Total Revenue Forecasting:

IDeaS RevPlan™

BEYOND ROOMS FORECASTING: THE FINAL FRONTIER

Due to the complexity and amount of data generated, forecasting for non-rooms revenue lacks the same level of sophistication as rooms. This leads to imprecise planning and inefficient labor guidance leaving profits on the table.

The process is manual, spreadsheet-based, headache-inducing and takes far too long. It requires hoteliers to spend several hours each week or month doing mundane tasks like collecting and preparing data across multiple spreadsheets, oftentimes leading to inaccurate, imprecise projections which contribute to poor planning and inefficient staffing.

Key Benefits

- ▶ Increase profitability from all revenue streams with more precise operational planning and forecasting

- ▶ Streamline management of the budget and financial forecast process

- ▶ Adapt to market changes with agile, continual forecasting

- ▶ Boost operational efficiencies with automated data collection and intelligence

STOP GUESSTIMATING

IDeaS RevPlan incorporates all the essential data elements necessary to complete a data-driven forecast or budget for all revenue streams. It empowers revenue and financial leaders to drive greater profitability by delivering precise total revenue forecasting and budgeting that enable agile financial decision-making for greater productivity,

staffing efficiency and profit performance. RevPlan does this by exposing revenue and operational opportunities through the consolidation of all hotel revenue streams, including rooms, food & beverage (F&B) and other income.

RevPlan integrates with key property systems allowing revenue managers to easily build a forecast in minutes and then re-forecast on the fly to swiftly adapt to market changes. Using financially audited data, the tool produces forecasts and budgets which are in accordance with USALI financial reporting standards. When building a forecast or budget, users can select from multiple options for their starting logic to build their baseline.

Users can build and view forecasts in multiple dimensions. The high-level forecast allows a user to view, edit and compare by segment and can be run for a single month or the entire fiscal period. Getting more granular, users can forecast by day and by market segment.
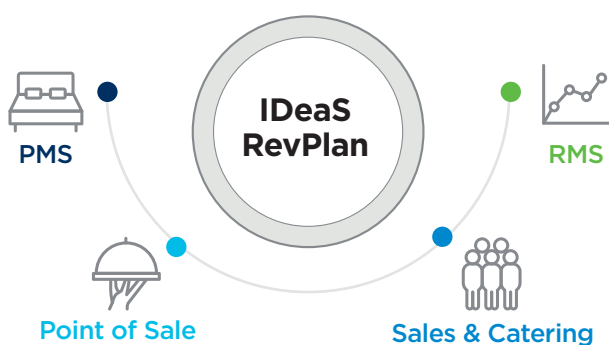
RevPlan builds a total revenue forecast using robust data from key hotel systems

PROJECT GUEST MIX

Guest forecasting within RevPlan provides a highly detailed and automated forecast of in-house guest count and adult/child mix. It supports hotel operations where it is essential to have accurate guest volume. This data can then be leveraged by other departments for operational and strategic planning.

BETTER MANAGE GROUP BUSINESS

Group forecasting within RevPlan supports the essential need for regular re-forecasting of the group pipeline and accurate prediction of group materialisation. This business practice helps hotel teams accurately forecast and optimise their demand depending on the amount of inventory still available to sell after considering all group commitments on-the books. Group data down to the block level is gathered from the Sales & Catering (S&C) system providing forecasting and visibility into group business.

CONFIDENTLY FORECAST TOTAL REVENUE

RevPlan addresses the challenges hoteliers face when it comes to building forecasts and budgets for F&B outlets. Like with rooms, forecasts and budgets are available in multiple dimensions by day, month, segment or by F&B outlet.

