



Escenarios



KPI's Dashboard



Agosto 2018



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



Qué decisiones debemos tomar en nuestro Hotel?

La situación actual es muy cambiante, y un hotel debe saber inmediatamente que acciones debe tomar en cada momento, siendo necesario poseer la información de forma inmediata y fácilmente interpretable. Class One, le presenta en un único **Dashboard 22 KPI's** que sintetiza su **información** para la toma de decisiones. En Class One no sólo almacenamos datos, **sino que hacemos que estos nos hablen.**

Para hacer más completo el estudio, cada una de las KPI's tendrá 6 valores

Día fijado
VS
Día comparado

Días fijados
VS
Días Comparados

Mes/Año fijado
VS
Mes/Año Comparado

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** factor that refers to the Rate Rack Rate, **NetADR**. **NetADR** (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**, **Occupied rooms**, **Guests**, **Children**, **Cribs**, **Guest Bed & Breakfast**, **Guest Half Board**, **Guest Full Board**, **Guest All Include**, Guest = Guest Bed & Breakfast + Guest Half Board + Guest Full Board + Guest All Include + **Guest Only Room**, **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**, **Revenue Room Sales**, **Revenue F&B**, **Revenue Others**

Ej. Comparar el día de ayer con el mismo día de hace un año (o si ayer fue martes con el martes de hace un año), la semana anterior con la semana de hace un año (o el periodo de fiestas de este año con el mismo del año pasado aunque sean en diferentes días), el mes anterior con el mes de hace un año. Comparar una fecha futura con la equivalente de otro año, semana-decena, mes, ... Estos valores los podrá fijar siempre el Hotel. Las fechas por tanto podrán ser pasadas, presentes o futuras (Forecast Reservation) Estos KPI's se podrán obtener de un Tipo/s de Habitación o de todas como es en este ejemplo. Observa que al lado de las fechas posee el día de la semana, para que puede comparar a iguales (martes con martes, o semana que empieza en lunes, ...)

| Main menu / KPI's Dashboard | | | | | | | | | | | | User: admin | | | | | | | | | | | |
|-----------------------------|--------|------------|--------|---------------------------|--------|--------------------|--------|---------------------------|--------|--------------------|--------|-------------|--------|----------|---------|--------------|--------|-----------|--------|----------|---------|--------------|--------|
| 20/11/2017 | | 20/11/2016 | | From Date 14/11/2017 To 7 | | Month/Year 11/2017 | | From Date 14/11/2016 To 7 | | Month/Year 11/2016 | | DA DB DL | | WB WS MS | | HOTEL | | | | | | | |
| Current ↑ | 98.82 | Days ↓ | 97.53 | Month/Year ↓ | 92.96 | Current ↑ | 53.61 | Days ↓ | 50.54 | Month/Year ↑ | 51.47 | Current ↑ | 52.98 | Days ↓ | 49.45 | Month/Year ↑ | 49.48 | Current ↑ | 116.98 | Days ↓ | 104.88 | Month/Year ↑ | 102.44 |
| 1.02% | 97.24 | -0.51% | 98.09 | -1.01% | 94.32 | 14.77% | 46.71 | 0.21% | 48.80 | 253.30% | 14.54 | 16.53% | 45.43 | 7.73% | 263.06% | 13.60 | 25.97% | 92.87 | 9.83% | 95.67 | 54.80% | 62.14 | |
| Current ↓ | 0.60 | Days ↓ | 0.57 | Month/Year ↑ | 0.61 | Current ↑ | 53.61 | Days ↓ | 50.54 | Month/Year ↑ | 51.44 | Current ↑ | 52.98 | Days ↓ | 49.45 | Month/Year ↑ | 49.45 | Current ↑ | 116.98 | Days ↓ | 104.88 | Month/Year ↑ | 102.41 |
| -2.88% | 0.62 | -0.86% | 0.62 | 876.62% | 0.06 | 14.77% | 46.71 | 0.01% | 48.80 | 253.30% | 14.54 | 16.53% | 45.43 | 7.73% | 263.03% | 13.60 | 25.97% | 92.87 | 9.83% | 95.67 | 54.81% | 62.14 | |
| Current ↑ | 251.00 | Days ↓ | 247.71 | Month/Year ↓ | 235.74 | Current ↑ | 477.00 | Days ↓ | 470.00 | Month/Year ↓ | 453.13 | Current ↑ | 2.00 | Days ↓ | 2.00 | Month/Year ↑ | 4.84 | Current ↓ | 0.00 | Days ↓ | 0.00 | Month/Year ↓ | 0.29 |
| 1.02% | 247.00 | -0.51% | 248.14 | -1.00% | 239.58 | 2.14% | 467.00 | -1.11% | 475.29 | -1.27% | 458.87 | 0.00% | 0.00 | -17.83% | 2.43 | 50.00% | 3.22 | -100.00% | 2.00 | -100.00% | 1.57 | -32.57% | 1.35 |
| Current → | 0.00 | Days → | 0.00 | Month/Year ↑ | 0.13 | Current → | 0.00 | Days → | 0.00 | Month/Year → | 0.00 | Current ↑ | 474.00 | Days ↓ | 468.14 | Month/Year ↓ | 450.81 | Current → | 0.00 | Days → | 0.00 | Month/Year → | 0.00 |
| 0.00% | 0.00 | 0.00% | 0.00 | 0.00% | 0.00 | 0.00% | 0.00 | 0.00% | 0.00 | 2.16% | 464.00 | -0.84% | 472.57 | -1.38% | 458.87 | 0.00% | 0.00 | 0.00% | 0.00 | 0.00% | 0.00 | 0.00% | 0.00 |
| Current ↑ | 118.38 | Days ↓ | 107.35 | Month/Year ↑ | 106.59 | Current ↑ | 62.29 | Days ↓ | 56.58 | Month/Year ↑ | 55.38 | Current ↑ | 29.71K | Days ↓ | 186.5K | Month/Year ↑ | 805.4K | Current ↑ | 13.46K | Days ↓ | 87.93K | Month/Year ↓ | 389.1K |
| 23.96% | 95.50 | 10.07% | 97.53 | 65.59% | 64.34 | 23.33% | 50.51 | 10.67% | 51.13 | 65.97% | 33.36 | 25.97% | 23.59K | 9.63% | 176.1K | 54.62% | 489.3K | 16.83% | 11.64K | 7.73% | 263.30% | 187.1K | |
| Current ↑ | 13.46K | Days ↓ | 87.93K | Month/Year ↓ | 389.1K | Current ↑ | 13.29K | Days ↓ | 92.41K | Month/Year ↑ | 399.4K | Current ↑ | 2970 | Days ↓ | 6131 | Month/Year ↓ | 16.95K | Current ↑ | 13.46K | Days ↓ | 87.93K | Month/Year ↓ | 389.1K |
| 16.83% | 11.64K | 8.33% | 81.62K | 11.42% | 11.82K | 8.33% | 84.53K | 10.47% | 361.9K | 2,266.89% | 125.55 | 55.67% | 3954 | -17.78% | 20.62K | | | | | | | | |