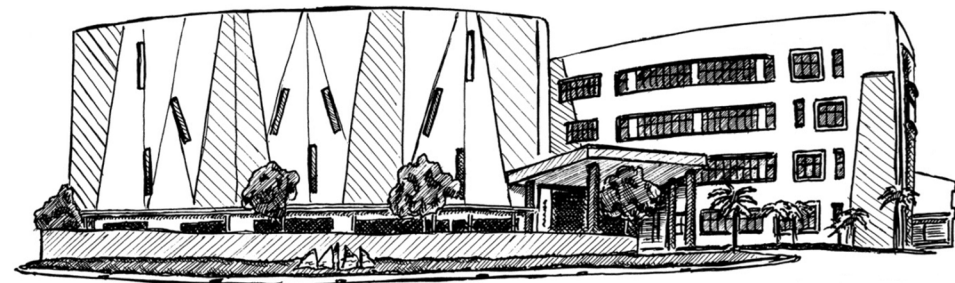




- 1.B. Revenue Forecast – Comparative Analysis**
- 1.C. Revenue Forecast – Analysis**
- 1.E. Occupation/Revenue/Average stay by Agency/Company**
- 1.H. Occupancy Forecast by Rates**





1.B/C. Revenue Forecast

Class One


These are two very important sections, as the case may be, of the analysis of Yield & Revenue Management, by means of which we can study in the future the behaviour we are having in the different business areas that we may consider.

Group by Rates ▾
Rates
Channel
Segment
Client type
Room type
Board
Channels group
Segments group
Profile (Rate)

Value

☒ Format 1
☐ Format 2

☒ Agencies
☒ Companies
☒ Directs




Last recalculation: 10:07 22/07/2019

Group by Rates ▾
Rates
Channel
Segment
Occ.
Occ.
Pax
Rev. (H)
Rev. (R)
Rev. (S)
Rev. Total
Avg Price
AVG Income Rooms

