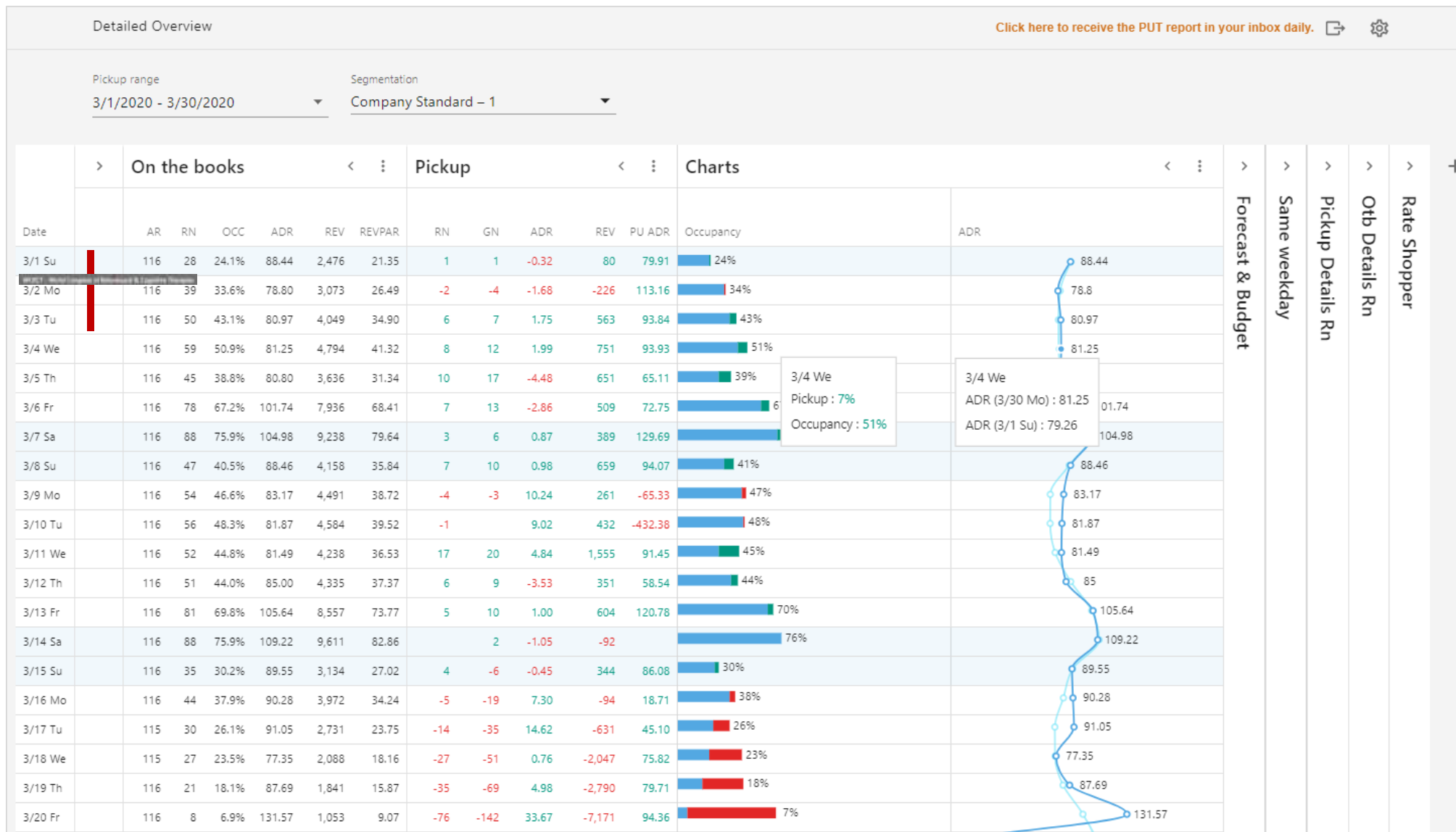
PICKUPTRACKING | PANEL GENERAL POR PROPIEDAD INDIVIDUAL O GRUPOS DE PROPIEDADES



Properties	Roomnights						Average
	Pickup	OTB	Forecast	Budget	Actual LY	OTB LY	Pickup
DM1 OT - Demo Hotel 1	19	1.829	2.011	1.996	2.000	1.693	-0.17
DM2 HQ - Demo Hotel 2	25	2.620	2.932	2.942	2.931	2.684	2.62
DM3 HO - Demo Hotel 3	8	1.939	2.105	2.057	2.053	1.731	0.12



PICKUPTRACKING | EVOLUCIÓN DE PICK UP DIARIO Y MARGEN DE VENTA



PICKUPTRACKING | LECTURA DE PICKUP POR SEGMENTO DE MERCADO

On the books								Pickup	Charts	Forecast & Budget	Pickup Details	Accounts	Segments	Close												
Date	AR	RN	OCC	ADR	REV	REVPAR				BAR	TRA	COR	LEI	AIR	WHO	MIS										
										RN	PUADR	RN	PUADR	RN	PUADR	RN	PUADR	RN	PUADR	RN	PUADR	RN	PUADR			
15/1 We	116	41	35.3%	80.87	3,316	28.58																				
16/1 Th	116	31	26.7%	78.74	2,441	21.04																				
17/1 Fr	116	114	98.3%	112.28	12,800	110.34																				
18/1 Sa	116	62	53.4%	104.75	6,495	55.99				1	175.69	2	67.29													
19/1 Su	116	29	25.0%	82.96	2,406	20.74				1	85.98	3	77.20													
20/1 Mo	116	55	47.4%	68.20	3,751	32.34				1	85.98			1	70.84											
21/1 Tu	116	45	38.8%	68.89	3,100	26.72				1	71.96															
22/1 We	116	30	25.9%	63.63	1,909	16.46																				
23/1 Th	116	37	31.9%	82.92	3,068	26.45																				
24/1 Fr	116	87	75.0%	108.95	9,478	81.71																				
25/1 Sa	116	101	87.1%	107.32	10,840	93.44																				
26/1 Su	116	39	33.6%	96.23	3,753	32.35																				
27/1 Mo	116	48	41.4%	89.84	4,312	37.17				3	82.55	1	67.29													
28/1 Tu	116	39	33.6%	84.05	3,278	28.26				3	82.56	2	78.51													
29/1 We	116	55	47.4%	87.93	4,836	41.69																				
30/1 Th	116	49	42.2%	87.81	4,302	37.09																				
31/1 Fr	116	69	59.5%	108.25	7,469	64.39																				
January	3,596	1,789	49.7%	100.79	180,306	50.14				10	91.49	13	67.36	3	105.17	-2	153.74									



