



Mar 2020 Application Updates


IDEaS RevPlan – Rooms Forecasting Tool



RevPlan Pickup/Forecast Activation

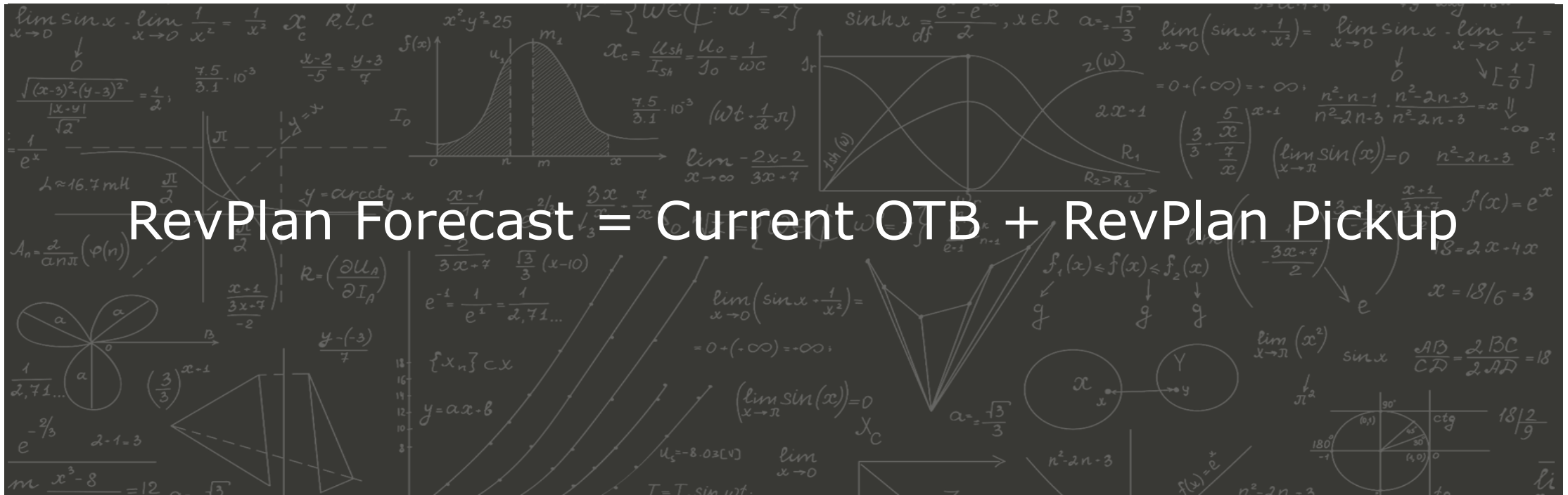
RevPlan Pickup is...

- A set of statistical calculations that use historical demand patterns to suggest a likely figure for Rm Nts and ADR 'to be booked' in the remaining lead time to arrival.

Pickup 	Total	Feb 1	Feb 2	Feb 3	Feb 4	Feb 5	Feb 6	Feb 7	Feb 8	Feb 9	Feb 10	Feb 11
		Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue
Net Available Rooms	6,902	238	238	238	238	238	238	238	238	238	238	238
Occupancy %	70.8%	77.7%	54.2%	50.4%	54.6%	54.6%	63.9%	87.0%	94.5%	39.9%	66.8%	80.3%
Flexible Rates												
Session Forecast Rm Nts	1,454	47	31	34	42	37	46	19	60	28	39	57
Session Forecast ADR	128.19	144.66	91.54	99.58	99.03	101.68	117.69	248.44	358.88	128.99	96.62	92.94
Session Forecast Rm Rev	186,383	6,799	2,838	3,386	4,159	3,762	5,414	4,720	21,533	3,612	3,768	5,298
Rm Nts OTB	897	48	19	15	19	12	22	17	60	16	18	30
ADR OTB	135.78	149.66	91.23	102.83	98.98	104.42	121.66	249.32	356.08	130.27	94.54	95.25
Rm Rev OTB	121,793	7,184	1,733	1,542	1,881	1,253	2,677	4,238	21,365	2,084	1,702	2,857
Rms Nts to Pick Up	557	-1	12	19	23	25	24	2	0	12	21	27
ADR to Achieve	115.96	384.81	92.04	97.02	99.08	100.36	114.05	240.97	---	127.29	98.41	90.38
Rm Rev to Pick Up	64,590	-385	1,105	1,843	2,279	2,509	2,737	482	168	1,528	2,067	2,440
RevPlan Pickup Rm Nts	513	9	4	8	15	14	16	10	13	7	13	18
RevPlan Pickup ADR	164.81	231.11	279.50	84.38	177.27	131.21	149.75	158.60	179.00	200.29	110.15	177.17
RevPlan Pickup Rm Rev	84,545	2,080	1,118	675	2,659	1,837	2,396	1,586	2,327	1,402	1,432	3,189

RevPlan Forecast

- When this statistical RevPlan Pickup data is added to Current OTB, we arrive at the RevPlan Forecast:



RevPlan Forecast = Current OTB + RevPlan Pickup

RevPlan Forecast – As Session Start Logic

- RevPlan Forecast can be selected:
 - as session Start Logic, when creating a new forecast session.

The screenshot displays the RevPlan Forecast interface. At the top, there is a navigation bar with tabs: Admin, Management, Rooms Forecasting, Forecast Home, Utilities, Intel, and Planning. Below the navigation bar, there is a section titled 'Add Fiscal Date Range'. Under this section, there is a 'Fiscal Year 2020' header. Below the header, there is a grid of date ranges and sessions. The 'Select Start Logic' dropdown menu is open, showing the following options: Actual STLY - 1, Calendar LY, Active Data, RMS, RevPlan Forecast (highlighted with a green border), and Budget.

