

## A.1. SmartRate.

November 2.017





# A.1. SmartRate

## Rates, seasons and prices



**Total season of the Hotel:** In a word **first day of opening** of the doors of the Hotel **until the day of closing**, to begin later a new period. Under normal conditions it will coincide with the fiscal year.

**Seasons:** In the first place, we must clarify that the term **season**, goes totally **league** with the **rates of prices**, that we will see later and, of course in turn with the **different types of room, board and type of occupation** that possesses.

We consider that there are **two different types** of seasons:

- **Seasons for Direct customers.**
- **Seasons for Agencies/Companies**

**Seasons for Direct Customers, Walk-Ins (Passing Customers), Official Rate:** First of all, and with **obligatory** character, the **Season/Rate** for Direct Customers must be created. Seven Stars assumes **DIR** as the name for this Season/Rate. This is one of the fixed and unalterable Seven Stars data, the name **DIR**.

Normally they will be the three seasons to which we are accustomed, low, medium and high. In addition to being able to incorporate other **Special Season/s** (Easter, Fairs, Holidays... ).

There are hotels that have a **fixed price** practically all year round. In this case its season will be from 01.01 .nn to 31.12.nn. Similarly, there are hotels that open for limited periods of time (Seasonal Hotel). In this case your season will be from, for example, 01.06.nn to 30.09.nn.

On the other hand, we will clarify that the season does not have to start on the first day of January, although it is convenient for tax reasons, not of program.

**Pricing System:** It must be explained how a Price rate works.

A price is made up of the Room Price, plus minors and/or extra people, plus the way the room is occupied, plus the meal plan of the people in the room.

Logically, each Season (period of time between dates), will have its different price criteria.

Let's see an example of creating a Rate:

**(H) Room**, for type **M** per person from February 5, 2001 to April 8, 2001 has an amount of 37.26 €, with an increase per type of minor, **MEN2** of 18.63 € and another increase per extra person **PER3** of 24.22 €. It would be necessary to subsequently add **O** for **Occupation** and **R** for **meal plan** (of similar characteristics to those described).

A Price List can be applied to a single Agency/Company or to different Agencies/Companies.

**Seasons for Agencies/Companies:** Seven Stars' pricing policy is contemplated in two different and cohabitable ways:

The first one is the one that really has meaning in this section, it means that to a Rate we apply different prices according to the dates (Seasons).

The second is that to a Rate already defined, for example DIR Directos, we apply a percentage of discount for that Agency, Company or Direct Client.

Of course we could include a third option that would be the mixture of the two above.

They are the Seasons / Rates by which different Agencies / Companies that we have concerted will govern. They can coincide with the previous ones or they can be totally different. In this case it is advisable to make a small study of price grouping, for example:

Imagine that in Agencies **One, Two, Four and Five**, their Seasons/Prices are the same. Well, we will create a Rate (Season), which we will call TAR-2, with the different breakdowns (High, Low...) depending on different Dates/Rates.

At the same time, the Agency Two, has another totally different Rate. Well, we will call this one **RATE** (Season) **CORTY**, in the ones that will put the different dates to the one that correspond different prices.

As a summary we will say that **different Rates/Agencies/Dates** will correspond to **different Seasons**.

The **number of rates** (seasons) that you can create is **unlimited**, of course depends on the capacity of your computer.

**Note:** New Seasons for Agencies can be incorporated at any time, as well as to vary the conditions and the prices, obviously without **retroactive character**.

Next, a rate that will coincide with Directos but whose prices are different from those of Directos. **If the prices are a discount on the Direct fare, should not be done in this section**, since when registering the Agency/Company, you can indicate that the Direct fare is applied the discount percentage for that Agency/Company.

As detailed in the example above, this is the Rate/Season that corresponds to a group of Agencies/Companies. This is what we will call TAR-2 example.



## A.1. SmartRate

Class One

Main menu / Master files / A.1. SmartRate

User: admin1

Calendar Rates Boards Events Calendar (Past) Boards (Past)