PICKUPTRACKING | LECTURA DE RESERVAS REALIZADAS POR SEGMENTO DE MERCADO

Segment	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
CLC	44	5	33	1	7	1	2	6	3	164
COR	70			9			5	6	4	
EBD	86	92	572	289	225	211	272	177	183	316
HOU	1	19								40
LGR		7	131	244	75	176	191	70	16	86
MIC	17	24	257	103	227	72	208	81	96	39
OTA	271	76	182	64	82	93	18	6	13	45
OTE	7	18	103	129	87	65	49	36	34	23
PRO	237	38	142	104	70	47	4			4
STR			3	2	7			6		8
TAE	15	25	66	32	19	39	16	6	23	
TRA	203	68	97	67	32	32	49	25	59	110
TVA	33	9	13							
Total	984	381	1,599	1,044	831	736	814	419	431	835

OTB

OTB (27/3/20) vs OTB (26/3/20) - RN

PICKUPTRACKING | VALIDACIÓN BUDGET Y FORECAST RESPECTO AL AÑO ANTERIOR

Forecast & Budget [Click here to receive the PUT report in your inbox daily.](#)  

Planning period
Feb 2020 ▼ < > EDIT

Seg	Roomnights						Average Daily Rate						Revenue					
	Forecast	Budget	OTB	OTB LY	Act	Actual LY	Forecast	Budget	OTB	OTB LY	Act	Actual LY	Forecast	Budget	OTB	OTB LY	Act	Actual LY
CLC	138	73	138	79	138	79	108.19	98.41	108.19	104.05	108.19	104.05	14,930	7,184	14,930	8,220	14,930	8,220
COA	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
COM	3	0	3	2	3	2	3.74	0.00	3.74	53.27	3.74	6.08	11	0	11	107	11	12
COR	97	319	99	50	97	47	76.59	84.96	76.44	51.93	76.59	52.37	7,429	27,102	7,567	2,597	7,429	2,462
EBD	164	101	164	173	164	173	109.02	87.22	109.02	105.52	109.02	105.52	17,879	8,809	17,879	18,254	17,879	18,254
HOU	5	0	5	14	5	17	0.00	0.00	0.00	0.00	0.00	-5.88	0	0	0	0	0	-100
INT	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
KNR	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
KON	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
LGR	17	0	17	0	17	0	100.93	0.00	100.93	0.00	100.93	0.00	1,716	0	1,716	0	1,716	0
MIC	105	73	106	66	105	66	92.34	89.13	92.18	92.95	92.34	92.95	9,696	6,507	9,771	6,134	9,696	6,134
OTA	485	340	485	469	485	469	106.03	116.16	106.09	108.41	106.03	108.42	51,426	39,494	51,454	50,842	51,426	50,848
OTE	40	49	40	28	40	28	90.85	69.89	90.85	105.34	90.85	105.34	3,634	3,424	3,634	2,950	3,634	2,950

PICKUPTRACKING | "PACE ANALYSIS" LECTURA DE TENDENCIA DE RESERVAS

Segment Selection

No template available

View

EBD
 MC
 OTA
 OTB
 PNO
 PNC
 PNL
 EUC
 LGA
 HOU
 PNC
 OTB

EBD
 ETR
 TRM
 SEM
 NAT

ALL
 NONE
 SELECT

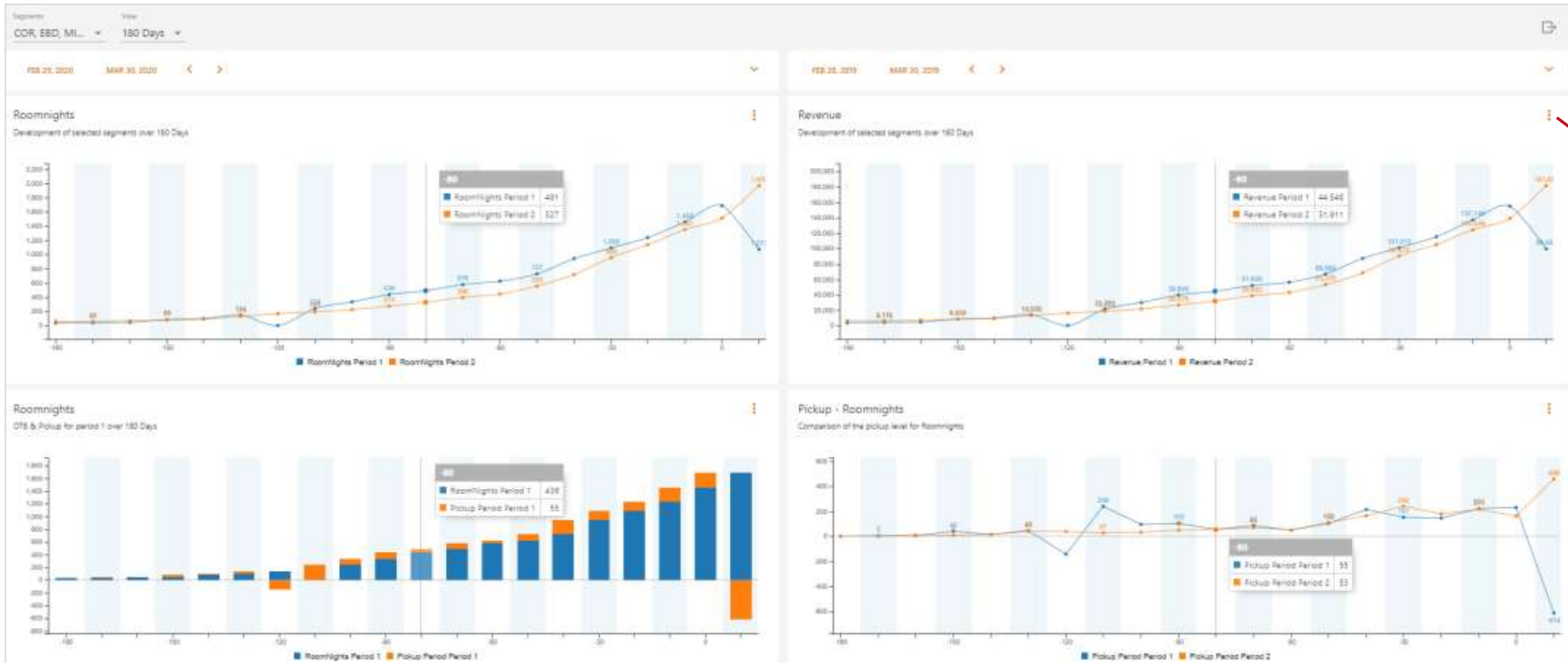
- 365 Days
- 180 Days
- 90 Days
- 60 Days
- 30 Days