Value

☒ Format 1
☐ Format 2

☒ Agencies
☒ Companies
☒ Directs



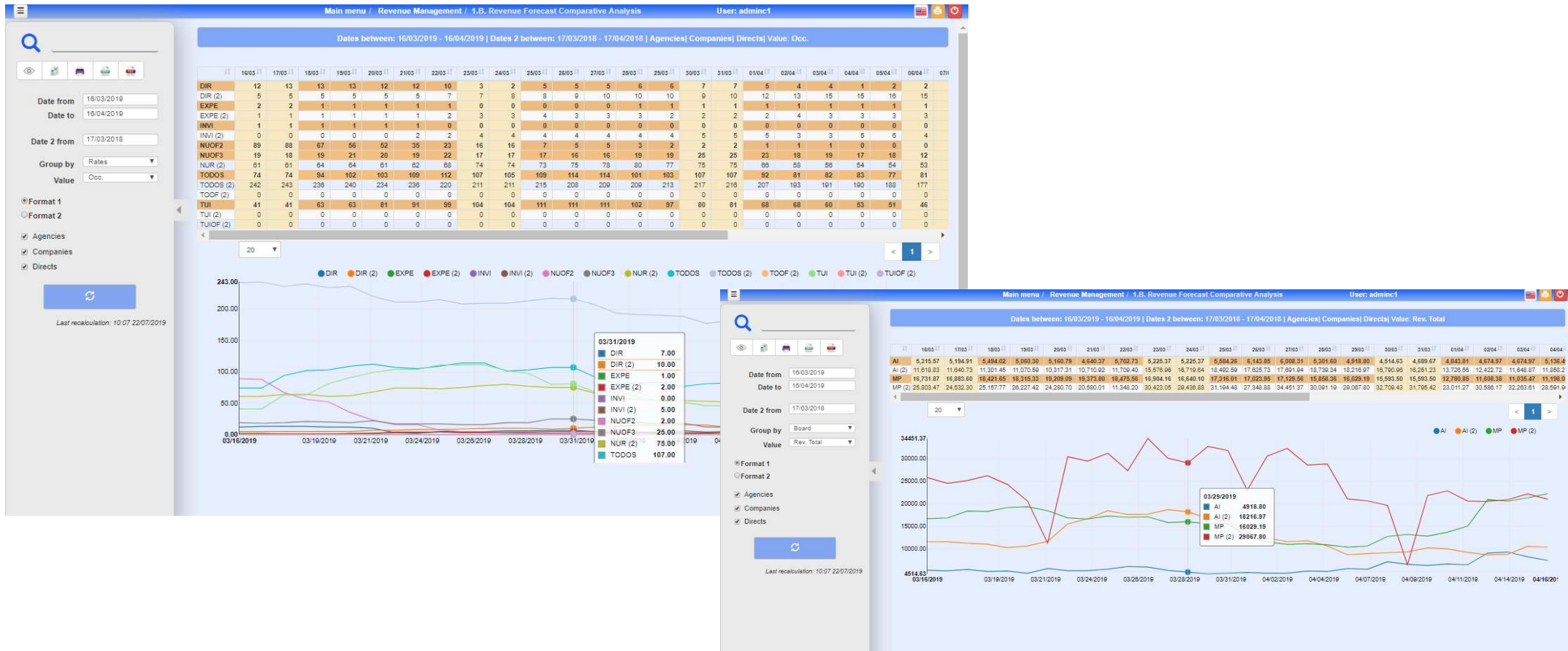
Last recalculation: 10:07 22/07/2019



1.B. Revenue Forecast – Comparative Analysis



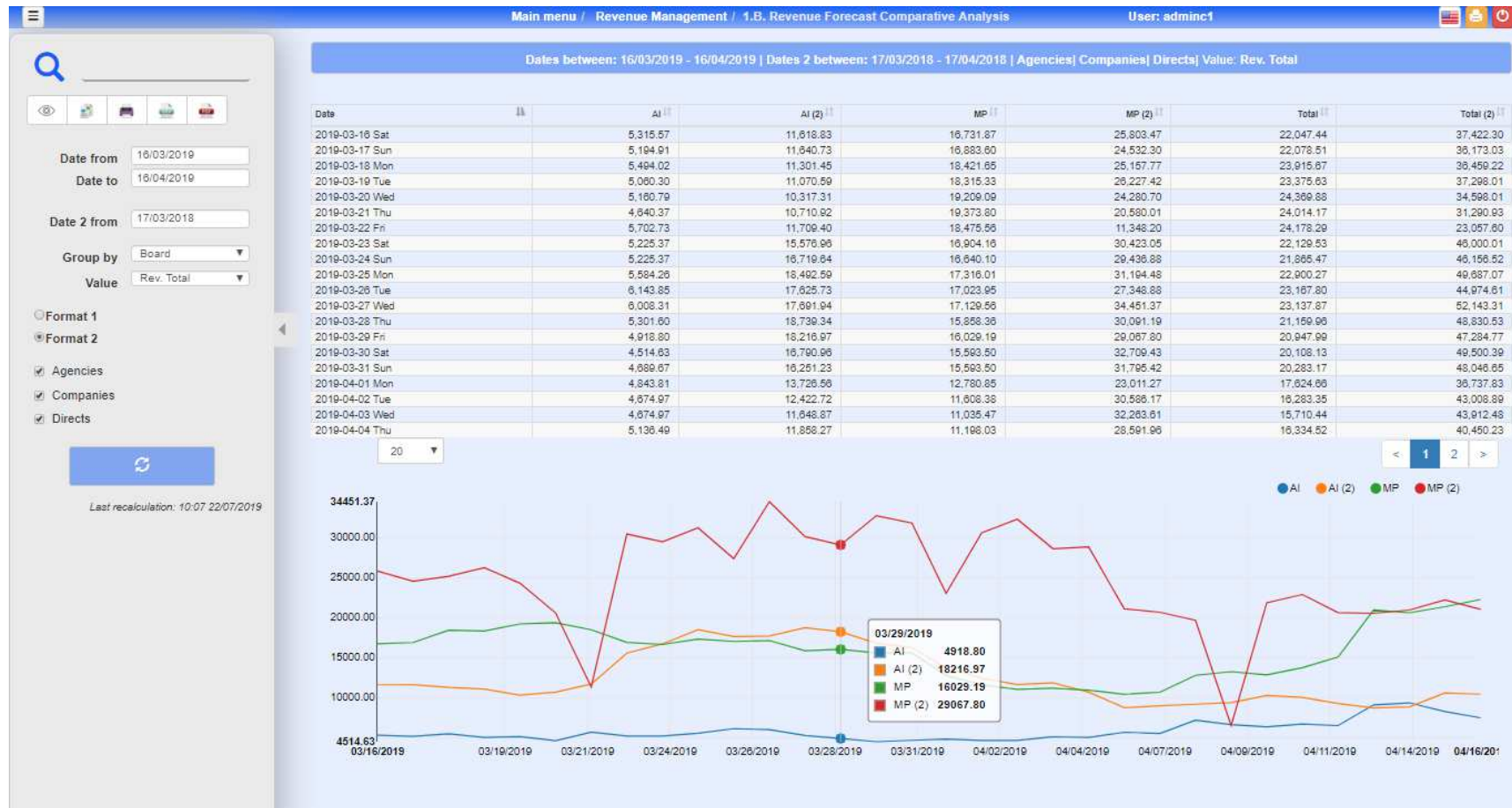
Example Format 1, example Rates/Occupation // Regime/Total Production