Fiscal Year 2020					
Jan 1 - 31	Feb 1 - 29	Mar 1 - 31	Apr 1 - 30	May 1 - 31	Jun 1 - 30
January 2020	February 2020	March 2020	April 2020	May 2020	June 2020
		Demo Session		May 2020 Renovation	
Jul 1 - 31	Aug 1 - 31		Oct 1 - 31	Nov 1 - 30	Dec 1 - 31
July 2020	August 2020		October 2020	November 2020	December 2020

RevPlan Forecast – As Compare To Option

- RevPlan Forecast be selected:
 - as Compare To option in Consolidated View, Summary View and Segment Detail screens, in order to compare it vs. Session Forecast, Submitted Forecast, Budget, RMS Forecast, Actuals STLY etc.

Admin

Management

Rooms Forecasting

Forecast Home

Utilities

Segment: Flexible Rates

March 1-31, 2020

Session: Demo Session

Running Total | Occ: 76.7% | Rm Nts: 5,658 | ADR: 117.02 | Rm Rev: 662,102

Go To Flexible Rates

Display

Display Options

Compare To

☐ Actual STLY

☐ Actual STLY-1

☒ RevPlan Forecast

☐ RMS

☐ Active

☐ Last Submitted

☐ Budget

☐ Calendar LY

Display

☐ Difference

☐ Variance %

Metrics Filter

☒ Room Nights

☒ Avg Rate

☒ Room Revenue

Report View

☒ Stacked View

☐ Metrics View

Run

Go

		Mar 5	Mar 6	Mar 7	Mar 8	Mar 9	Mar 10	Mar 11	Mar 12	Mar 13				
		Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri				
		238	238	238	238	238	238	238	238	238				
		53.8%	58.8%	94.5%	76.5%	57.6%	70.6%	70.6%	76.9%	84.5%				
		43	30	24	27	49	48	46	51	59				
		126.51	201.32	312.61	254.10	109.51	114.31	126.11	114.97	119.35				
		5,440	6,039	7,503	6,861	5,366	5,487	5,801	5,863	7,042				
		12	12	17	17	22	19	18	13	34				
		112.87	211.59	332.29	265.28	93.49	91.54	103.69	112.33	115.09				
		1,354	2,539	5,649	4,510	2,057	1,739	1,866	1,460	3,913				
Rms Nts to Pick Up	1,005	41	46	46	38	31	18	7	10	27	29	28	38	25
ADR to Achieve	123.52	98.71	102.42	113.54	107.28	131.79	194.46	264.80	235.09	122.56	129.22	140.53	115.87	125.15
Rm Rev to Pick Up	124,139	4,047	4,711	5,223	4,077	4,086	3,500	1,854	2,351	3,309	3,747	3,935	4,403	3,129
RevPlan Pickup Rm Nts	948	18	21	30	29	33	25	30	21	23	32	33	36	31
RevPlan Pickup ADR	157.08	128.61	110.67	146.77	122.69	154.21	185.04	208.67	124.90	148.30	174.50	129.48	153.03	179.87
RevPlan Pickup Rm Rev	148,909	2,315	2,324	4,403	3,558	5,089	4,626	6,260	2,623	3,411	5,584	4,273	5,509	5,576
RevPlan Fcst - Rm Nts	1,585	46	41	42	49	45	37	47	38	45	51	51	49	65
RevPlan Fcst - ADR	144.31	101.19	104.83	142.18	114.96	143.19	193.65	253.38	187.71	121.51	143.59	120.38	142.23	145.98
RevPlan Fcst - Rm Rev	228,725	4,655	4,298	5,972	5,633	6,443	7,165	11,909	7,133	5,468	7,323	6,139	6,969	9,489

RevPlan Forecast – As Session Override Option

- RevPlan Forecast can be used:
 - As an Override Data Type option in Auto Adjust → Session Override, if you would like to use RevPlan Forecast as the Session Forecast:


Auto Adjust Session: Demo Session

Auto Adjust Forecast ☒ Session Override ☐ % Change/ Goal ☐ Oversell Control

Override Data T... RevPlan Forecast

Metrics To Apply ☒ Rm Nts ☒ ADR ☐ Rm Rev

Filters

Stay Date Range  Mar 01, 2020 - Mar 31, 2020

Segment Category Transient

Sub-Totals Select

Market Segments All Market Segments

Days of Week All Days Of Week

Occupancy Range 0 100

Preview Apply

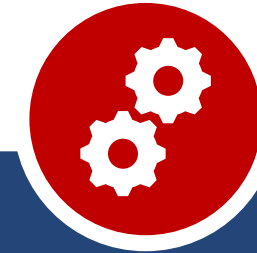
	Before	After	% Change
Occ %	76.7%	77.8%	1.1%
Rm Nts	5658	5742	1.5%
ADR	117.02	127.85	9.3%
Rm Rev	662102	734099	10.9%

RevPlan Pickup / Forecast – Rules of Engagement

- The accuracy of RevPlan Pickup/Forecast highly depends on:



**FORECAST METHOD
SELECTION
PER SEGMENT**



**FORECAST METHOD
SETTINGS**





Forecast Method Selection – Transient Segments

RevPlan → Admin → Setup → Rooms → Segment Setup

Segment Setup – Forecast Method Selection

- Forecast Method determines the forecast logic to calculate the RevPlan Pickup by day, based on historical same DOW data for each segment.
- The appropriate Forecast Method for each market segment must be configured in the Segment Setup screen.