Segment: COR, EBD, ML... View: 180 Days

FEB 29, 2020 MAR 30, 2020

Period 1				OTB				Pickup				Period 2				OTB				Pickup				Variance OTB			
Days	Date	Rts	ADR	Rev	Rts	ADR	Pz ADR	Rev	Days	Date	Rts	ADR	Rev	Rts	ADR	Pz ADR	Rev	Rts	ADR	Pz ADR	Rev	Rts	ADR	Pz ADR	Rev		
-180	9/2 Mo	38	103.29	3,614					-180	9/1 Sa	38	103.58	8,111					-22	-3.19						-2,497		
-170	9/12 Th	41	101.94	4,179	5	1.55	113.09	565	-170	8/11 Tu	59	103.50	8,111					-18	-1.64	113.09					-1,932		
-160	9/22 Su	45	100.55	4,523	4	-1.39	86.59	345	-160	9/21 Fr	89	100.68	7,561	10	5.10	124.95	1,250	-24	-6.13	-50.60					-2,039		
-150	10/2 We	85	100.38	8,532	40	-0.17	100.15	4,007	-150	10/1 Mo	77	104.91	8,078	8	-1.77	89.69	717	8	-4.53	10.50					-454		
-140	10/12 Sa	99	99.27	9,828	14	-1.11	92.56	1,296	-140	10/11 Th	89	103.05	9,172	12	-1.86	91.12	1,083	10	-2.78	1.43					-656		
-130	10/22 Tu	144	97.43	14,030	45	-1.84	93.38	4,202	-130	10/21 Su	129	101.11	13,043	40	-1.94	96.79	3,671	15	-3.68	-3.40					-957		
-120	11/1 R				-144	-97.43	97.43	-14,030	-120	10/31 We	166	97.50	16,198	37	-3.53	85.26	3,153	-166	-97.50	12.18						-16,198	
-110	11/11 Mo	239	89.10	21,295	239	89.10	89.10	21,295	-110	11/10 Sa	195	96.54	18,633	27	-1.04	90.19	2,431	46	-7.44	-1.09						2,062	
-100	11/21 Th	334	89.66	29,946	95	0.56	91.28	8,653	-100	11/20 Tu	225	96.42	21,698	32	-0.12	95.71	3,063	109	-6.70	-4.62						8,252	
-90	12/1 Su	436	90.94	39,649	102	1.28	95.11	9,701	-90	11/30 Fr	274	97.36	26,676	49	0.94	101.64	4,981	162	-6.42	-6.82						12,973	
-80	12/11 We	491	90.73	44,548	55	-0.21	89.07	4,899	-80	12/10 Mo	327	97.89	31,911	53	0.23	96.78	5,235	164	-8.86	-8.89						12,837	
-70	12/21 Sa	576	90.17	51,939	85	-0.56	86.96	7,391	-70	12/20 Th	396	97.63	38,663	89	0.04	97.07	8,753	180	-7.46	-10.91						13,276	
-60	12/31 Tu	625	90.04	56,270	46	-0.13	88.54	4,058	-60	12/30 Su	446	96.54	43,056	50	-1.09	87.83	4,391	179	-6.50	0.71						13,223	
-50	1/10 Fr	727	93.01	66,808	102	1.97	104.02	10,610	-50	1/9 We	555	95.99	53,276	109	-0.55	93.70	10,223	172	-3.96	10.24						13,611	
-40	1/20 Mo	941	92.76	87,290	214	0.75	95.34	20,403	-40	1/19 Sa	718	95.20	68,355	163	-0.79	92.51	15,079	203	-2.44	2.83						16,935	
-30	1/30 Th	1,092	92.50	101,013	151	-0.26	93.88	14,223	-30	1/29 Tu	958	94.44	90,474	240	-0.78	92.16	22,119	154	-1.94	-1.28						10,539	
-20	2/9 Su	1,237	93.32	115,441	145	0.82	95.50	14,438	-20	2/8 Fr	1,136	92.59	105,183	170	-1.65	82.63	14,709	101	0.73	16.67						10,253	
-10	2/19 We	1,458	94.07	137,148	221	0.35	98.22	21,707	-10	2/18 Mo	1,351	92.12	124,449	215	-0.47	89.81	19,267	107	1.95	8.81						12,699	
0	2/29 Sa	1,607	91.97	151,145	229	-2.10	75.80	18,000	0	2/26 Th	1,512	92.11	139,274	181	-0.01	92.05	14,825	175	-0.14	-13.48						15,074	
	3/30 Mo	1,072	92.81	99,581	-614	0.94	90.50	-55,966		3/30 Sa	1,970	92.33	181,669	488	0.27	93.04	42,615	-897	0.48	-2.85						-82,307	