1.B. Revenue Forecast – Comparative Analysis

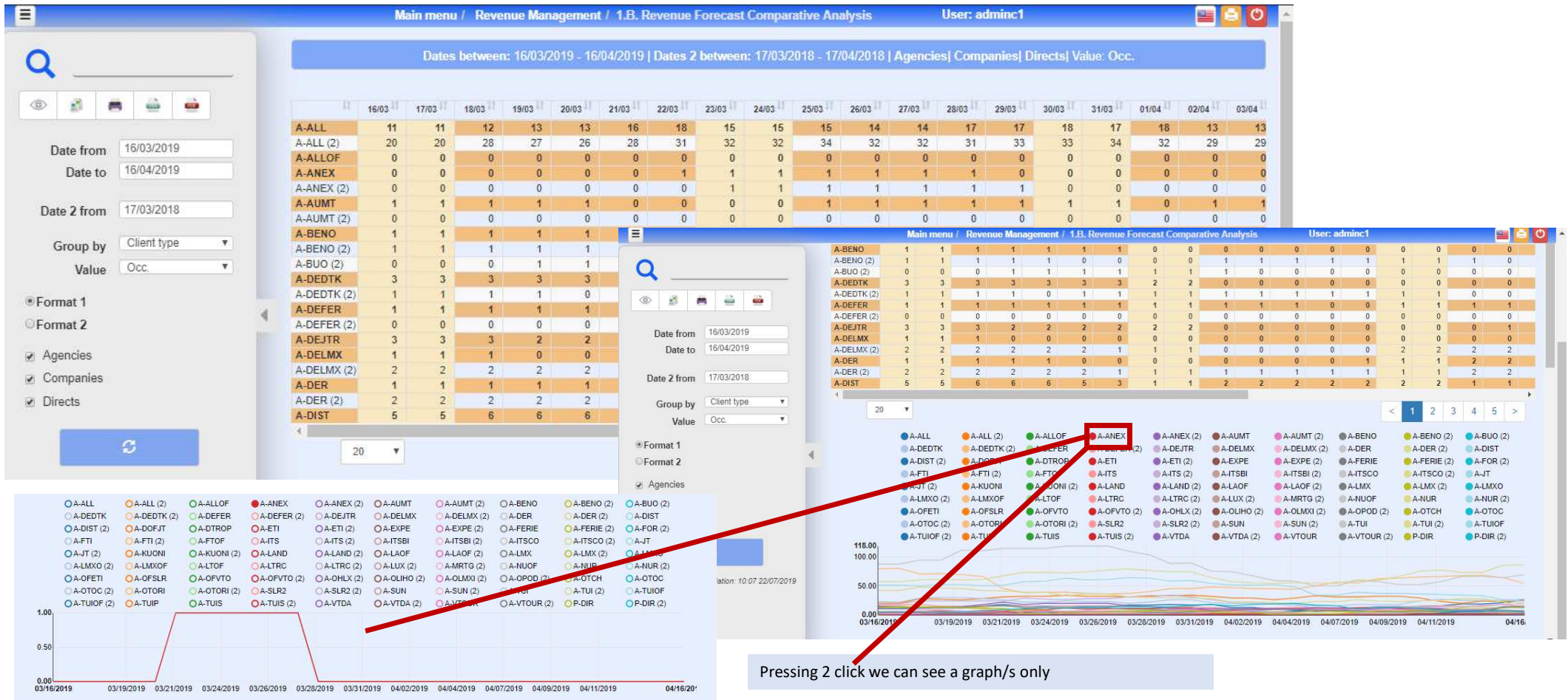
Example Format 2 By Regime and Production "R"