Hotel



007 Hospitality Market Segmentation			Segment Code	PMS Description	TX Code Unit	TX Code Rev	Forecast Method	Show	Combine Into
Categories	Sub-Totals	Segments					Select Forecast Method	<input checked="" type="checkbox"/>	
Transient	Retail	Retail	BAR	Flexible Rate			Res: Segment Weighting	<input checked="" type="checkbox"/>	
		Rack Rate					Select Forecast Method		
		Expedia Retail					Res: Segment Weighting		
		Other OTA Retail					Res: Segment Pickup		
		Booking.com Retail					Res: Time Series		
	AP	Advance Purchase					Res: Air Crew		
		AP Booking.com					Res: Permanent		
							Res: Day Use		

Select Forecast Method

Res: Segment Weighting

Res: Segment Pickup

Res: Time Series

Res: Air Crew

Res: Permanent

Res: Day Use

Block: Materialization

Block: Air Crew

Block: Allotment

Rooms Only

Revenue Only

Other

Segment Setup – Forecast Method Selection

- For Transient the following options are available:

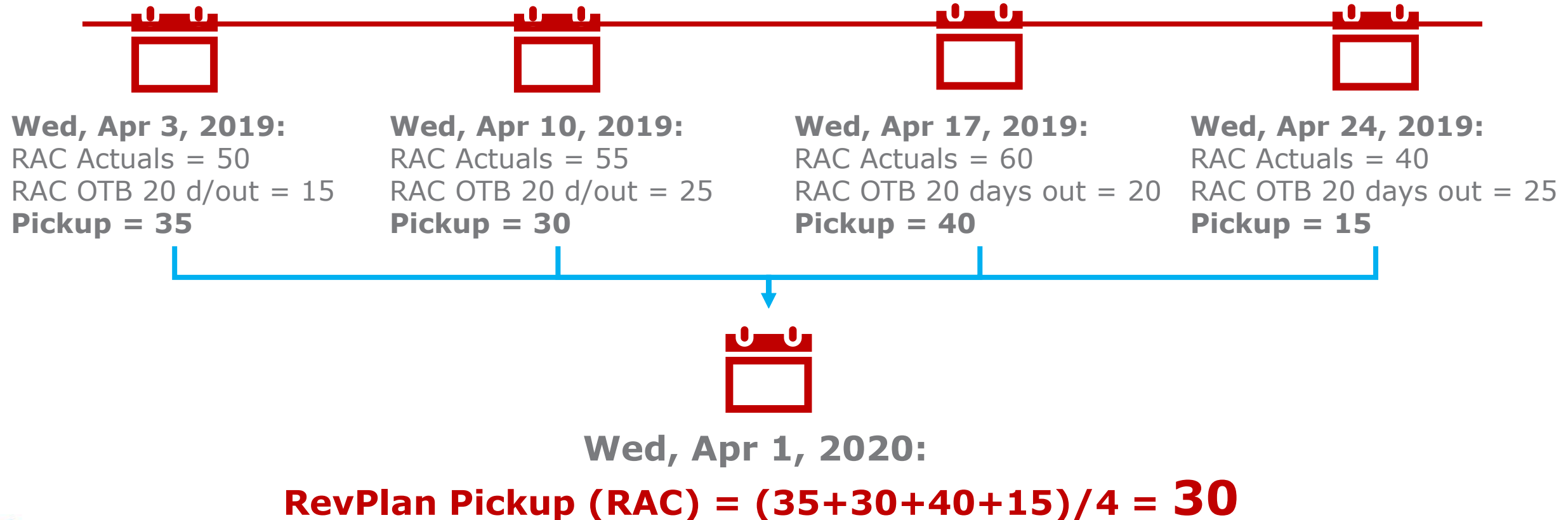
Radisson Hotel Group - EMEA Market Segmentation			Segment Code +	PMS Description	TX Code Unit	TX Code Rev	Forecast Method
Categories	Sub-Totals	Segments					
Transient		Flexible	RAC	Flexible Rates			Select Forecast Method ▼
		Prepaid	TOF	Prepaid Rates			Res: Time Series ▼
		Tactical & other Disco...	QOF	Tactical & Other Disco			Select Forecast Method
			BAO	Bundle and Opaque			Res: Segment Weighting Res: Segment Pickup Res: Time Series Res: Air Crew

- For Group / Other segments forecast methods are pre-defined:

Business Grps Room ...	BGO	Business Group Roo...			Block: Materialization	<input checked="" type="checkbox"/>	
Leisure Groups	LGR	Leisure Groups			Block: Materialization	<input checked="" type="checkbox"/>	
	LGS	Leisure Groups SMERF			Block: Materialization	<input type="checkbox"/>	Leisure Groups
Business Grps w/ M&E	BGR	Business Grps w/M&E			Block: Materialization	<input checked="" type="checkbox"/>	
Crew & Layover	CRW	Crew & Layover			Block: Air Crew	<input checked="" type="checkbox"/>	
	LYO	Layover			Block: Air Crew	<input type="checkbox"/>	Crew & Layover
Other - Revenue Only	OTH	Other - Revenue Only			Revenue Only	<input checked="" type="checkbox"/>	
	HA	HA			Revenue Only	<input type="checkbox"/>	Other - Revenue Only
Other - Room Only	NRG	Other - Room Only			Rooms Only	<input checked="" type="checkbox"/>	