PICKUPTRACKING | "PACE ANALYSIS" LECTURA DE TENDENCIA DE RESERVAS - EN GRÁFICOS





Account

- RoomNights
- Revenue
- Average Daily Rate

Type

- Bar
- Line
- Spline

PICKUPTRACKING | COMPARATIVA RESERVAS MISMO DÍA DE LA SEMANA, CON AÑO ANTERIOR

Detailed Overview [Click here to receive the PUT report in your inbox daily.](#)  

Pickup range: 3/1/2020 - 3/30/2020 | Segmentation: Company Standard - 1

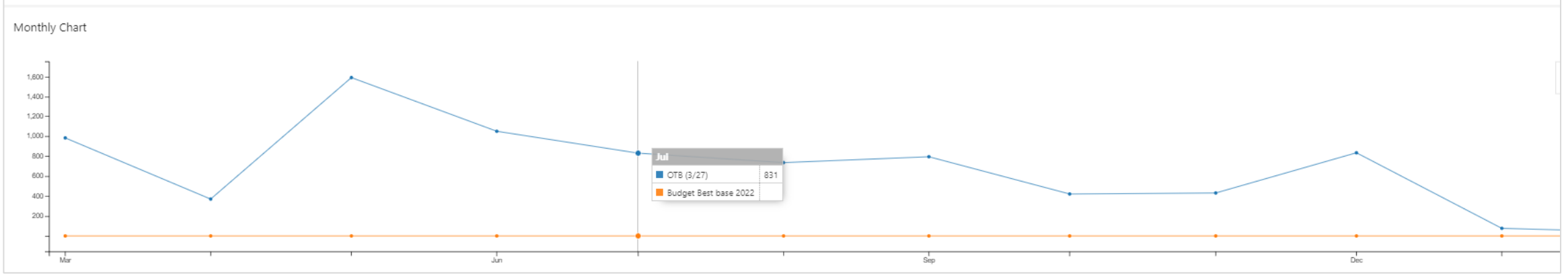
On the books							Last year OTB							Last year pickup					Variance						
Date	AR	RN	OCC	ADR	REV	REVPAR	Date	AR	RN	OCC	ADR	REV	REVPAR	RN	GN	ADR	REV	PU	ADR	AR	RN	OCC	ADR	REV	REVPAR
3/1 Su	116	28	24.1%	88.44	2,476	21.35	3/3 Su	116	59	50.9%	88.23	5,206	44.88	-1	-15	1.47	0	-0.16	-31	27%	0.20	-2,730	-23.53		
3/2 Mo	116	39	33.6%	78.80	3,073	26.49	3/4 Mo	116	58	50.0%	81.61	4,733	40.80	5	-3	-1.13	348	69.68	-19	16%	-2.81	-1,660	-14.31		
3/3 Tu	116	50	43.1%	80.97	4,049	34.90	3/5 Tu	116	49	42.2%	81.45	3,991	34.41	4	-5	1.62	399	99.65	1	0.9%	-0.48	58	0.50		
3/4 We	116	59	50.9%	81.25	4,794	41.32	3/6 We	116	44	37.9%	81.01	3,564	30.73	6	-2	0.59	509	84.77	15	12.9%	0.24	1,230	10.60		
3/5 Th	116	45	38.8%	80.80	3,636	31.34	3/7 Th	116	44	37.9%	88.82	3,908	33.69	7	-2	6.06	846	120.85	1	0.9%	-8.02	-272	-2.34		
3/6 Fr	116	78	67.2%	101.74	7,936	68.41	3/8 Fr	116	104	89.7%	102.75	10,686	92.12	1	4	1.98	306	306.32	-26	22%	-1.01	-2,750	-23.71		
3/7 Sa	116	88	75.9%	104.98	9,238	79.64	3/9 Sa	116	103	88.8%	105.06	10,821	93.28	10	12	1.05	1,148	114.80	-15	13%	-0.08	-1,583	-13.65		
3/8 Su	116	47	40.5%	88.46	4,158	35.84	3/10 Su	116	32	27.6%	89.79	2,873	24.77	15	10	-4.71	1,267	84.45	15	12.9%	-1.32	1,285	11.07		
3/9 Mo	116	54	46.6%	83.17	4,491	38.72	3/11 Mo	116	34	29.3%	83.41	2,836	24.45	20	12	-1.85	1,642	82.11	20	17.2%	-0.24	1,655	14.27		
3/10 Tu	116	56	48.3%	81.87	4,584	39.52	3/12 Tu	116	37	31.9%	83.89	3,104	26.76	22	14	2.47	1,883	85.57	19	16.4%	-2.02	1,480	12.76		
3/11 We	116	52	44.8%	81.49	4,238	36.53	3/13 We	116	33	28.4%	81.84	2,701	23.28	19	10	-3.57	1,505	79.21	19	16.4%	-0.35	1,537	13.25		
3/12 Th	116	51	44.0%	85.00	4,335	37.37	3/14 Th	116	41	35.3%	85.05	3,487	30.06	18	13	-4.62	1,425	79.15	10	8.6%	-0.04	848	7.31		
3/13 Fr	116	81	69.8%	105.64	8,557	73.77	3/15 Fr	116	66	56.9%	94.46	6,234	53.75	16	1	0.40	1,531	95.71	15	12.9%	11.18	2,323	20.02		
3/14 Sa	116	88	75.9%	109.22	9,611	82.86	3/16 Sa	116	82	70.7%	95.79	7,854	67.71	20	10	1.63	2,017	100.83	6	5.2%	13.43	1,757	15.15		
3/15 Su	116	35	30.2%	89.55	3,134	27.02	3/17 Su	116	32	27.6%	84.32	2,698	23.26	10	-20	-1.77	804	80.44	3	2.6%	5.22	436	3.76		
3/16 Mo	116	44	37.9%	90.28	3,972	34.24	3/18 Mo	116	52	44.8%	84.73	4,406	37.98	15	-14	-0.11	1,267	84.47	-8	7%	5.54	-434	-3.74		
3/17 Tu	115	30	26.1%	91.05	2,731	23.75	3/19 Tu	116	35	30.2%	82.68	2,894	24.95	12	-17	0.58	1,005	83.79	-1	-5	4%	8.37	-163	-1.19	
3/18 We	115	27	23.5%	77.35	2,088	18.16	3/20 We	116	51	44.0%	86.12	4,392	37.86	12	-18	-3.12	912	75.98	-1	-24	20%	-8.78	-2,304	-19.71	
3/19 Th	116	21	18.1%	87.69	1,841	15.87	3/21 Th	116	43	37.1%	91.56	3,937	33.94	16	-13	-9.83	1,200	74.97	-22	19%	-3.88	-2,096	-18.07		
3/20 Fr	116	8	6.9%	131.57	1,053	9.07	3/22 Fr	116	98	84.5%	100.57	9,856	84.97	18	8	6.65	2,342	130.12	-90	78%	31.00	-8,803	-75.89		