1.C. Revenue Forecast – Analysis

Example Format 1, Client Type: Type of Client and by Occupation

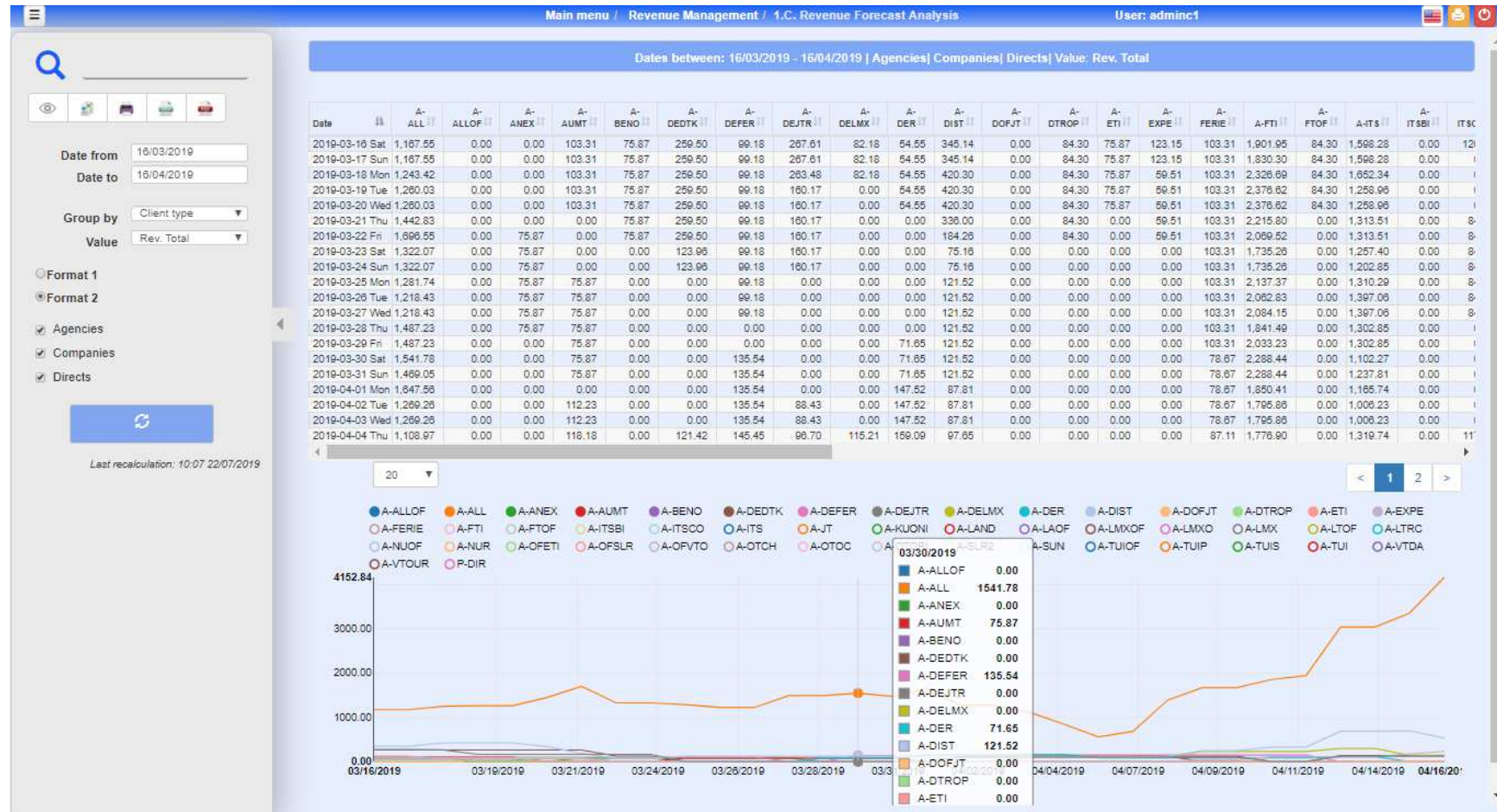




1.C. Revenue Forecast – Analysis

Class One

Example Format 2. Type of Room and by Total Production





1.E. Occupation/Revenue/Average stay by Agency/Company



In this option we will see between the selected periods, the different data that are used to analyze the behavior of the Agencies/TTTOO/Companies/...

