KPI's
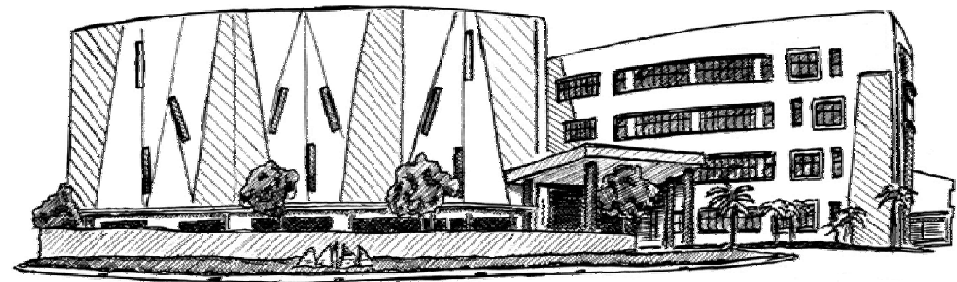
Best Number One Interactive & Comparative Scorecard

July 2018

KPI's
Best Number One Interactive & Comparative Scorecard

**What kind of decisions do we need to take at our Hotel?**

The current situation is constantly changing, and a hotel must know, immediately, what actions should be taken at every moment. And, for doing this, it is a must to have the necessary information available, immediately and easy to understand.
Class One is proud to present, in a single **Dashboard, 22 KPIs** that collate all of the necessary **information** to be considered for decision making.

Example: The figures we have got for yesterday can be compared against the same day last year (or, if yesterday was a Tuesday, against the same week's Tuesday, last year), last week can be compared against the same week last year (or two different periods of time such as Easter, even if they haven't happened at the very same moment), last month can be compared against the same month last year, etc.

A date in the future can also be compared against its equivalent for another year, week, 10 days period, month...

These values can always be set by the user and, therefore, dates can be in the past, present or future
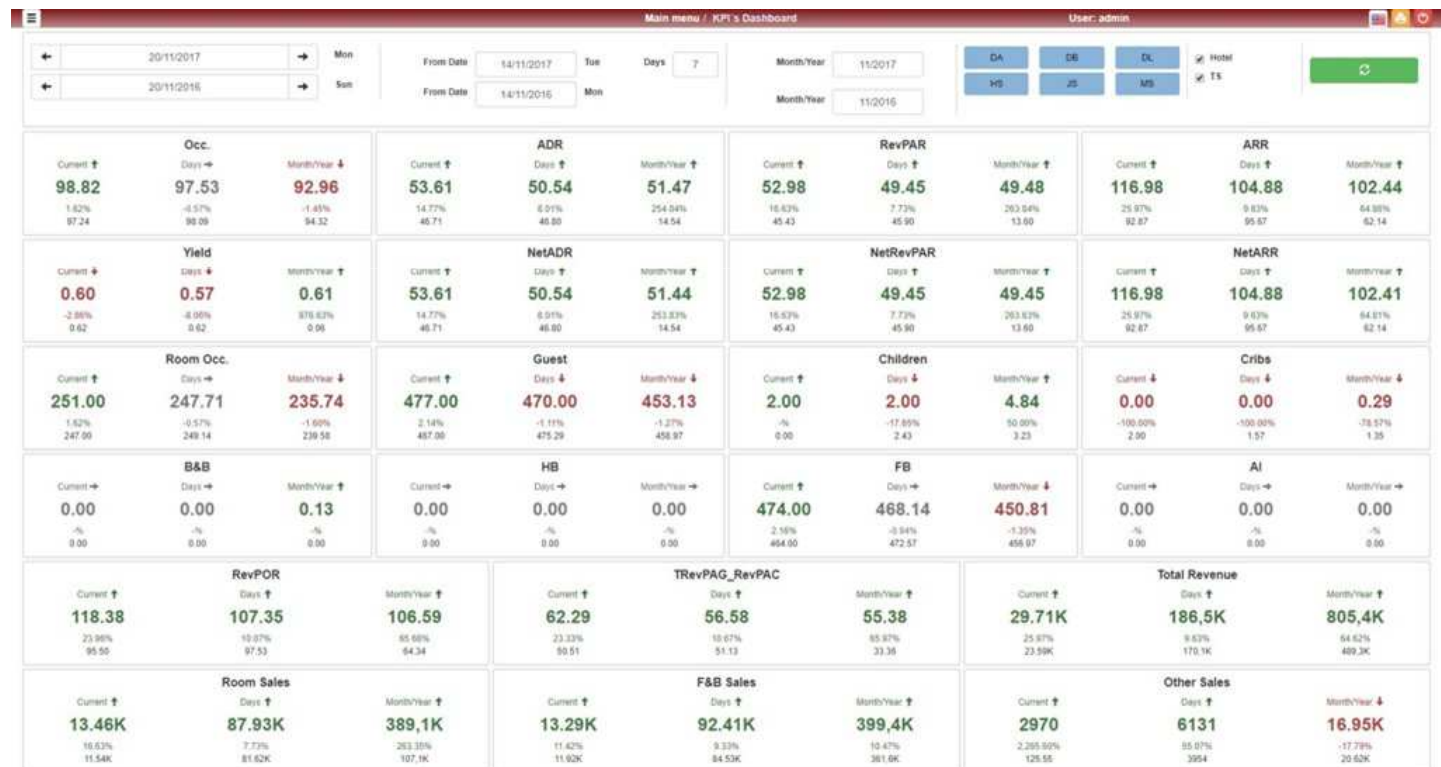
 (Forecast Reservation)