PICKUPTRACKING | COMPARATIVA MENSUAL POR SEGMENTOS ENTRE BUDGET Y OTB

Pickup From: March 26, 2020 Pickup To: March 27, 2020 Process: Budget Best base 2022 Account: RN

Variance
OTB (3/27/20) vs Budget Best base 2022 - RN

Segment	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
CLC	44	5	33	1	7	1	2	6	3	164	22
COR	70			9			5	6	4		
EBD	86	92	572	289	225	211	272	179	183	316	11
HOU	1	19								40	4
LGR		7	131	244	75	176	172	70	16	86	20
MIC	17	24	257	103	227	72	208	81	96	39	10
OTA	271	71	182	64	82	93	18	6	13	45	2
OTE	7	18	94	129	87	65	49	36	34	23	
PRO	237	38	142	104	70	47	4			4	
STR			3	2	7			6		8	
TAE	15	25	66	32	19	39	16	6	23		
TRA	203	62	97	74	32	32	49	25	59	110	7
TVA	33	9	13								
Total	984	370	1,590	1,051	831	736	795	421	431	835	76



PICKUPTRACKING | PROGRAMADOR DE ENVÍO AUTOMÁTICO DE INFORMES POR EMAIL

Daily Pickup Report

Multi Property Export: Yes No

Pickup from: -

Pickup to: -

Compare column 1: -

Compare column 2: -

Export to PDF

Export to Excel

Export to PDF and send email

General Overview																								
Property	Demo Hotel 1																							
Pickup from	March 16, 2020																							
Pickup to	March 30, 2020																							
Options	Deducted (DEF) / Include OOS																							
Process	OTB: 02.20.2020 vs OTB: 02.16.2020																							
Detailed Overview																								
Property	Demo Hotel 1																							
Pickup from	3/1/2020																							
Pickup to	Monday, March 30, 2020 1:55:55 PM																							
Export Date/Time	Monday, March 30, 2020 1:55:55 PM																							
Options	Deducted (DEF) / Include OOS																							
Events	On the books	Pickup					Charts					Pickup Details												
Date	ARR	REV	OCC	ADR	REV	REV/PAR	RM	GN	ADR	REV	PU ADR	Occupancy	ADR	BAR	TRR	ODR	LEI	GRO	AIR	WHI	MIS	SS		
3/1 Sat	11E	38	24%	86.44	3,476	21.35	1	1	-0.32	80	79.91	2%	86.44										1	
3/2 Sun																								
3/3 Mon																								
3/4 Tue																								
3/4 Wed																								
3/5 Thu																								
3/6 Fri																								
3/7 Sat																								
3/8 Sun																								
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3/23 Mon																								
3/24 Tue																								
3/25 Wed																								
3/26 Thu																								
3/27 Fri																								
3/28 Sat																								
3/29 Sun																								
3/30 Mon																								
4/1 Tue																								
Total																								
Segment	Mar	Apr	May	Jun	Jul																			
CLC	7,59	19,54	0,00																					
COM																								
COR																								
EBD																								
HOU																								
LGR																								
MIC																								
OTA																								
OTE																								
PRO																								
STR																								
TAE	-2,091	-3,448																						
TRA	-10,831	-28,597	-2,101	1,202	17																			
TVA	-3,018	-4,900	208																					
Total	-59,777	-125,013	-20,037	-1,743	-1,02																			
Yoy Comparison																								
Property	Demo Hotel 1																							
Month	Mar 20																							
Report Date	3/30/2020																							
Compare Date	3/30/2019																							
Export Date/Time	Monday, March 30, 2020 1:54:10 PM																							
Room Nights	Average Daily Rate					Revenue																		
Seg	OTB	OTB LY	Forecast	Actual LY	Exp PU	PU LY	Var	OTB	OTB LY	Forecast	Actual LY	Exp PU	PU LY	Var	OTB	OTB LY	Forecast							
BAR	203	391						103.93	115.75	120.18	-11.82	-16.25			21,099	39,701	63,336							
TRA	307	601						82.17	83.82	83.82	-1.65	-1.65			25,225	48,616	44,257							
COR	44	51						99.52	112.59	112.59	-13.07	-13.07			4,379	11,597	11,597							
LEI	17	26						82.45	89.83	89.83	-7.38	-7.38			1,402	10,331	10,763							
GRO	101	101						85.39	100.73	100.73	-15.34	-15.34			8,624	23,975	23,975							
AIR	33	91						72.13	82.89	82.89	-10.80	-10.80			2,380	8,216	3,154							
WHO	8	41						76.51	61.61	61.61	14.90	14.90			612	4,805	4,805							
MIS	271	264						97.72	117.12	118.51	-19.40	-20.79			26,482	45,677	31,287							
Total	984	1,946	1,996	-862	-1,012			91.87	99.14	101.29	-7.47	-8.62			90,293	192,917	202,175							
Pickup Reporting																								
Property	Demo Hotel 1																							
Month	Mar 20																							
Pickup from	3/29/2020																							
Pickup to	3/30/2020																							
Export Date/Time	Monday, March 30, 2020 2:00:25 PM																							
Room Nights	Average Daily Rate					Revenue																		
Seg	Pickup	OTB	FCT	BUD	Var FCT	Var BUD	Pickup	OTB	FCT	BUD	Var FCT	Var BUD	Pickup	OTB	FCT	BUD								
BAR		203	343	527	-140	-324		103.93	115.75	120.18	-11.82	-16.25			21,099	39,701	63,336							
TRA		307	580	528	-273	-221		82.17	83.82	83.82	-1.65	-1.65			25,225	48,616	44,257							
COR		44	103	103	-59	-59		99.52	112.59	112.59	-13.07	-13.07			4,379	11,597	11,597							
LEI		17	115	220	-98	-203		82.45	89.83	89.83	-7.38	-7.38			1,402	10,331	10,763							
GRO		101	238	238	-137	-137		85.39	100.73	100.73	-15.34	-15.34			8,624	23,975	23,975							
AIR		33	99	38	-66	-5		72.13	82.89	82.89	-10.80	-10.80			2,380	8,216	3,154							
WHO		8	78	78	-70	-70		76.51	61.61	61.61	14.90	14.90			612	4,805	4,805							
MIS		271	390	284	-119	7		97.72	117.12	118.51	-19.40	-20.79			26,482	45,677	31,287							
Total		984	1,946	1,996	-862	-1,012		91.87	99.14	101.29	-7.47	-8.62			90,293	192,917	202,175							

