

Allocating Packages

Once your fixed or dynamic packages are setup you must allocate them to the desired distribution channels if you want to sell the package online. For example, Agent BC for the booking engine, Agent WR for GDS and Agent MYPMS for the front desk channel.

The first step is to plan what is desired in the package. Will you simply make a 'Fixed' Package consisting of a marketing 'concept' tied to a Room? Or will you make a 'Dynamic' Package that taps into Room Rates that vary season by season and add to these 'dynamic rate' changes items that may be dynamic added as well? What dates will the Package be available on? What minimum stay and maximum stays must be met to purchase the Package? Planning ahead strategically will help when setting up your Packages.

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There are two general places to sell your Packages:

- **Packages on your web site or a Portal** Build your own custom package with complete control over the rooms, items, pricing, dates, and minimum stay requirements. Example: 'Romance Package' combines a room, flowers, and a bottle of wine, etc... and sell it from your website with a two night minimum, available any day of the week. **Example:** Midweek Package. Bundle a room, a meal + a spa treatment, etc... and sell as a package to increase midweek bookings. Available Sunday – Thursday only.
- **Packages on the GDS systems** Choose your rooms, rates, dates, and minimum stay requirements, and allow travel agents and large travel portals to add it to their systems to sell as a 'Package'. **Example:** Business Packages Provide the GDS systems (travel agents and corporate planners) with a special rate and stay restrictions from Sunday – Thursday for business travelers requiring early breakfast, business office services provided by your staff, and 'turn down' service. A great way to entice mid-week business travel to your inn. **Example:** Orbitz Package : Provide a Bed, Breakfast, and Spa Package that Orbitz will sell as a composite package to its millions of shoppers.

Allocating your Package to the proper channels

Once your Fixed or Dynamic packages are setup you must allocate them to the desired distribution channels. Agent BC for the booking engine, Agent WR for GDS and Agent MYPMS for the front desk channel.

For more details on adding Packages to Room Type Allocations, see [Add Room Type Allocations](#)

Sample Agent Allocation with Package allocated.

Agent ID:	MYPMS
Company:	MyPMS Front Desk
Room Type:	[SINGLE] 2 Single Beds
Rate or Package ID:	OCTSKI
Percentage Alloc:	100
Use Yield Management:	☐
Save Cancel	

Find records where Room Type has Sort by Room Type down Display 200 Records

Room Type	Rate	Number of Rooms	Rooms Allocated	Percentage Allocated	Yield Managment	Modify	Delete
Queen with a view [QUEEN]	CORPQUEEN rate [CORPQUEEN]	4	4	100	No	Change	Delete
Queen with a view [QUEEN]	QUEEN rate [QUEEN]	4	4	100	No	Change	Delete
Queen with a view [QUEEN]	GROUPQUEEN rate [GROUPQUEEN]	4	4	100	No	Change	Delete
Suite - 2 bedroom Room [SUITE]	CORPSUITE rate [CORPSUITE]	3	3	100	No	Change	Delete
Suite - 2 bedroom Room [SUITE]	GROUPSUITE rate [GROUPSUITE]	3	3	100	No	Change	Delete
Suite - 2 bedroom Room [SUITE]	SUITE rate [SUITE]	3	3	100	No	Change	Delete
Large Room with 1 King Bed [KING]	CORPKING rate [CORPKING]	3	3	100	No	Change	Delete
Large Room with 1 King Bed [KING]	KING rate [KING]	3	3	100	No	Change	Delete
Large Room with 1 King Bed [KING]	August Special [AUG]	3	3	100	No	Change	Delete
Large Room with 1 King Bed [KING]	GROUPKING RATE [GROUPKING]	3	3	100	No	Change	Delete
Conference Room [CONF]	CORP [CORPCONF]	3	3	100	No	Change	Delete
Conference Room [CONF]	GROUPQUEEN rate [GROUPQUEEN]	3	3	100	No	Change	Delete
Conference Room [CONF]	CONF rate [CONF]	3	3	100	No	Change	Delete
2 Single Beds [SINGLE]	2 Lift Tickets with a 3 night stay [OCTSKI]	1	1	100	No	Change	Delete
2 Single Beds [SINGLE]	SINGLE rate [SINGLE]	1	1	100	No	Change	Delete
15 room types	14 rates	44 rooms total	44 rooms allocated	100.00% (avg)			