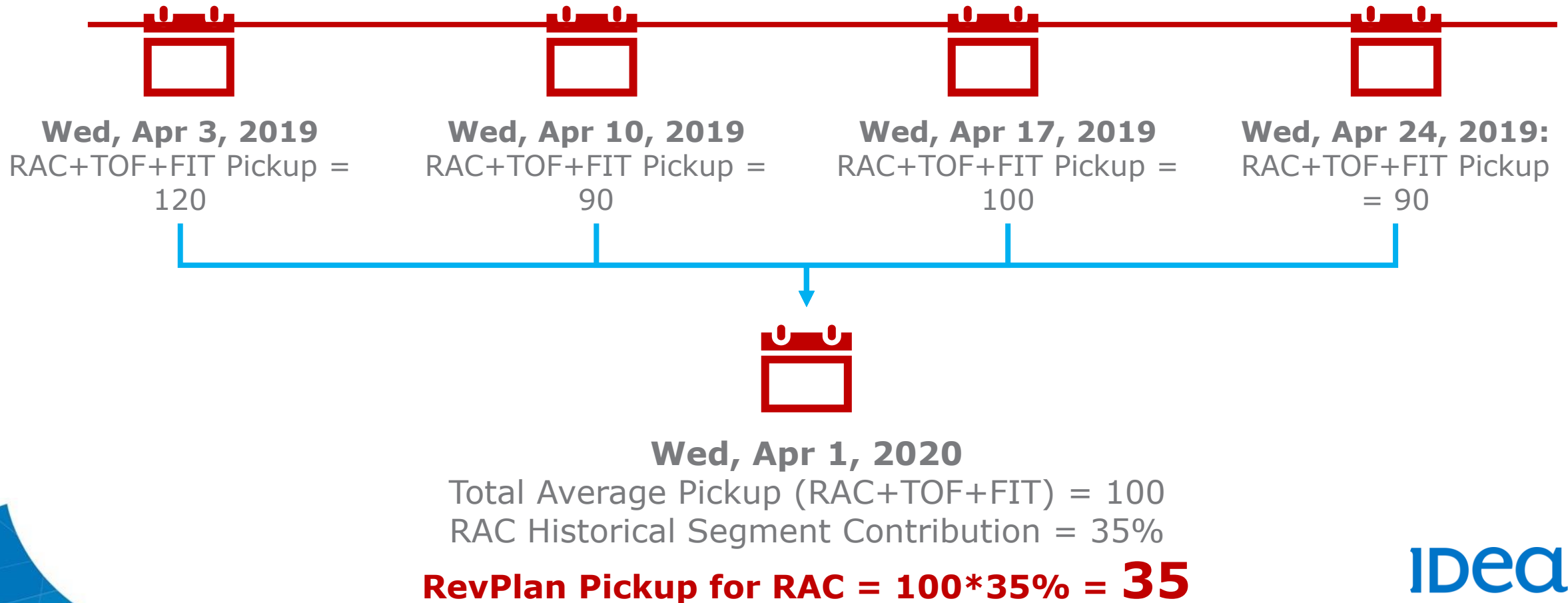
Forecast Method – Segment Pickup

Today is Mar 12, 2020. We forecast RevPlan Pickup for Wed, Apr 1, 2020 (i.e. 20 days out) for RAC/Flexible Rates using Historical Date Range = STLY.



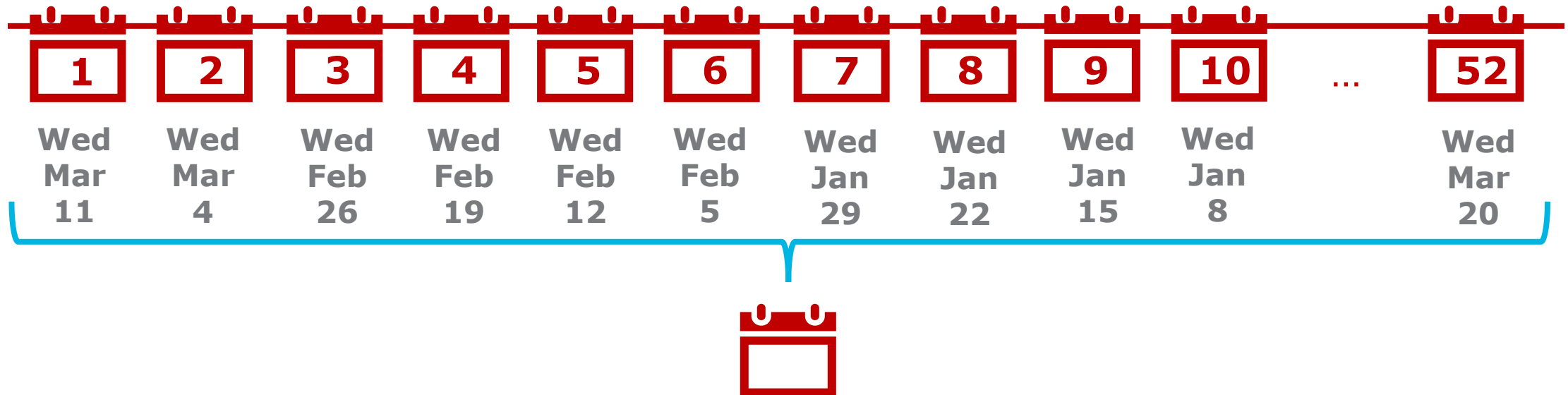
Forecast Method – Segment Weighting

Today is Mar 12, 2020. We forecast RevPlan Pickup for Wed, Apr 1, 2020 (i.e. 20 days out) for RAC/Flexible Rates using Historical Date Range = STLY. Segment Weighting is assigned to RAC, TOF and FIT segments.



Forecast Method – Time Series

Today is Mar 12, 2020. We forecast RevPlan Pickup for Wed, Apr 1, 2020 (i.e. 20 days out) for RAC/Flexible Rates using Historical Date Range = 52 rolling weeks.



Wed, Apr 1, 2020

1. Prioritize historical days with most accurate forecast for past Wednesdays
2. Total Average Pickup = 110
3. RAC Historical Segment Contribution = 33% (similar to Segment Weighting)

RevPlan Pickup for RAC = $110 * 33\% = 36$

Forecast Method – Business Question



Pedro: I understand the concept of Segment Pickup, Segment Weighting and Times Series forecast methods. Is there a recommended best practice what forecast method/logic to use for which segment?

- Each hotel is unique with its business mix, booking lead times, inventory mix, marketplace conditions etc. etc. Therefore #1 recommendation is to test and try what works best for your specific case. That said, here are a couple of learnings from our experience:

Res: Segment Pickup

- 'Transient' hotels: applies to all transient segments with stable YOY performance
- 'Group' hotels: most suitable for transient segments with relatively moderate production

Res: Segment Weighting

- Delivers more accurate Pickup prediction in volume producing segments

Res: Time Series

- Proves most suitable for segments significantly impacted by recent market trends or changes in strategy.
- New opening hotels, where the STLY data is not available.

Segment Setup - Forecast Method in Combined Segments

- **Forecast Method in combined market segments/codes must always follow the Forecast Method of the market segment/code that they are combined into.**
- In this example, BAO, XXX and RER segment codes are combined into QOF. As QOF is assigned Forecast Method = Res: Time Series, BAO, XXX and RER must also be assigned Res: Time Series forecast method.