PICKUPTRACKING | MEDICIÓN DE PICKUP POR GRUPOS DE SEGMENTOS CUSTOMIZADOS

Detailed Overview Click here to receive the PUT report in your inbox daily.

Pickup range: 2/5/2020 - 2/6/2020 Segmentation: PMS Segments

On the books

Date	AV	OTB	OTD	OTB	ADR	REV	FU	ADR			
2/1 Sa	116	110	94.8								
2/2 Su	116	91	78.4								
2/3 Mo	116	87	73.0								
2/4 Tu	116	88	50.0								
2/5 We	116	78	67.2								
2/6 Th	116	71	61.2								
2/7 Fr	116	108	93.1								
2/8 Sa	116	113	97.4								
2/9 Su	116	83	71.6%	88.48	7,427	84.03	2	3	-0.14	-132	132.87
2/10 Mo	116	88	73.9%	84.05	7,471	84.40	5	9	0.49	463	92.95
2/11 Tu	116	84	72.4%	88.23	7,411	83.89	4	8	0.27	181	91.68
2/12 We	116	78	67.2%	87.46	6,623	58.81	3	6	-0.21	239	79.60
2/13 Th	116	64	55.2%	95.75	6,128	52.83	3	6	-0.99	230	78.79
2/14 Fr	116	103	88.8%	111.88	11,524	99.34	1	3	-0.06	107	108.55
2/15 Sa	116	107	92.2%	116.02	12,414	107.02	2	5	0.01	231	118.36
2/16 Su	116	53	45.7%	88.51	5,221	45.01	1	2	0.47	103	122.81
2/17 Mo	116	55	47.4%	82.20	4,521	38.98	2	2	-0.88	118	38.98
2/18 Tu	116	46	39.7%	82.41	3,751	32.68	2	2	-0.33	142	70.84
2/19 We	116	51	44.0%	83.44	4,298	38.69	2	-10	-0.31	142	70.84
2/20 Th	116	55	47.4%	91.08	5,010	43.19					
2/21 Fr	116	87	75.0%	104.91	9,127	78.69	1	2	0.71	102	121.50
2/22 Sa	116	114	98.3%	112.23	12,794	110.20	1	2	0.08	122	121.50
2/23 Su	116	65	56.0%	91.25	5,931	51.13	1	2	0.42	118	138.13

Charts

Occupancy: 95%, 78%, 75%, 59%, 67%, 61%



Rate Shopper: 111.95, 102.38, 92.88, 90.53, 80.91, 91

Pickup Reporting Click here to receive the PUT report in your inbox daily.

Pickup range: 2/2/2020 - 2/20/2020 Selected Month: Mar 2020 Segmentation: Company Standard - 1

Seg	Roomnights						Average Daily Rate				Revenue							
	Pickup	OTB	Forecast	Budget	Var FC	Var Bud	Pickup	OTB	Forecast	Budget	Var FC	Var Bud	Forecast	Budget	Var FC	Var Bud		
BAR	61	231	343	527	-112	-296	5.39	112.01										
TRA	108	471	580	528	-109	-57	-0.25	81.83										
COR	24	68	103	103	-35	-35	1.01	112.21										
LEI	36	127	115	220	12	-93	2.43	76.51										
GRO		210	238	238	-28	-28	-0.35	88.67	100.73	100.73	-12.06	-12.06	-72	18,621	23,975	-5,354	-5,354	
AIR	27	58	99	38	-41	20	4.18	79.39	82.99	82.99	-3.60	-3.60	2,773	4,605	8,216	3,154	-3,611	1,451
WHO		23	78	78	-55	-55		78.38	61.61	61.61	16.77	16.77	1,803	4,805	4,805	-1,003	-3,003	
MIS	93	244	390	264	-146	-20	-0.85	104.75	117.12	118.51	-12.37	-13.76	9,616	25,558	45,677	31,287	-20,119	-5,729
Total	349	1,432	1,946	1,996	-514	-564	1.64	92.42	99.14	101.29	-6.72	-8.87	34,028	132,351	192,917	202,173	-60,566	-69,822

PICKUPTRACKING | PLANIFICACIÓN FORECAST / BUDGET POR SEGMENTO DE MERCADO

Forecast & Budget [Click here to receive the PUT report in your inbox daily.](#)  