KPI's
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Día de la Semana

Al lado de los días siempre figura el día de la semana para que se puedan comparar Martes vs Martes, o semana que empieza Lunes con,...

KPI's Dashboard

In order to enhance the analysis, each one of the 22 KPIs will include the 6 values below

Fixed Day

Fixed Days

Fixed Month/Year

vs

vs

vs

Compared Day

Compared Days

Compared Month/Year

Días a Comparar

Por defecto nos pondrá 7 (una semana), pero se pueden hacer comparaciones decenales, quincenales, ...

Tipos de Habitación

Se pueden seleccionar los tipos de Habitaciones que deseemos, o incluso un solo tipo
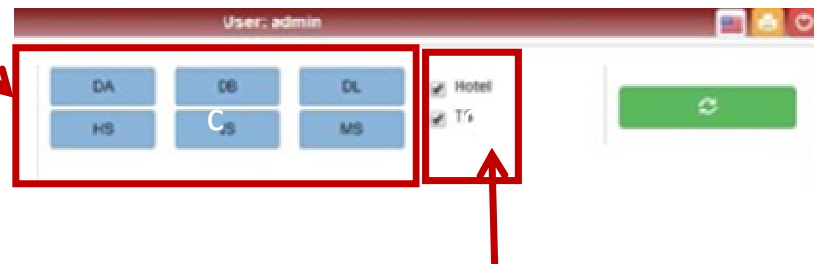
Time Sharing

Aquellos hoteles que posean el módulo de Time Sharing podrán seleccionar estos indicares Totales, Sólo Hotel, o Sólo Time Sharing.

Colores (flecha)

Verde.	El valor actual es superior al comparado.
Gris.	El valor actual y el comparado son similares.
Rojo.	El actual es inferior al comparado.

KPI's
Best Number One Interactive & Comparative Scorecard

	Occ.			ADR			RevPAR			ARR	
Current ↑	Days →	Month/Year ↓	Current ↑	Days ↑	Month/Year ↑	Current ↑	Days ↑	Month/Year ↑	Current ↑	Days ↑	Month/Year ↑
98.82	**97.53**	**92.96**	**53.61**	**50.54**	**51.47**	**52.98**	**49.45**	**49.48**	**116.98**	**104.88**	**102.44**
5.62%	-6.57%	-1.45%	14.77%	8.01%	254.84%	15.63%	7.73%	263.84%	25.97%	9.63%	64.66%
97.24	98.09	94.32	46.71	46.80	14.54	45.43	45.90	13.60	92.87	95.67	62.14

OCC: The percentage of available rooms or beds being sold for a certain period of time.**,**

ADR: Average Daily Rate,

RevPAR,: Revenue Per Available Room, RevPar is a very classic KPI and regarded as one of the most important financial calculations for any hotel to see how much revenue they have made within a certain period of time.