Segmentation	Segment Code	PMS Description	TX Code Unit	TX Code Rev	Forecast Method	Show	Combine Into
Segments							
Tactical & other Disco...	QOF	Tactical & Other Disc...			Res: Time Series	<input checked="" type="checkbox"/>	
	BAO	Bundle and Opaque			Res: Time Series	<input type="checkbox"/>	Tactical & Other Disco...
	XXX	Default			Res: Time Series	<input type="checkbox"/>	Tactical & Other Disco...
	RER	Redemption & Bundle			Res: Time Series	<input type="checkbox"/>	Tactical & Other Disco...
TO / Wholesalers FIT	FIT	TO / Wholesalers FIT			Res: Segment Weighting	<input checked="" type="checkbox"/>	
Corporate	BIQ	Corporate			Res: Time Series	<input checked="" type="checkbox"/>	
	BIT	Business Individual N...			Res: Time Series	<input type="checkbox"/>	Corporate
	CBI	Committed Business			Res: Time Series	<input type="checkbox"/>	Corporate

Updating Forecast Method Selection

- Consider testing and trying different forecast methods for transient market segments until you are comfortable with the RevPlan Pickup/Forecast outputs.
- When you update a forecast method (for example, for Corporate segment you change a forecast method from Segment Pickup to Time Series) and save, your update will be implemented and the RevPlan Pickup re-calculated **with the data refresh next morning**.
- If you need to trigger the RevPlan Pickup re-calculation immediately, consider apply and saving a minor update to the Forecast Method Settings in Rooms Forecasting Tool → Utilities for that Forecast Method, then changing the Forecast Method Settings back to the original and saving again. It will take up to 10 minutes to process your changes.




Forecast Method Settings – Transient Segments


RevPlan → Planning → Forecasting Tools → Rooms Forecasting
→ Utilities → Forecast Method Settings

Forecast Method Settings - Transient

- The Forecast Method Settings utility allows you define what **historical data** to use for each Forecast Method, when calculating the RevPlan Pickup and what **filters to apply** in order to remove the outliers.
 - You may change these settings at any time and update the Pickup calculation.
1. Go to Rooms Forecasting → Utilities → Forecast Method Settings to define the Forecast Method Settings for each year.

 **Admin** **Management** Rooms Forecasting ▶ Forecast Home Utilities

Available Rooms Forecast Method Settings

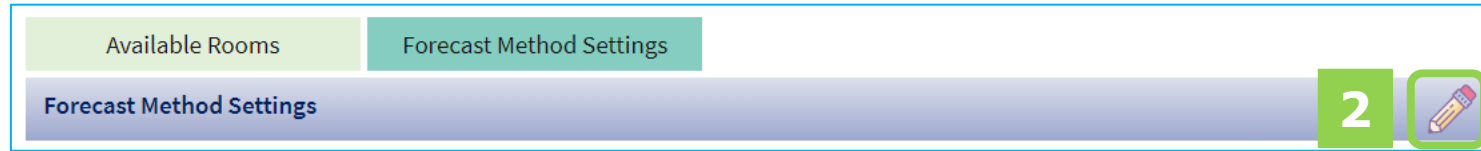
Forecast Method Settings 

1 Fiscal Range 2020 ▼

Forecast Method	Historical Date Range		
PMS - Res Transient / Other		OCC Range + / -	Group Mix % Limit
Segment Pickup	STLY	15%	50
Segment Weighting	STLY	15%	50
Time Series	Rolling 12 weeks	15%	50

Forecast Method Settings - Transient

- Click Edit icon to open the screen in modify mode.



- Select the Historical Date Range to be used for Pickup calculation. Multiple STLY options can be selected, e.g. STLY, STLY-1, STLY-2.

Fiscal Range	2020							
Forecast Method	Historical Date Range							
PMS - Res Transient / Other					OCC Range + / -		Group Mix % Limit	
Segment Pickup	<input checked="" type="radio"/> Historical Range	STLY	<input checked="" type="radio"/> Last	0	Weeks Rolling	15	%	50
Segment Weighting	<input checked="" type="radio"/> Historical Range	3 STLY Range Selected	<input checked="" type="radio"/> Last	0	Weeks Rolling	15	%	50
Time Series		STLY	<input checked="" type="radio"/> Last	12	Weeks Rolling	15	%	50

3



When selecting Historical Range, always be mindful of how much history you have in the RevPlan database (new installations typically have up to 2 years of history).

Forecast Method Settings - Transient

4. Alternatively, you can select the most recent history (up to 52 past weeks) to be used for Pickup calculation. In below example, the system will be using last 12 rolling weeks of history and this selection is constantly updating as time goes by (hence the term 'rolling').

Forecast Method Settings									
Fiscal Range		2020							
Forecast Method	Historical Date Range								
PMS - Res Transient / Other	4					OCC Range + / -		Group Mix % Limit	
Segment Pickup	<input checked="" type="radio"/>	Historical Range	STLY	<input checked="" type="radio"/>	Last 12 Weeks Rolling	15	%	50	
Segment Weighting	<input checked="" type="radio"/>	Historical Range	STLY	<input type="radio"/>	Last 0 Weeks Rolling	15	%	50	
Time Series	<input type="radio"/>			<input type="radio"/>	Last 12 Weeks Rolling	15	%	50	

Forecast Method Settings

- 5. Occupancy Range +/-:** allows you remove the days with extreme high/low occupancies (outliers) from historical date selection. In this example, if any STLY days actualized with occupancy % outside of 15% from the median*, those days will be excluded from historical selection.
- 6. Group Mix % Limit:** allows you filter out days based on the amount of Group business on a given day. In this example, any STLY days where Group was >50% of the business mix will be excluded from historical data set.

Fiscal Range	2020									
Forecast Method	Historical Date Range									
PMS - Res Transient / Other										
Segment Pickup	<input checked="" type="radio"/> Historical Range	STLY	<input type="radio"/> Last	0	Weeks Rolling	5	<input type="text" value="15"/>	%	6	<input type="text" value="50"/>
Segment Weighting	<input checked="" type="radio"/> Historical Range	STLY	<input type="radio"/> Last	0	Weeks Rolling		<input type="text" value="15"/>	%		<input type="text" value="50"/>
Time Series			<input checked="" type="radio"/> Last	12	Weeks Rolling		<input type="text" value="15"/>	%		<input type="text" value="50"/>

* **Median** is the value separating the higher half from the lower half of a data sample, i.e. it may be thought of as the "middle" value.