Planning period
Mar 2020 < >

CANCEL
SAVE

Seg	Roomnights						Average Daily Rate						Revenue					
	Forecast	Budget	OTB	OTB LY	Act	Actual LY	Forecast	Budget	OTB	OTB LY	Act	Actual LY	Forecast	Budget	OTB	OTB LY	Act	Actual LY
CLC	103	103	44	67	44	68	112.59	112.59	99.52	99.71	99.52	99.41	11,597	11,597	4,379	6,681	4,379	6,760
COA	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
COM	0	0	0	2	0	2	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
COR	239	187.9999!	70	40	70	40	67.80	78.47	76.64	72.73	76.64	72.73	16,205	14,752	5,364	2,909	5,364	2,909
EBD	126	126	86	85	86	83	95.14	95.14	91.52	106.00	91.52	105.49	11,987	11,987	7,871	9,010	7,871	8,756
HOU	0	0	1	5	1	5	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
INT	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
KNR	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
KON	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0	0	0
LGR	0	0	0	87	0	86	0.00	0.00	0.00	106.34	0.00	106.50	0	0	0	9,251	0	9,159
MIC	115	220	17	170	17	170	89.83	89.83	82.45	92.79	82.45	92.79	10,331	19,763	1,402	15,774	1,402	15,774

PICKUPTRACKING | INTEGRACIÓN DE DATOS SETCOM DE RATE SHOPPERS

- Disponible para clientes de:



- Integración bajo petición y sin coste

Detailed Overview Click here to receive the PUT report in your inbox daily. 📧 ⚙️

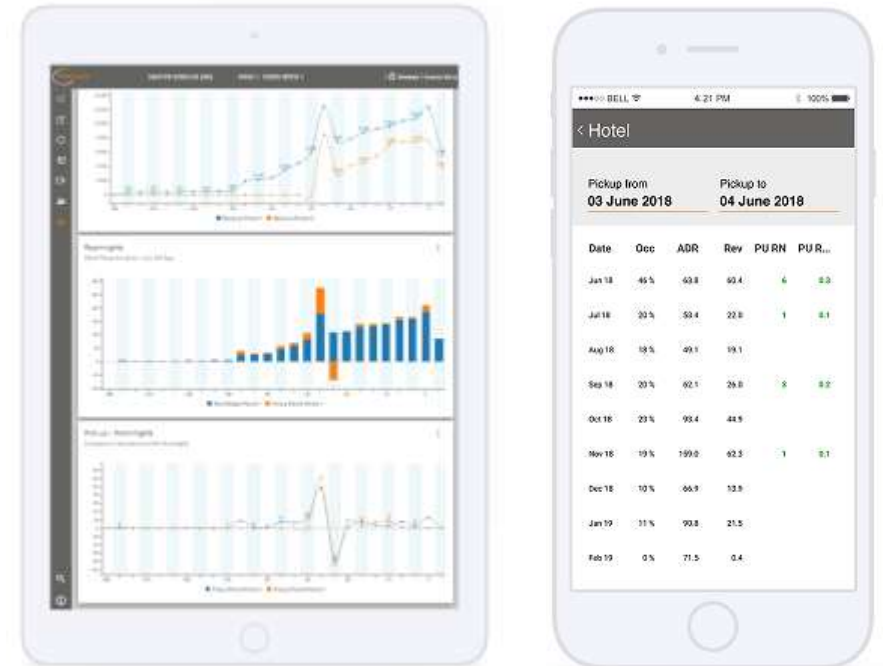
Pickup range: 2/1/2020 - 2/29/2020 Segmentation: PMS Segments