Main menu / Revenue Management / 1.E. Occ./Rev./Avg. stay by Agency/Company User: adminc1

Search:

Date from: 01/02/2019
Date to: 28/02/2019
Agency from:
Agency to:

☒ Agencies
☒ Companies
☒ Directs
☒ Revenue (H)
☒ Revenue (R)
☒ Revenue (S)

Name	Rooms	Rooms	Pax	Pax	(H+R+S)	Rooms	Pax	Total	Total	Total
ITSBI - ITS BILLA REISEN	/	7.00	14	7.00	705.92	100.85	50.42	0.16	0.13	0.12
ITSCO - COOP ITS TRAVEL AG	14	14.00	15	7.50	980.02	70.00	65.33	0.31	0.14	0.17
JT - JASMIN TAYLOR	7	7.00	21	7.00	850.14	121.45	40.48	0.16	0.19	0.15
KUONI - DER TOURISTIK SUISSE AG	1	1.00	2	1.00	87.79	87.79	43.90	0.02	0.02	0.02
LAND - SCHAUINSLAND REISEN GMBH	168	16.80	300	17.65	9,966.93	59.33	33.22	3.75	2.78	1.73
LAOF - SCHAUINSLAND REISEN GMBH	60	8.57	142	7.47	5,628.11	93.80	39.63	1.34	1.31	0.97
LMX - WORLD 2 MEET SLU	1	0.00	3	0.00	100.47	100.47	33.49	0.02	0.03	0.02
LMXO - LMX	0	0.00	0	0.00	-94.54	0.00	0.00	0.00	0.00	-0.02
LMXOF - WORLD 2 MEET SLU	47	6.71	148	6.73	4,707.21	100.15	31.81	1.05	1.37	0.82
LTOF - LTUR GMBH	61	6.10	154	6.16	6,264.56	102.70	40.68	1.36	1.42	1.08
LTRC - LTUR GMBH	84	10.50	153	10.20	7,461.67	88.83	48.77	1.88	1.42	1.29
MRTG - TJAEREBORG ONLINE	7	7.00	14	7.00	798.91	114.13	57.07	0.16	0.13	0.14
NUOF - THOMAS COOK AG	413	8.10	993	7.88	45,616.30	110.45	45.94	9.22	9.19	7.90
NUR - THOMAS COOK AG	403	10.61	1114	10.31	48,374.60	120.04	43.42	9.00	10.31	8.38
OAMOD - AMOMA DACH	1	0.00	3	0.00	100.47	100.47	33.49	0.02	0.03	0.02
OFAUM - AURUM TOURS	21	21.00	64	32.00	1,941.13	92.43	30.33	0.47	0.59	0.34
OFDIS - 12FLY	37	12.33	75	18.75	3,248.18	87.79	43.31	0.83	0.69	0.56
OFFER - FERIEEN TOURISTIK OFER	9	9.00	30	7.50	896.38	99.60	29.88	0.20	0.28	0.16
OFPOD - TROPO OFER	4	4.00	8	4.00	316.04	79.01	39.51	0.09	0.07	0.05
OFVTO - VTOURS GMBH	63	7.88	145	8.06	5,107.90	81.08	35.23	1.41	1.34	0.88
OHLX - HOLIDAYS CH	0	0.00	0	0.00	-28.88	0.00	0.00	0.00	0.00	-0.01
OTCH - HOTELPLAN CH DYNAMICS	7	7.00	21	7.00	1,077.93	153.99	51.33	0.16	0.19	0.19
OTLR - LTUR TOURISMUS	0	0.00	0	0.00	-82.14	0.00	0.00	0.00	0.00	-0.01
OTORI - TOURINI	22	11.00	58	9.67	2,098.24	95.37	36.18	0.49	0.54	0.36
SUN - SUN PROMOTIONS GMBH	7	7.00	28	7.00	538.93	76.99	19.25	0.16	0.26	0.09
TUI - TUI DEUTSCHLAND GMBH	802	8.18	1868	7.85	97,578.82	121.67	52.24	17.90	17.28	16.90
TUIOF - TUI DEUTSCHLAND GMBH	574	7.65	1359	7.51	62,585.03	109.03	46.05	12.81	12.57	10.84
TUIP - TUI POLAND Sp.z.o.o.	22	5.50	68	6.18	3,288.22	149.46	48.36	0.49	0.63	0.57
TUIS - TUI SUISSE LTD	0	0.00	0	0.00	1,551.18	0.00	0.00	0.00	0.00	0.27
VTOUR - VTOURS	87	6.69	269	6.56	11,452.61	131.64	42.57	1.94	2.49	1.98
Total Agencies	4130	8.38	10036	8.21	451,975.43	109.44	45.04	92.19	92.83	78.27
Total Directs/Dept.	350	5.93	775	6.05	125,459.39	358.46	161.88	7.81	7.17	21.73
Total	4480	8.12	10810	8.00	577,434.82	128.89	53.42	100.00	100.00	100.00