100% 85% **90%** 95% 80%

Forecast Method Settings

- Once all settings are defined for each Forecast Method, click Save to store your changes.

Forecast Method Settings

7



Fiscal Range	<div>2020</div>									
Forecast Method	Historical Date Range									
PMS - Res Transient / Other							OCC Range + / -		Group Mix % Limit	
Segment Pickup	<div><div></div></div>	Historical Range	<div>STLY</div>	<div><div></div></div>	Last	<div>12</div>	Weeks Rolling	<div>15</div>	%	<div>50</div>
Segment Weighting	<div><div></div></div>	Historical Range	<div>STLY</div>	<div><div></div></div>	Last	<div>0</div>	Weeks Rolling	<div>15</div>	%	<div>50</div>
Time Series				<div><div></div></div>	Last	<div>12</div>	Weeks Rolling	<div>15</div>	%	<div>50</div>



Forecast Method Settings – Group Segments


RevPlan → Planning → Forecasting Tools → Rooms Forecasting
→ Utilities → Forecast Method Settings

Forecast Method Settings – Group / S&C Block

- Forecast Method Settings for Group segments (Block: Materialization) allows users define critical parameters that help the system calculate statistical Group Pickup.
 - You may change these settings at any time and update the Pickup calculation.
1. Similar to Transient, the Group Forecast Method Settings must be defined to for each year:

Available Rooms

Forecast Method Settings

Forecast Method Settings 

Fiscal Range

1

2020

Forecast Method	Historical Date Range		
PMS - Res Transient / Other		OCC Range + / -	Group Mix % Limit
Segment Pickup	STLY	15%	50
Segment Weighting	STLY	15%	50
Time Series	Rolling 52 weeks	15%	50

S&C - Block

Min Group Size

Group Ceiling %

Materialization / Group	Rolling 26 weeks	Weekday 10	25.9
		Weekend 10	21.3

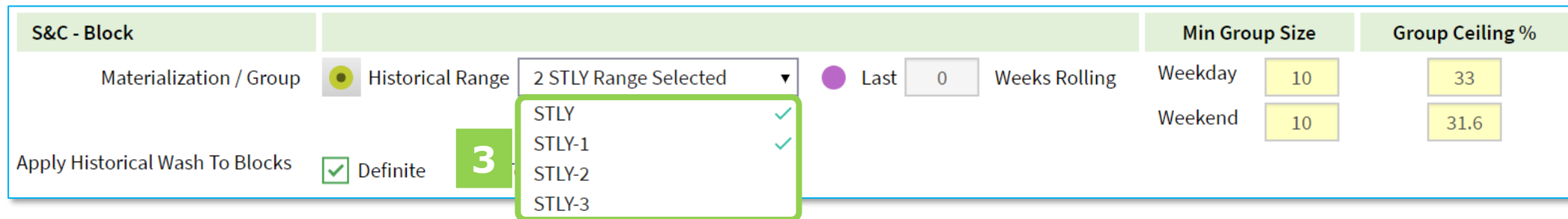
Apply Historical Wash To Blocks ☒ Definite ☒ Tentative

Forecast Method Settings – Group

2. Click Edit icon to open the screen in modify mode.



3. Select the Historical Date Range to be used for Pickup calculation. Multiple STLY options can be selected, e.g. STLY, STLY-1, STLY-2.



S&C - Block		Min Group Size	Group Ceiling %
Materialization / Group	<input checked="" type="radio"/> Historical Range	Weekday 10	33
		Weekend 10	31.6
Apply Historical Wash To Blocks	<input checked="" type="checkbox"/> Definite		



When selecting Historical Range, always be mindful of how much pace history you have in the RevPlan database. At new hotels, collection of group pace history typically starts with the activation of the data imports from PMS/S&C into RevPlan. It might take a while before you can use STLY pace history as a reference.

Forecast Method Settings – Group

4. Alternatively, you can select the most recent history (currently up to 156 past weeks) to be used for group Pickup calculation. In below example, the system will be using last 52 rolling weeks of history and this selection is constantly updating as time goes by (hence the term 'rolling').

4

S&C - Block				Min Group Size		Group Ceiling %		
Materialization / Group	<div><div></div> Historical Range</div>	STLY	<div><div></div> Last</div>	52	Weeks Rolling	Weekday	10	29.5
						Weekend	10	26.3
Apply Historical Wash To Blocks <input checked="" type="checkbox"/> Definite <input checked="" type="checkbox"/> Tentative								



Consider using the 'Last XX Weeks Rolling' option if the group market conditions and/or your group penetration strategy has changed significantly YOY. I.e. the system will be using the most recent history to predict group pickup instead of using STLY.

Forecast Method Settings - Group

5. Apply Historical Wash to Blocks: allows you apply automated wash by group status, which plays a critical role in the group pickup prediction by calculating more accurately how much inventory is still available to accommodate additional group pickup.

In this example, the hotel decided to apply automated wash to Tentative blocks only and not wash Definite blocks.

S&C - Block					Min Group Size	Group Ceiling %
Materialization / Group	<input checked="" type="radio"/> Historical Range	STLY	<input checked="" type="radio"/> Last	52	Weeks Rolling	
					Weekday	10
					Weekend	10
Apply Historical Wash To Blocks	<input type="checkbox"/> Definite	<input checked="" type="checkbox"/> Tentative	5			



This setting is used only in the background calculation and does NOT impact your group wash overrides implemented in the system manually or via AutoAdjust.

Forecast Method Settings - Group

6. Min Group Size: allows you indicate the smallest group volume (Rm Nts per day across all group segments) that you will be willing to accept on weekdays and weekends.

In this example, you will never see forecasted group pickup figure (for all group segments combined) lower than 10 Rm Nts per day.

