



Cenium Revenue Management

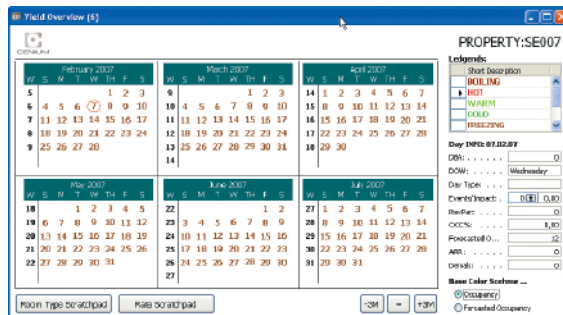
Microsoft
GOLD CERTIFIED
Partner



Microsoft Dynamics for the Hotel Industry
One Solution, One Database, All Microsoft

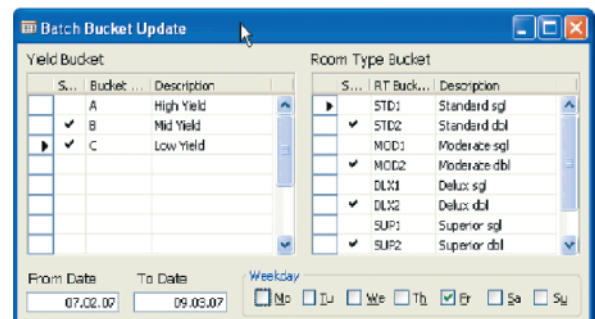
The Revenue Management module provides both Revenue Managers and the Reservations Department a range of facilities to control inventory and rates at a property in order to maximise the yield of each room and improve your bottom line.

The Dashboard



Restrictions can be placed on rooms, rates and both combined. It also provides a range of 'multiple day batch restrictions' based on pre-defined patterns:

- Enter a restriction on DBL room types valid for yield buckets (rates) B and C.
- The restriction is to be a minimum length of stay of 3 days without any maximum.
- For all Fridays within the time period - 07/02/08 - 09/03/08.



The Dashboard is a summary screen that allows the Reservation Manager to focus on activity by date.

Scratchpads - Restrictions

Scratchpads are used to view and place reservation restrictions. It is important to base decisions on sound data. Cenium RM displays the following:

- Average LOS
- Current bookings
- Events
- Registered denials/regrets
- Cancellations
- No-show probability



Cenium Revenue Management

Microsoft
GOLD CERTIFIED
Partner



Microsoft Dynamics for the Hotel Industry
One Solution, One Database, All Microsoft

Overbooking

Overbooking rules can be easily defined down to an individual day level and by the whole property, room type bucket and room type.

Rate Restrictions

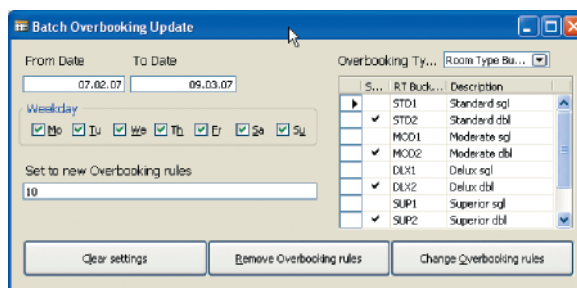
If 'yield buckets' are not being used then restrictions can be placed directly against the rates.

Forecasting

Cenium RM can use many different calculation models to produce a weighted forecast. These forecasts can be 'tweaked' to increase the weight of this year's data as opposed to previous years. All forecasts can be manually overridden.

The system calculates an occupancy trend factor. Enquiry screens are supported to compare the actual booking status against forecasted occupancy.

Cenium Revenue Management can use up many different calculation models to produce a weighted forecast



Day Zero	Week Name	Forecast	Denials	Events	Regrate	Days Out	Manual Over	Base_OCC1	Base_OCC2	Base_OCC3	Base_OCC4
27.01.07	SA	0	34	0	1	0	-11	11	12	0	0
28.01.07	SU	0	16	0	0	0	-10	11	9	0	0
29.01.07	MO	0	15	0	0	0	-9	11	0	0	0
30.01.07	TU	0	22	0	0	0	-8	17	9	0	0
31.01.07	WE	0	19	0	0	1	-7	14	9	0	0
01.02.07	TH	0	21	0	0	0	-6	16	9	0	0
02.02.07	FR	1	25	1	0	0	-5	20	10	0	0
03.02.07	SA	1	22	0	0	0	-4	17	10	0	0
04.02.07	SU	1	19	0	0	0	-3	15	8	0	0
05.02.07	MO	1	15	0	0	0	-2	11	8	0	0
06.02.07	TU	1	13	0	0	0	-1	8	9	0	0
07.02.07	WE	1	12	0	0	0	0	8	8	0	0
08.02.07	TH	1	12	0	0	0	1	7	9	0	0