Filter deleted

Duplicate Rate

Extend Rate

Edit Rate

Code	Description	Tax incl.	Profile	Segment	Non refundable	Restricted	OTA-styled	Active
BAR	BAR AUTOMATICA	✓	-	-	✗	✗	✓	✓
DIR	TARIFA DIRECTOS	✓	-	-	✗	✗	✗	✓
DIROS	TARIFA DIRECTOS Ota Style	✓	-	-	✗	✗	✓	✓
EXPE	PEXPRESS TOURISTIK GMBH	✓	-	Grupos Deportivos	✗	✗	✗	✓
FTEB	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓
FTI	MEETING POINT SPAIN SL	✓	-	-	✗	✗	✗	✓
FTOF	MEETING POINT SPAIN SL	✓	-	-	✗	✗	✗	✓
FTOF2	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓
INVI	INVITADOS	✗	-	-	✗	✗	✗	✓
LAND	SCHAUINSLAND REISEN GMBH	✓	-	TT00	✗	✗	✗	✓
LAOF	SCHAUINSLAND REISEN GMBH	✓	-	-	✗	✗	✗	✓
LMX	LEISURE TRAVEL SPAIN, S.L	✓	-	-	✗	✗	✗	✓
LTOF	LTUR TOURISMUS AG	✓	-	-	✗	✗	✗	✓
LTUR	L TUR TOURISMUS AG	✓	-	-	✗	✗	✗	✓
NUOF	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓
NUOF1	OFERTA NECKERMANN	✓	-	-	✗	✗	✗	✓
NUOF2	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓
NUOF3	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓
NUR	THOMAS COOK AG	✓	-	-	✗	✗	✗	✓
OFER	TUI DEUTSCHLAND GMBH	✓	-	-	✗	✗	✗	✓
OFER1	OFERTA	✓	-	-	✗	✗	✗	✓
OFTUI	TUI DEUTSCHLAND GMBH	✓	-	-	✗	✗	✗	✓
TODOS	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓
TOFER	TUI DEUTSCHLAND GMBH	✓	-	-	✗	✗	✗	✓
TOOF	TARIFA GENERAL	✓	-	-	✗	✗	✗	✓

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< 1 2 >

First of all we will register the tariffs with which we are going to work.



## A.1. SmartRate

Class One

Main menu / Master files / A.1. SmartRate User: adminc1

Calendar Rates Boards Events Calendar (Past) Boards (Past) Close Dates Save

Rate  << < 16 Mar 2019 > >>

DIR - TARIFA DIRECTOS  
EXPE - PEPXPRESS TOURISTIK GMBH  
FTEB - TARIFA GENERAL  
FTI - MEETING POINT SPAIN SL  
FTOF - MEETING POINT SPAIN SL  
FTOF2 - TARIFA GENERAL  
INVI - INVITADOS  
LAND - SCHAUISLAND REISEN GMBH  
LAOF - SCHAUISLAND REISEN GMBH  
LMX - LEISURE TRAVEL SPAIN, S.L.  
LTOF - LTUR TOURISMUS AG  
LTUR - L' TUR TOURISMUS AG  
NUOF - TARIFA GENERAL  
NUOF1 - OFERTA NECKERMANN  
NUOF2 - TARIFA GENERAL

A - APARTAMENTO ESTAND... Pr. room 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31  
Occ.1 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15  
Occ.2 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31  
Occ.3 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62

B - APT. PUERTA COMUNICA... Pr. room 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5  
Occ.1 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5 51.5  
Occ.2 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5 31.5  
Occ.3 63 63 63 63 63 63 63 63 63 63 63 63 63 63 63 63 63 63

C - DOBLE VISTA MAR Pr. room 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40  
Occ.1 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15  
Occ.2 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40 40  
Occ.3 80 80 80 80 80 80 80 80 80 80 80 80 80 80 80 80 80 80

D - CUADRUPLE Pr. room 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5  
Occ.1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0  
Occ.2 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5  
Occ.3 83 83 83 83 83 83 83 83 83 83 83 83 83 83 83 83 83 83  
Occ.4 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5 124.5  
Occ.5 166 166 166 166 166 166 166 166 166 166 166 166 166 166 166 166 166

E - CUADRUPLE VISTA MAR Pr. room 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5 50.5  
Occ.1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

Step back 15 days,  
Step back one day,  
posicionarse in the calendar,  
Advance one day,  
Advance 15 days