RevPlan eliminates the need for static spreadsheets that don't truly represent the current state of a hotel's F&B business. Using financially audited data from the PMS, Point of Sales and S&C systems, RevPlan delivers operational forecasts, dynamic projections of covers, guests, non-residents and revenue for all outlets at a property including:

▶ Banquets & Catering
▶ Restaurant
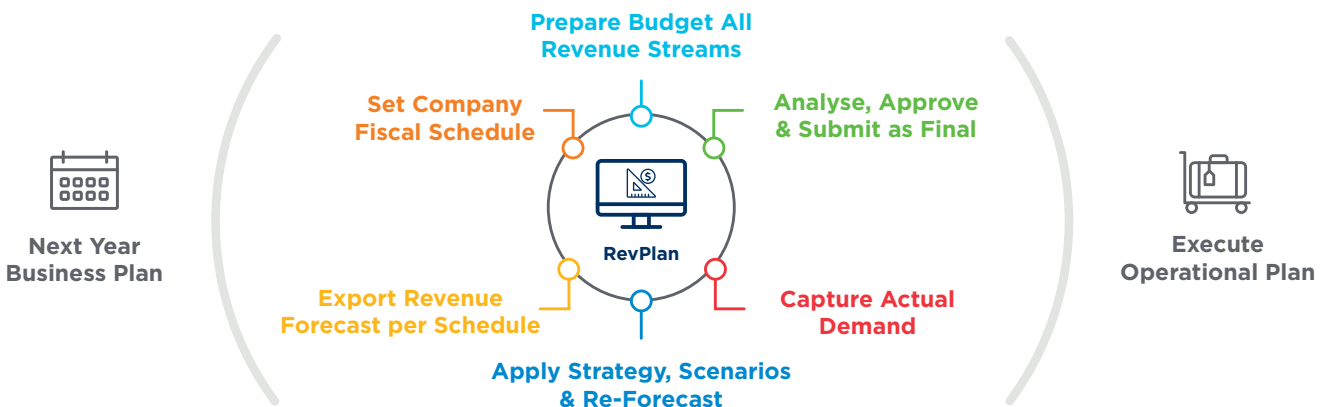▶ Lounge & Bar
▶ Room Service
▶ Mini-Bar
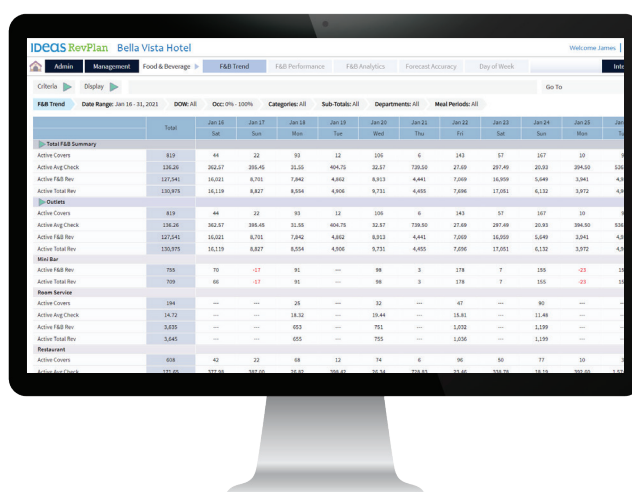
Quickly build an accurate forecast for all revenue streams

RevPlan can forecast any revenue stream that is included in the PMS or S&C system, creating a total revenue forecast. Other income departments like parking, laundry, telephone, business center, spa or golf are integrated into RevPlan providing real-time forecasts by Revenue Group in daily and monthly views. These modules continually talk to each other to complete the total revenue forecast which is submitted automatically to the financial system.

Tools like Auto Adjust help users quickly re-forecast the overall forecast or portions of segments or date ranges based on desired end goals

Next Year Business Plan

Prepare Budget All Revenue Streams

Set Company Fiscal Schedule

Analyse, Approve & Submit as Final

RevPlan

Export Revenue Forecast per Schedule

Capture Actual Demand

Apply Strategy, Scenarios & Re-Forecast

Execute Operational Plan

RevPlan is the one stop shop for the fiscal reporting process

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