



Scenarios



KPI's Dashboard



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KPI's Dashboard. Best Number One Interactive & Comparative Scorecard.



What decisions must we take in our Hotel?

The current situation is very changeable, and a hotel must know immediately that it must take actions in every moment, being necessary to possess the information of immediate and easily interpretable form. Class One, it presents him in the only **Dashboard 22 KPI's** that synthesizes **its information** for the decision making. In Class One not only we store information, **but we do that these speak to us.**

To make the study more finished, each of the KPI's will have 6 values

Fixed day
vs
Compared day

Fixed days
vs
Compared days

Fixed month / year
vs
Compared month / year

OCC the percentage of available rooms or beds being sold for period of swindles certain., **ADR**, Average Daily Rate, **RevPAR**, Revenue Per Available Room, RevPar is to very classic KPI and regarded expert one of the most important financial calculations for any hotel to see how much revenue they have made within period of swindles certain. Entire **ARR** Revenue Per entire Available Room preview of the revenue from all departments which the room dog generate you. While RevPar only takes account of the revenue generated by the rooms, **Yield** factor that refers to the Rate Rack Rate, **NetADR**. **Net ADR** (except that it factors in the net revenues), **NetRevPAR** Net Revenue Per similar Available Room metric is to RevPAR, except that it factors in the net revenues (meaning that it accounts for distribution costs, transaction fees and travel agency commissions), **NetARR**, **Occupied rooms**, **Guests**, **Children**, **Cribs**, **Guest Bed and Breakfast**, **Guest Half Board**, **Guest Full Board**, **Guest All Include**, Guest = Guest Bed and Breakfast + Guest Half Board + Guest Full Board + Guest All Include + **Guest Only Room**, **RevPOR**. Revenue Per Occupied Room Total Revenue / Whole Rooms Occupied, RevPOR, unlike RevPAR, considers revenue per occupied room which gives you to 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 to single customer. Entire It is calculated by dividing the segment revenue and/or the ROASTS by the number of customer, **Whole Revenue**, **Revenue Room Sales**, **Revenue F&B**, **Revenue Others**

Ej. To compare yesterday with the same day of one year ago (or if yesterday it was a Tuesday with Tuesday of one year ago), the previous week with the week of one year ago (or the period of holidays of this year with the same one of last year although they are in the different days), the previous month with the month of one year ago.
To compare a future date with the equivalent of another year, week - ten, month...
The Hotel will always be able to fix these values. The dates therefore will be able to be spent, present or future (Forecast Reservation)
These KPI's will be able to be obtained of a Tipo/s of Room or of all as it is in this example.
He observes that next to the dates it possesses the day of the week, so that he can compare to equal (Tuesday with Tuesday, or week that starts in Monday...)

Main menu / KPI's Dashboard												User: admin					
20/11/2017		20/11/2016		From Date: 14/11/2017		From Date: 14/11/2016		Month/Year: 11/2017		Month/Year: 11/2016		DA DB DL			HG JS MB		
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						
1.62%	-0.57%	-1.65%	14.77%	0.07%	254.54%	16.53%	7.73%	263.63%	25.67%	9.63%	64.65%						
97.24	98.09	94.32	46.71	46.80	14.54	45.43	45.90	13.60	92.87	95.67	62.14						
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%	-0.96%	0.763%	14.77%	0.07%	253.63%	16.53%	7.73%	263.63%	25.67%	9.63%	64.62%						
0.62	0.62	0.96	46.71	46.80	14.54	45.43	45.90	13.60	92.87	95.67	62.14						
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%	-1.65%	2.14%	-1.11%	-1.27%	0.00	0.00	3.23	-100.00%	-100.00%	-78.57%						
247.00	249.14	239.58	467.00	475.29	458.97	0.00	2.43	2.00	2.00	1.57	1.35						
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						
0.00	0.00	0.00	0.00	0.00	0.00	2.96%	-0.94%	-1.39%	0.00	0.00	0.00						
0.00	0.00	0.00	0.00	0.00	0.00	464.00	472.57	466.97	0.00	0.00	0.00						
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									
23.96%	10.67%	65.66%	23.33%	10.67%	65.97%	25.97%	9.63%	64.62%									
95.50	97.53	84.34	50.51	51.13	33.36	23.56K	170.1K	489.3K									
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%	11.42%	9.33%	16.47%	2,265.60%	55.07%	-17.79%									
11.54K	81.62K	107.1K	11.62K	84.53K	361.6K	125.55	3954	29.62K									