Date	On the books	Pickup						Rate			OTA INSIGHT			Mercurio Hotel Berlin City West			Crown Plaza Berlin City Center			Intercontinental SPA & Sports Hotel			Nobotel Berlin am Tiergarten			Mercurio Hotel MOA Berlin			Leonardo Hotel Berlin M...		
		RN	GN	ADR	REV	PU	ADR	BAR	Rate	vs own	vs last shop	Rate	vs own	vs last shop	Rate	vs own	vs last shop	Rate	vs own	vs last shop	Rate	vs own	vs last shop	Rate	vs own	vs last shop	Rate	vs own	vs last shop		
2/1 Sa		-2	-0.28	-28		C	92.11		10.04 ↑	147.66			1052	58.51	-27.69 ↓	131.34	52.71 ↑	48.07													
2/2 Su		-1	-1.40	-232	231.62	LOS2	LOS2		10.66 ↑	64.40		-41.33 ↓	60.71		26.43 ↑	65.16	-84.11 ↓	81.69													
2/3 Mo		1	1	0.00	33	92.75	40.52	47.17	6.65 ↑	123.74	83.22 ↑	88.61 ↑	130.19	69.67 ↑	-49.12 ↓	LOS2		116.22	75.70 ↑	24.76 ↑	95.90	53.38 ↑	-46.52 ↓								
2/4 Tu		5	#	6.55	665	173.07	55.39	117.33	62.14 ↑	42.02	-13.17 ↓		C			55.05	-69.59 ↓	39.96	-13.23 ↓	-29.48 ↓	104.89	49.70 ↑	-48.34 ↓								
2/5 We		1	#	-1.82	-68	-60.08	C	37.37		52.46		11.73 ↑	156.65		-4.30 ↓	149.75		81.05 ↑	105.44												
2/6 Th		6	11	-3.13	328	54.67	49.21	36.33	10.12 ↑	22.89 ↑		LOS2	78.16	26.95 ↑	-32.19 ↓	140.71	91.50 ↑		LOS2												
2/7 Fr		1		-1.82	-83	-69.20	111.04	150.86	39.82 ↑	28.36 ↑		LOS2	85.50	-25.54 ↓	37.27 ↑	LOS2			107.62												
2/8 Sa		-3	-0.97	108		130.90	51.72	-79.18 ↓	2.86 ↑	44.03	-88.87 ↓	-31.95 ↓	36.59	-94.31 ↓	-4.32 ↓	96.03	-34.87 ↓		115.28	-115.02 ↓	1.57 ↑	121.46	-9.44 ↓								
2/9 Su		-3	-8	-3.28	534	177.96	134.79	105.64	-29.15 ↓	137.53			LOS2			91.38	-43.81 ↓		103.58	-21.81 ↓	-7.03 ↓	130.50		84.17 ↑							
2/10 Mo		4	-1	2.67	574	143.55	112.45	LOS2		107.76		-35.42 ↓	70.96	-41.49 ↓	-34.62 ↓	119.72	7.27 ↑	-25.83 ↓	LOS2												
2/11 Tu		3	1	0.28	288	95.29	147.84	119.50	-28.34 ↓	35.57 ↑		32.03	-119.81 ↓	-16.92 ↓	C			101.45	-46.39 ↓	54.71 ↑	123.82	-24.02 ↓	51.14 ↑	104.15	-43.69 ↓	-33.02 ↓					
2/12 We		3	3	-0.86	198	65.91	126.47	39.15	-87.32 ↓	-30.88 ↓		104.51	-21.95 ↓	13.65 ↑	48.27	-80.20 ↓		-82.33	-34.14 ↓	16.57 ↑	133.01	4.34 ↑	13.08 ↑	60.15	-66.32 ↓	-13.77 ↓					
2/13 Th		10	18	-2.24	813	81.30	LOS2	LOS2		80.05		0.01 ↑	53.72		-4.31 ↓	150.16		100.15 ↑	118.59												
2/14 Fr		9	15	-1.88	810	89.99	113.69	C		74.71	-38.86 ↓	-74.05 ↓	49.32	-64.37 ↓		71.59	-42.10 ↓	-22.88 ↓	LOS2												
2/15 Sa		13	23	1.41	1,658	127.34	147.63	55.11	-92.32 ↓	-32.62 ↓		LOS2			49.06	-93.37 ↓	-78.59 ↓	105.99	-41.64 ↓	22.75 ↑	140.57	-7.06 ↓	59.67 ↑	143.06		17.31 ↑					
2/16 Su		11	15	1.30	1,160	105.48	92.22	LOS2					LOS2			154.88	61.36 ↑	30.66 ↑	151.47	59.23 ↑	110.44 ↑	C									
2/17 Mo		27	28	-2.45	2,063	76.42	66.49	33.02	-33.47 ↓	-39.79 ↓		117.18	50.69 ↑	7.05 ↑	138.05	92.56 ↑	65.84 ↑	130.17	63.88 ↑	-20.13 ↓	70.95		-59.81 ↓	106.79	49.30 ↑	49.32 ↑					
2/18 Tu		28	31	-3.18	2,104	75.16	154.80	C					C			129.56	-23.24 ↓	34.02 ↑	43.05	-111.33 ↓	-39.44 ↓	78.89	-77.91 ↓	18.94 ↑	34.15	-120.65 ↓	-71.06 ↓				
2/19 We		23	20	-2.50	1,752	76.16	92.78	117.32	24.54 ↑	37.17 ↑		183.07	40.29 ↑	63.37 ↑	C			122.24	29.46 ↑	75.27 ↑	105.55	12.77 ↑		138.84	46.06 ↑	45.25 ↑					
2/20 Th		23	25	-0.80	2,011	67.45	144.04	89.97	-54.07 ↓			157.22	13.18 ↑	113.41 ↑	146.35		-8.21 ↓	152.44	8.40 ↑	113.42 ↑	77.08	-69.96 ↓	-33.29 ↓	79.43	-70.61 ↓	-64.36 ↓					
2/21 Fr		10	17	5.23	1,549	154.87	156.42	85.85	-90.37 ↓	-33.77 ↓		59.15	-97.27 ↓	-34.95 ↓	138.69			101.28	-55.14 ↓	-10.69 ↓	66.10	-90.32 ↓	27.62 ↑	47.20	-109.22 ↓	-63.93 ↓					
2/22 Sa		-2	-8	-0.40	-268	134.21	153.70	117.52	-36.18 ↓	78.84 ↑		50.27	-103.43 ↓	-29.11 ↓	101.41	-51.29 ↓	-2.75 ↓	91.22	-62.48 ↓	35.73 ↑	51.81	-101.85 ↓	3.67 ↑	152.83		73.71 ↑					
2/23 Su		18	24	13.29	3,725	151.38	C	137.31				79.49		47.38 ↑	62.94			83.68			108.82			159.45		126.73 ↑					
2/24 Mo		26	32	-12.45	1,320	50.77	54.68	41.14	-13.54 ↓	-6.58 ↓		124.71	70.03 ↑		C			71.76	17.08 ↑		C			82.45	27.77 ↑	-7.00 ↑					
2/25 Tu		27	32	-6.11	1,591	73.76	103.05	119.97	16.92 ↑	13.84 ↑		LOS2			137.73	34.68 ↑	26.45 ↑	150.27	50.22 ↑		39.36	-69.65 ↓	-46.32 ↓	158.37	55.32 ↑	37.98 ↑					

Vs Own Rate
 Vs Last Shop
 Close

APP PICKUPTRACKING | TODOS LOS DATOS EN SU MÓVIL

- Es una aplicación móvil
- Medición del Pickup – en cualquier momento, en cualquier parte
- Le ayuda a decidir sobre sus estrategias de venta con un ágil Revenue Management
- Disponible para dispositivos iOS y Android



6

¿POR QUÉ
ELEGIR
FAIRMAS?

FAIRMAS | SUS BENEFICIOS

- Soluciones BI a medida para las necesidades de la industria hotelera
- Dispone de una estructura consolidada para su fácil integración
- Las cifras se centralizan, compilan uniformemente desde todas las fuentes de datos y consolidación de datos
- Escenarios de planificación flexibles ((Budget, Forecast, What-if)
- Datos históricos y datos disponibles en On-the-books
- Interfaces con sistemas de terceros (Rate shopper, RMS, DMS etc.)
- Planificación y reportes estandarizados según los requerimientos específicos de cada compañía / por ej.: USALI
- Reportes claros y eficientes





Muchas gracias

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