S&C - Block				Min Group Size		Group Ceiling %		
Materialization / Group	<div><div></div> Historical Range</div>	<div>STLY</div>	<div>Last</div>	<div>52</div>	Weeks Rolling	Weekday	<div>10</div>	<div>29.5</div>
						Weekend	<div>10</div>	<div>26.3</div>
Apply Historical Wash To Blocks				<div><input type="checkbox"/> Definite</div>	<div><input checked="" type="checkbox"/> Tentative</div>			

Forecast Method Settings - Group

- 7. Group Ceiling %** is the maximum % of group rooms (out of total net available rooms) that hotel will allow to be booked on each weekday & weekend.
- Consider this as a control feature that limits the number of group rooms predicted by the system to pick up.
- Group Ceiling % is statistically calculated based on the group Actuals across all segments in the historical date range selected by the user. These values can be overridden by the user at any time.

S&C - Block					Min Group Size		Group Ceiling %	
Materialization / Group	<input checked="" type="radio"/> Historical Range	STLY	<input checked="" type="radio"/> Last	52	Weeks Rolling	Weekday	10	29.5
						Weekend	10	26.3
Apply Historical Wash To Blocks <input type="checkbox"/> Definite <input checked="" type="checkbox"/> Tentative								

- E.g. in this 200-room hotel the recent historical group production was in average 59 Rm Nts per weekday ($29.5\% * 200 = 59$). If on a future weekday this hotel already has 30 Rm Nts OTB, the maximum pickup that will be predicted by the system is $59 - 30 = 29$ Rm Nts.

Forecast Method Settings - Group



- Once all Group forecast method settings are defined, click Save to store your changes.

Available Rooms

Forecast Method Settings

Forecast Method Settings

7



Fiscal Range

2020

Forecast Method	Historical Date Range						
PMS - Res Transient / Other				OCC Range + / -		Group Mix % Limit	
Segment Pickup	<input checked="" type="radio"/> Historical Range	STLY	<input type="radio"/> Last	0	Weeks Rolling	15	%
Segment Weighting	<input checked="" type="radio"/> Historical Range	STLY	<input type="radio"/> Last	0	Weeks Rolling	15	%
Time Series			<input checked="" type="radio"/> Last	52	Weeks Rolling	15	%
S&C - Block				Min Group Size		Group Ceiling %	
Materialization / Group	<input checked="" type="radio"/> Historical Range	STLY	<input type="radio"/> Last	26	Weeks Rolling	Weekday	10
						Weekend	10
							25.9
							21.3

Apply Historical Wash To Blocks ☒ Definite ☒ Tentative



Forecast Method – Group Segments

RevPlan → Admin → Setup → Rooms → Segment Setup

Forecast Method – Group (Block: Materialization) Explained

Today is Mar 12, 2020. We forecast RevPlan Pickup for Apr 2020 for Business Meetings segment. Historical Data Range = STLY.

Step 1: Apply automated Group OTB Wash by group status included in the forecast.

For example, there was a total of 1000 Rm Nts in Definite blocks in April 2019 as of the same day LY. Those blocks actualized with 950 Rm Nts. Historical Wash = 5%

NB!: this doesn't impact your group forecast overrides (wash) implemented in the system.

Step 2: Calculate the average Group Pickup in the selected Historical Date Range on weekdays and weekends in the remaining lead time prior to arrival.

For example, STLY a hotel picked up additional 440 Rm Nts for weekdays and 240 Rm Nts for weekends across all market segments within the same remaining lead time.

Forecast Method – Group (Block: Materialization) Explained

Step 3: Allocate total forecasted pickup as a daily average to all weekdays and weekends in April considering the following filters:

- Min Group Size setting, i.e. the predicted daily pickup across all group segments cannot be less than Min Group Size.
- Group Ceiling %, i.e. if on April 1, 2020 the sum of current Group OTB + remaining group pickup happens to be greater than Group Ceiling %, the system will allocate only a part of group pickup that 'fits' into the Group Ceiling.

Step 4: Distribute Total Group Pickup to market segments using historical group segment contribution on weekdays and weekends.

For example, Business Meetings segment is responsible for 50% of group business on weekdays, so the daily forecasted pickup in BGO segment will be calculated as follows
$$= 440 \text{ Rm Nts} / 22 \text{ weekdays in April 2020} = 20 \text{ Rm Nts} * 50\% = 10 \text{ Rm Nts per each weekday.}$$

Forecast Method Settings – Other Revenue / Room Only Segments

RevPlan → Planning → Forecasting Tools → Rooms Forecasting
→ Utilities → Forecast Method Settings

Forecast Method Settings – Other Revenue/Room Only

- RevPlan Pickup/Forecast for Other Room Only segments (Complimentary, House Use) always follows Segment Pickup logic (see earlier explanation for Transient).
- RevPlan Pickup/Forecast for Other Revenue Only segments (No Show, Early Arrival, Late Check Out, Service Charge etc.) always follows Time Series logic.
- In both cases you only need to decide what history you would like to use to drive this prediction.

Fiscal Range	2020									
Forecast Method	Historical Date Range									
PMS - Res Transient / Other										
Segment Pickup	<input checked="" type="radio"/>	Historical Range	STLY	<input type="radio"/>	Last	0	Weeks Rolling	15	%	50
Segment Weighting	<input checked="" type="radio"/>	Historical Range	STLY	<input type="radio"/>	Last	0	Weeks Rolling	15	%	50
Time Series	<input type="radio"/>			<input checked="" type="radio"/>	Last	52	Weeks Rolling	15	%	50
S&C - Block										
Materialization / Group	<input checked="" type="radio"/>	Historical Range	STLY	<input checked="" type="radio"/>	Last	26	Weeks Rolling	Weekday	10	25.9
								Weekend	10	21.3
Apply Historical Wash To Blocks	<input checked="" type="checkbox"/>	Definite	<input checked="" type="checkbox"/>	Tentative						
Rooms & Rev Only										
Rooms Only	<input checked="" type="radio"/>	Historical Range	STLY	<input type="radio"/>	Last	0	Weeks Rolling			
Revenue Only	<input type="radio"/>			<input checked="" type="radio"/>	Last	12	Weeks Rolling			