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1.H. Occupancy Forecast by Rates



We must study the behavior of the forecast in the different rates that we are applying

Main menu / Revenue Management / 1.H. Occupancy Forecast by Rates User: adminc1

Dates between: 16/03/2019 - 15/04/2019 | Agencies| Companies

	16/03	17/03	18/03	19/03	20/03	21/03	22/03	23/03	24/03	25/03	26/03	27/03	28/03	29/03	30/03	31/03	01/04	02/04	03/04
A-EXPE	2	2	1	1	1	1	1	0	0	0	0	0	1	1	1	1	1	1	1
A-NUOF2	89	88	67	56	52	35	23	16	16	7	5	5	3	2	2	2	1	1	1
A-NUOF3	19	18	19	21	20	19	22	17	17	17	16	16	19	19	25	25	23	18	1
A-TODOS	74	74	94	102	103	109	112	107	105	109	114	114	101	103	107	107	92	81	8
A-TUI	41	41	63	63	81	91	99	104	104	111	111	111	102	97	80	81	68	68	6
Total Agencies	225	223	244	243	257	255	257	244	242	244	246	246	226	222	215	216	185	169	16
Total Companies	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C-DIR	12	13	13	13	12	12	10	3	2	5	5	5	6	6	7	7	5	4	1
C-INVI	1	1	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0
C-TUI	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Directs	13	14	14	14	13	13	10	3	2	5	5	5	6	6	7	7	5	4	1
Total	238	237	258	257	270	268	267	247	244	249	251	251	232	228	222	223	190	173	16
% Occ.	76.77	76.45	83.23	82.90	87.10	86.16	86.43	70.48	78.74	80.33	80.87	80.87	74.84	73.66	74.84	74.84	66.01	63.99	63.99

Format 1
Format 2
☒ Agencies
☒ Companies

Date from: 16/03/2019
Date to: 15/04/2019

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Main menu / Revenue Management / 1.H. Occupancy Forecast by Rates User: adminc1

Dates between: 16/03/2019 - 15/04/2019 | Agencies| Companies

Date	A-EXPE	A-NUOF2	A-NUOF3	A-TODOS	A-TUI	Agencies	Companies	C-DIR	C-INVI	C-TUI	Directs	Total	% Occ.
2019-03-16 Sat	2	89	19	74	41	225	0	12	1	0	13	238	76.77
2019-03-17 Sun	2	88	18	74	41	223	0	13	1	0	14	237	76.45
2019-03-18 Mon	1	67	19	94	63	244	0	13	1	0	14	258	83.23
2019-03-19 Tue	1	56	21	102	63	243	0	13	1	0	14	257	82.90
2019-03-20 Wed	1	52	20	103	81	257	0	12	1	0	13	270	87.10
2019-03-21 Thu	1	35	19	109	91	255	0	12	1	0	13	268	86.45
2019-03-22 Fri	1	23	22	112	99	257	0	10	0	0	10	267	86.13
2019-03-23 Sat	0	16	17	107	104	244	0	3	0	0	3	247	79.68
2019-03-24 Sun	0	16	17	105	104	242	0	2	0	0	2	244	78.71
2019-03-25 Mon	0	7	17	109	111	244	0	5	0	0	5	249	80.32
2019-03-26 Tue	0	5	16	114	111	246	0	5	0	0	5	251	80.97
2019-03-27 Wed	0	5	16	114	111	246	0	5	0	0	5	251	80.97
2019-03-28 Thu	1	3	19	101	102	226	0	6	0	0	6	232	74.84
2019-03-29 Fri	1	2	19	103	97	222	0	6	0	0	6	228	73.55
2019-03-30 Sat	1	2	25	107	80	215	0	7	0	0	7	222	71.61
2019-03-31 Sun	1	2	25	107	81	216	0	7	0	0	7	223	71.94
2019-04-01 Mon	1	1	23	92	68	185	0	5	0	0	5	190	61.29
2019-04-02 Tue	1	1	18	81	68	169	0	4	0	0	4	173	55.81
2019-04-03 Wed	1	1	19	82	60	163	0	4	0	0	4	167	53.87
2019-04-04 Thu	1	0	17	83	53	154	0	1	0	0	1	155	50.00

Format 1
Format 2
☒ Agencies
☒ Companies

Date from: 16/03/2019
Date to: 15/04/2019

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