



IDEaS RevPlanTM

A revolutionary **total revenue forecasting and budgeting tool** that will transform how your hotel forecasts and plans rooms, food & beverage and other lines of business to drive greater profitability.

TOTAL REVENUE FORECASTING & INTELLIGENCE

How many revenue streams flow across your hotel's portfolio? From food & beverage to retail, meetings & events, and even parking—your hotel's income isn't only about guest room revenue. Yet, despite the high-value potential of food & beverage and other income, hotels seldom apply adequate levels of scrutiny, especially by means of sophisticated forecasting technology, to non-room revenue.

IDEaS RevPlanTM empowers agile financial decision-making and delivers precise total revenue forecasting and budgeting, leading to greater productivity, staffing efficiency and profit performance. RevPlan enables hotel leaders to swiftly produce precise and accurate budgets, then deliver repeatable and agile forecasts against them, driving efficiency, better operational and commercial decision-making and ultimately, greater profits.

Key Benefits

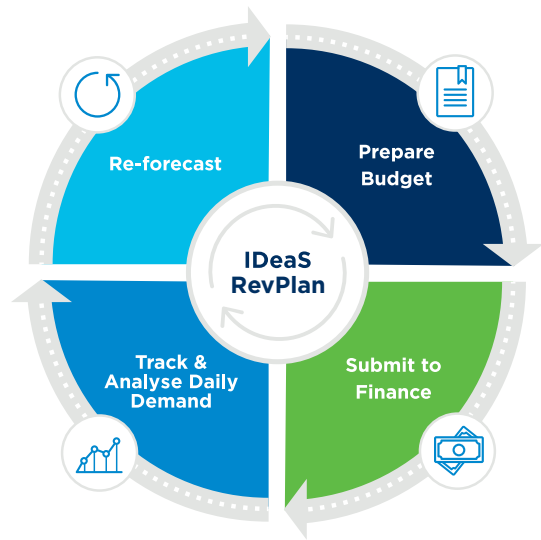
- ▶ Increase profitability of rooms, food & beverage, and other revenue streams with more precise planning
- ▶ Adapt to market changes with agile total revenue forecasting
- ▶ Boost operational efficiencies with automated data collection and intelligence
- ▶ Consolidate hotel data at the enterprise level to drive strategic decisions

BREAK DOWN DATA SILOS—WITH A SLEDGEHAMMER

A typical hotel's collection of software comprises various standalone systems, including a PMS, RMS, financial, and sales and catering. As a result, each revenue source functions as a separate business unit with insufficient data sharing, resulting in an incomplete view of the overall business.

RevPlan's power to span a hotel horizontally makes it the one-stop shop for revenue generating teams increasing consistency, efficiency, and transparency across the organisation, enabling:

- ▶ Increased forecast accuracy and strategic decision support for all revenue streams
- ▶ Uniform forecasting and budgeting structures, allowing finance to easily access data across the portfolio
- ▶ Automated data translation across the organisation for apples-to-apples comparisons—while each hotel can still manage segment data in their own unique way



DROP THE SPREADSHEETS WITH AUTOMATION

Did you know a hotel's food & beverage business can amass over *ten times* the amount of data compared to guest rooms? Manual data gathering, number crunching, headache-inducing analysis, and guesswork is not only time-consuming and unpleasant but ultimately leads to inaccuracy and profit loss. RevPlan empowers hotel organisations to easily and confidently prepare for the future through accurate and automated operational total revenue forecasts.

A hotel's **food & beverage** business can amass over **10X the amount of data** compared to guest rooms.

RevPlan's efficiency through automation allows hotels to:

- ▶ Become more strategic with less time spent gathering data and more time for analysis
- ▶ Avoid costly errors caused by manual entry or calculation
- ▶ Ensure regular financial forecasting is uniform and automated

Drive more precise planning and budgeting with RevPlan

Criteria: Daily	DOW: All	Occ: 0% - 100%	Categories: All	Sub-Totals: All	Departments: All	Meal Periods: All	Jun 1	Jun 2	Jun 3	Jun 4	Jun 5	Jun 6	Jun 7	Jun 8	Jun 9	Jun 10
							Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon
Total F&B Summary																
Active Customers	33,228	1,459	370	414	717	4,921	4,326	342	1,856	425	1,549					
Active Avg Check	97.28	97.84	69.75	97.27	49.07	90.58	98.42	46.20	97.29	47.77	49.60					
Active F&B Rev	3,287,503	84,359	24,258	19,400	28,750	441,932	394,088	53,460	89,490	20,204	62,734					
Active Total Rev	2,482,238	107,859	32,818	95,817	65,626	560,317	507,645	19,422	90,718	28,473	81,580					
Active Contri. Total Rev	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%					
By Outlet																
Active Customers	11,860	423	115	394	339	437	342	158	518	117	237					
Active Avg Check	43.22	46.34	66.48	37.57	93.21	51.82	33.97	45.10	44.18	43.62	53.62					
Active F&B Rev	913,459	20,066	20,768	15,268	16,110	22,644	16,767	15,460	23,678	13,870	12,494					
Active Total Rev	626,338	24,334	25,379	16,111	22,273	27,548	13,804	18,425	28,718	17,155	15,811					
Active Contri. Total Rev	25.2%	22.8%	77.1%	51.6%	34.3%	4.9%	4.9%	100.0%	31.8%	64.8%	19.3%					
By Catering & Conference Services																
Active Customers	21,265	1,028	87	60	389	4,484	4,009	—	1,300	107	1,316					
Active Avg Check	65.09	62.70	61.93	35.53	27.30	93.92	58.20	—	34.48	60.13	58.18					
Active F&B Rev	1,384,048	64,329	3,830	2,132	10,920	421,148	293,211	—	44,791	6,404	86,040					
Active Total Rev	2,893,990	61,363	7,664	24,816	42,753	392,719	300,941	—	63,022	9,318	65,482					
Active Contri. Total Rev	74.8%	77.4%	22.9%	69.4%	65.7%	95.1%	95.9%	—	68.4%	35.2%	80.7%					

Accurately forecast F&B revenue

TRANSFORM HOW YOU PLAN WITH REVPLAN

RevPlan enables hotel leaders to swiftly adapt to market changes by efficiently and continuously forecasting and re-forecasting. Now you can finally instill greater transparency and agility across your organisation and start driving profitability through smarter decisions, automation and improved forecast accuracy.

Break free from the constraints of silos and one-dimensional room revenue. Gain a competitive edge with the total revenue forecasting possibilities of IdeaS RevPlan.

Contact an IdeaS solution expert today for details.

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