ARR : Total Revenue Per Available Room preview of the total revenue from all departments which the room can generate. While RevPar only takes account of the revenue generated by the rooms.

	Yield			NetADR			NetRevPAR			NetARR	
Current ↓	Days ↓	Month/Year ↑	Current ↑	Days ↑	Month/Year ↑	Current ↑	Days ↑	Month/Year ↑	Current ↑	Days ↑	Month/Year ↑
0.60	**0.57**	**0.61**	**53.61**	**50.54**	**51.44**	**52.98**	**49.45**	**49.45**	**116.98**	**104.88**	**102.41**
-2.86%	-4.08%	976.63%	14.77%	8.01%	253.83%	15.63%	7.73%	263.63%	25.97%	9.63%	64.61%
0.62	0.62	0.06	46.71	46.80	14.54	45.43	45.90	13.60	92.87	95.67	62.14

Yield factor that refers to the Rate Rack Rate**,**

NetADR. Net ADR (except that it factors in the net revenues)**,**

NetRevPAR Net Revenue Per Available Room metric is similar to RevPAR, except that it factors in the net revenues (meaning that it accounts for distribution costs, transaction fees and travel agency commissions),

NetARR,

Room Occ.			Guest			Children			Cribs		
Current ↑	Days →	Month/Year ↓	Current ↑	Days ↓	Month/Year ↓	Current ↑	Days ↓	Month/Year ↑	Current ↓	Days ↓	Month/Year ↓
251.00	247.71	235.74	477.00	470.00	453.13	2.00	2.00	4.84	0.00	0.00	0.29
1.62%	-0.57%	-1.60%	2.14%	+1.11%	+1.27%	-%	-17.65%	50.00%	-100.00%	-100.00%	-78.57%
247.00	249.14	239.58	467.00	475.29	458.97	6.00	2.43	3.23	2.00	1.57	1.35

Occupied rooms,

Guests,

Children,

Cribs,

B&B			HB			FB			AI		
Current →	Days →	Month/Year ↑	Current →	Days →	Month/Year →	Current ↑	Days →	Month/Year ↓	Current →	Days →	Month/Year →
0.00	0.00	0.13	0.00	0.00	0.00	474.00	468.14	450.81	0.00	0.00	0.00
-%	-%	-%	-%	-%	-%	2.16%	-0.84%	-1.35%	-%	-%	-%
0.00	0.00	0.00	0.00	0.00	0.00	464.00	472.57	456.97	0.00	0.00	0.00

Guest Bed & Breakfast,

Guest Half Board,

Guest Full Board,

Guest All Include,

Warning:
Guest = Guest Bed & Breakfast + Guest Half Board + Guest Full Board + Guest All Include + *Guest Only Room*,

Best Number One Interactive & Comparative Scorecard

RevPOR			TRevPAG_RevPAC			Total Revenue		
Current	Days	Month/Year	Current	Days	Month/Year	Current	Days	Month/Year
118.38	107.35	106.59	62.29	56.58	55.38	29.71K	186,5K	805,4K
21.96%	10.17%	65.68%	23.33%	10.67%	65.97%	25.57%	9.63%	64.62%
95.58	97.53	64.34	54.51	51.13	33.38	23.59K	179,1K	489,3K

RevPOR. Revenue Per Occupied Room Total Revenue / Total Rooms Occupied, RevPOR, unlike RevPAR, considers revenue per occupied room which gives you a better understanding of how much profit you make from the guests who actually stay at your property.

TRevPAG - RevPAC. Revenue Per Available Customer Total revenue generated by a single customer. It is calculated by dividing the segment total revenue and/or the ASA by the number of customer,

Total Revenue,

Room Sales			F&B Sales			Other Sales		
Current	Days	Month/Year	Current	Days	Month/Year	Current	Days	Month/Year
13.46K	87.93K	389,1K	13.29K	92.41K	399,4K	2970	6131	16.95K
16.63%	7.73%	263.35%	11.43%	9.33%	10.47%	2,366.66%	55.07%	-17.79%
11.54K	81.62K	107,1K	11.92K	84.53K	361,6K	125.55	3954	20.62K

Revenue Room Sales,

Revenue F&B,

Revenue Others