Forecast Method – Air Crew/Layover

RevPlan → Admin → Setup → Rooms → Segment Setup

Forecast Method – Air Crew/Layover

- If **Block: Air Crew** forecast method is selected for Air Crew/Layover segments, **NO pickup** will be calculated. I.e. Air Crew/Layover forecast will be based on Air Crew OTB, which is common for Air Crew segment.
- If **Res: Air Crew** forecast method is selected, the RevPlan Pickup/Forecast for Air Crew / Layover will follow the Segment Pickup logic and settings (i.e. similar to Transient explained earlier).
- If **Block: Materialization** forecast method is selected for Air Crew / Layover segment, Air Crew / Layover pickup will be calculated the same way as for the Group segments (in case of RHG segmentation this might be a useful option to predict the Layover production that is combined with Air Crew).




As pace/production history is not used to support Air Crew forecasting, there is no section in Forecast Method Settings dedicated to Block: Air Crew and Res: Air Crew forecast methods.

Updating Forecast Method Settings

RevPlan → Planning → Forecasting Tools → Rooms Forecasting →
Utilities → Forecast Method Settings


Updating Forecast Method Settings

- You may change the Forecast Method Settings at any time. Upon saving your changes, the system recalculates the RevPlan Pickup/Forecast projections. It may take up to 10 minutes to process the recalculation. During this time the RevPlan Forecast in all forecasting screens will be displayed at 0:

	Session Forecast			Compare To RevPlan Forecast			Difference To RevPlan Forecast		
Net Avail Rms / Occ %	8,430	50.6 %		8,430			0	50.6 %	
Paid Occ % / Paid ADR		50.6 %	152.64		0.0 %			50.6 %	152.64
	Rm Nts	ADR	Rm Rev	Rm Nts	ADR	Rm Rev	Rm Nts	ADR	Rm Rev
▶ TOTAL	4,262	152.64	650,567				4,262	152.64	650,567
Total Transient	2,963	153.76	455,605	0		0	2,963	153.76	455,605
Total Flexible Rates	776	186.69	144,872	0		0	776	186.69	144,872
Total Prepaid Rates	808	155.94	125,997	0		0	808	155.94	125,997
Total Tactical Offer	758	131.95	100,018	0		0	758	131.95	100,018
Total FIT Rates	187	116.58	21,801	0		0	187	116.58	21,801
Total Business Individual	434	144.97	62,918	0		0	434	144.97	62,918
Total Group	1,299	149.85	194,658	0		0	1,299	149.85	194,658
Total Group Room Only	254	293.13	74,455	0		0	254	293.13	74,455
Total Leisure Group	271	109.01	29,541	0		0	271	109.01	29,541
Total Group Residential	317	255.78	81,082	0		0	317	255.78	81,082
Total Crew & Layover	457	20.96	9,580	0		0	457	20.96	9,580
Total Other	0		304	0		0	0		304
Total Other Revenue	0		304	0		0	0		304

Updating Forecast Method Settings

- Once the reprocessing is complete, the new RevPlan Pickup/Forecast is displayed in all forecasting screens again as normal and you can apply it to the Session Forecast via Auto Adjust or select RevPlan Forecast as Start Logic when creating a new forecast session.

	Session Forecast			Compare To RevPlan Forecast			Difference To RevPlan Forecast		
Net Avail Rms / Occ %	8,430	50.6 %		8,430	57.8 %		0	-7.2 %	
Paid Occ % / Paid ADR		50.6 %	152.64		57.2 %	177.41		-6.6 %	-24.77
	Rm Nts	ADR	Rm Rev	Rm Nts	ADR	Rm Rev	Rm Nts	ADR	Rm Rev
▶ TOTAL	4,262	152.64	650,567	4,871	175.55	855,124	-609	-22.91	-204,557
Total Transient	2,963	153.76	455,605	3,388	181.87	616,185	-425	-28.11	-160,579
Total Flexible Rates	776	186.69	144,872	1,028	229.63	236,057	-252	-42.94	-91,185
Total Prepaid Rates	808	155.94	125,997	974	197.06	191,933	-166	-41.12	-65,936
Total Tactical Offer	758	131.95	100,018	593	136.96	81,216	165	-5.01	18,802
Total FIT Rates	187	116.58	21,801	107	98.39	10,528	80	18.19	11,273
Total Business Individual	434	144.97	62,918	686	140.60	96,451	-252	4.37	-33,533
Total Group	1,299	149.85	194,658	1,432	166.86	238,940	-133	-17.01	-44,281
Total Group Room Only	254	293.13	74,455	236	332.21	78,401	18	-39.08	-3,946
Total Leisure Group	271	109.01	29,541	26	147.42	3,833	245	-38.41	25,708
Total Group Residential	317	255.78	81,082	750	202.37	151,781	-433	53.41	-70,699
Total Crew & Layover	457	20.96	9,580	420	11.73	4,925	37	9.23	4,655
Total Other	0		304	51	0.00	0	-51	0.00	304
Total Other Revenue	0		304	51	0.00	0	-51	0.00	304



Follow Up & Actions

Follow Up & Actions

Test the RevPlan Pickup/Forecast for Transient, Group, Air Crew and Other segments in your forecasting process as follows:

1. Review/Update the forecast methods for Transient segments in Segment Setup.
2. Configure the forecast method settings in Utilities for Transient, Group & Other.
3. Create a new test session and validate the RevPlan Pickup/Forecast:
 - Do you agree in general with the Total forecast for Transient, Group and Other in Consolidated View?
 - Do you agree with the RevPlan forecast by day in your key producing segments in Segment Detail View?
4. If the RevPlan Pickup/Forecast projections do not quite match your expectations in specific segments / months, consider changing the Forecast Method for that Transient segment and/or use different history / outlier filters in the Forecast Method Settings.

Thank You

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