<< < 16 Mar 2019 > >>

March 2019

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



## A.1. SmartRate

Rates, periods and prices

Class One

**Fórmula**

Pr. hab. = Pr. hab. % 0.00

Redondeo[0-10] 0.00

L M X J F S D

☒ ☒ ☒ ☒ ☒ ☒ ☒

☐ Seleccionar todo

☒ DM - Doble vista mar

☐ D - Habitación doble

☒ DS - Doble Superior

☒ DT - Habitación con Salón

☒ AP4 - Apartamento 4 Pax

☒ AP5 - Apartamento 5 Pax

**Aplicar** **Cerrar**

**Fórmula**

Pr. hab. = Pr. hab. % 0.00

Redondeo[0-10] 0.00

J F S D

☒ ☒ ☒ ☒

☐ Seleccionar todo

☒ DM - Doble vista mar

☐ D - Habitación doble

☒ DS - Doble Superior

☒ DT - Habitación con Salón

☒ AP4 - Apartamento 4 Pax

☒ AP5 - Apartamento 5 Pax

**Fórmula**

Pr. hab. = Pr. hab. % 0.00

Redondeo[0-10] 0.00

L M X J F S D

☒ ☒ ☒ ☒ ☒ ☒ ☒

☐ Seleccionar todo

☒ DM - Doble vista mar

☐ D - Habitación doble

☒ DS - Doble Superior

☒ DT - Habitación con Salón

☒ AP4 - Apartamento 4 Pax

☒ AP5 - Apartamento 5 Pax

Menú Principal / Ficheros maestros / A.1. SmartRate

Usuario: admin

Calendario Tarifas Regímenes

Tarifa 058 Expedia

Pr. hab. = Pr. hab. % 110

Redondeo[0-10] 0.50

L M X J F S D

☐ Seleccionar todo

☒ DM - Doble vista mar

☐ D - Habitación doble

☒ DS - Doble Superior

☒ DT - Habitación con Salón

☒ AP4 - Apartamento 4 Pax

☒ AP5 - Apartamento 5 Pax

**Aplicar** **Cerrar**

	mié	jue	vie	sáb	dom	lun	mar	mié	jue	vie	sáb	dom	lun	mar	mié	jue	vie	sáb
	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20
	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY
DM - Doble vista mar	Pr. hab.	25	25	25	28.75	28.75	25	25	25	25	25	28.75	28.75	25	25	25	25	28.75
	Ocup.1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Ocup.2	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10

BEFORE

AFTER

For the changes to be made you must press SAVE

Menú Principal / Ficheros maestros / A.1. SmartRate

Usuario: admin

Calendario Tarifas Regímenes

Tarifa 058 Expedia

Pr. hab. = Pr. hab. % 110

Redondeo[0-10] 0.50

L M X J F S D

☐ Seleccionar todo

☒ DM - Doble vista mar

☐ D - Habitación doble

☒ DS - Doble Superior

☒ DT - Habitación con Salón

☒ AP4 - Apartamento 4 Pax

☒ AP5 - Apartamento 5 Pax

**Aplicar** **Cerrar**

	mié	jue	vie	sáb	dom	lun	mar	mié	jue	vie	sáb	dom	lun	mar	mié	jue	vie	sáb
	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20
	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY	MAY
DM - Doble vista mar	Pr. hab.	27.5	27.5	27.5	31.5	31.5	27.5	27.5	27.5	27.5	31.5	31.5	27.5	27.5	27.5	27.5	27.5	31.5
	Ocup.1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Ocup.2	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10





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# A.1. SmartRate

Rates, periods and prices

Class One

LTUR L'TUR TOURISMUS AG  
05/05/2019

select all Δ / % Pr. room

Quick prices update

Percentage(%) 1.12  
Amount(€) 0  
Rounding[0-10] 1

☒ Select all

☒ Pr. room  
☒ MEN1  
☒ MEN2  
☒ MEN3  
☒ PER3  
☒ PER4  
☒ Occ. 1  
☒ Occ. 2  
☒ Occ. 3  
☒ Occ. 4

☒ Select all

☒ A - APARTAMENTO ESTAN...  
☒ B - APT. PUERTA COMUNI...  
☒ C - DOBLE VISTA MAR  
☒ D - CUADRUPLE  
☒ E - CUADRUPLE VISTA ...  
☒ L - ESTANDAR REVENUE  
☒ Z - ECONOMICO

Massive changes

Reference values

Rate LTUR  
Date 05/05/2019

L'TUR TOURISMUS AG

Date from 01/05/2019  
Date to 31/08/2019  
01/10/2019 31/12/2019  
Mo Tu We Th Fr Sa Su  
☒ ☒ ☒ ☒ ☒ ☒ ☒  
Add new range

☐ Select all Δ / % Pr. room MEN1 MEN2 MEN3 PER3 PER4 Closed CTA CTD

☐ A - APARTAMENTO ESTAN...  
Price per occupation:

35  
12

0  
35

0  
71

13  
13

13  
13

☐

☐

☐ B - APT. PUERTA COMUNI...  
Price per occupation:

0  
0

0  
0

0  
0

0  
0

0  
0

☐

☐

☐ C - DOBLE VISTA MAR  
Price per occupation:

40  
12

0  
40

0  
81

13  
13

13  
13

☐

☐

☐ D - CUADRUPLE

0  
0

0  
0

0  
0

0  
0

0  
0

☐

☐

Save

Close

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# A.1. SmartRate

Rates, periods and prices

Class One

Main menu / Master files / A.1. SmartRate User: admin1

Calendar Rate **Boards** Events Calendar (Past) Boards (Past)

Rate FTOF2 **TARIFA GENERAL** **fx** **Δ / %** << < 16 Mar 2019 > >> **Massive changes** **Save**

Quick prices update

Percentage(%) 0.00  
Amount(€) 0.00  
Rounding[0-10] 0.00

Date from Date to Mo Tu We Th Fr Sa Su  
Add new range

Select all  
Price/pax  
MEN1  
MEN2  
MEN3  
PER3  
PER4

Select all  
AI - ALL INCLUSIVE  
AS - ALOJAMIENTO SOLO  
HD - HABITACION CON ...  
MP - MEDIA PENSION

Apply Close

Formula

MEN3 = Price/pa % 0.5  
Rounding[0-10] 0.50  
Mo Tu We Th Fr Sa Su  
Select all  
AI - ALL INCLUSIVE  
AS - ALOJAMIENTO SOLO  
HD - HABITACION CON DESAYUNO  
MP - MEDIA PENSION

Apply Close

Massive changes

Reference values  
Rate  
Date

Date from Date to Mo Tu We Th Fr Sa Su  
Add new range

Select all Δ / % Price/pax MEN1 MEN2 MEN3 PER3 PER4 **Save**

AI - ALL INCLUSIVE	0	0	0	0	0	0
AS - ALOJAMIENTO SOLO	0	0	0	0	0	0
HD - HABITACION CON D...	0	0	0	0	0	0
MP - MEDIA PENSION	0	0	0	0	0	0

Save Close



## A.1. SmartRate

Rates, periods and prices



In a nutshell,

A price is EQUAL to the PRICE of the ROOM +  
PRICE per PERSON (OCCUPATION) +  
MEAL PLAN Price

And in addition they can exist adding MINORS and/or EXTERNAL PEOPLE.

In MEAL PLAN,

We must possess a MEAL PLAN that is ONLY THE ACCOMMODATION.



## A.1. SmartRate

Rates, periods and prices

Class One

Main menu / Master files / A.1. SmartRate User: adminc1

Calendar Rates Boards Events Calendar (Past) Boards (Past) Massive changes Close Dates Save

Rate LTUR L'TUR TOURISMUS AG

<< < 16 Mar 2019 > >>

	Sat 16 MAR	Sun 17 MAR	Mon 18 MAR	Tue 19 MAR	Wed 20 MAR	Thu 21 MAR	Fri 22 MAR	Sat 23 MAR	Sun 24 MAR	Mon 25 MAR	Tue 26 MAR	Wed 27 MAR	Thu 28 MAR	Fri 29 MAR	Sat 30 MAR	Sun 31 MAR	Mon 01 APR	Tue 02 APR
A - APARTAMENTO ESTANDAR	8.2	8.2	8.2	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.1	8.2
B - APT. PUERTA COMUNICA...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C - DOBLE VISTA MAR	9.1	9.1	9.1	11	11	11	11	11	11	11	11	11	11	11	11	11	11	9.1
D - CUADRUPL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
E - CUADRUPL VISTA MAR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
L - ESTANDAR REVENUE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Z - ECONOMICO	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0



## A.1. SmartRate

Rates, periods and prices

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Calendar Rates Boards Events Calendar (Past) Boards (Past) Massive changes Close Dates Save

Rate LTUR L'TUR TOURISMUS AG fx Δ / %

<< < 16 Mar 2019 > >>

	Sat 16 MAR	Sun 17 MAR	Mon 18 MAR	Tue 19 MAR	Wed 20 MAR	Thu 21 MAR	Fri 22 MAR	Sat 23 MAR	Sun 24 MAR	Mon 25 MAR	Tue 26 MAR	Wed 27 MAR	Thu 28 MAR	Fri 29 MAR	Sat 30 MAR	Sun 31 MAR	Mon 01 APR	Tue 02 APR
A - APARTAMENTO ESTANDAR	Closed																	
B - APT. PUERTA COMUNICA...																		
C - DOBLE VISTA MAR																		
D - CUADRUPLE																		
E - CUADRUPLE VISTA MAR																		
L - ESTANDAR REVENUE																		
Z - ECONOMICO																		

To close Dates  
CTA – Close To Arrival  
CTD – Close To Departure

Massive changes

Reference values

Rate LTUR L'TUR TOURISMUS AG  
Date 05/05/2019

Date from 01/05/2019 Date to 31/08/2019  
01/10/2019 31/12/2019

Mo Tu We Th Fr Sa Su  
[X] [X] [X] [X] [X] [X] [X]

Add new range

	Pr. room	MEN1	MEN2	MEN3	PER3	PER4	Closed	CTA	CTD
A - APARTAMENTO ESTAN...	35	0	0	13	13	13			
Price per occupation:	12	35	70						
B - APT. PUERTA COMUNIC...	0	0	0	0	0	0			
Price per occupation:	0	0	0						
C - DOBLE VISTA MAR	40	0	0	13	13	13			
Price per occupation:	12	40	80						
D - CUADRUPLE	0	0	0	0	0	0			
Price per occupation:	0	0	0						
E - CUADRUPLE VISTA MAR	0	0	0	0	0	0			
Price per occupation:	0	0	0						
L - ESTANDAR REVENUE	0	0	0	0	0	0			

Save Close