

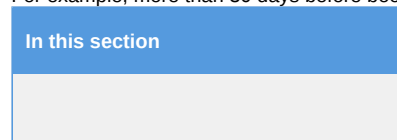
Time Only

Use this yield profile to create a rate adjustment by Time ONLY.

This means that a rate adjustment will be triggered by ONLY a Time event.

Time setting: Set the # of days before or after a booking date to trigger the rate change. A value of "0" for time means the **day of arrival**. Thus, if one were to place <1 days, that means BOTH the 'day of arrival' and the next day (it's both 0 and 1). So, if one wanted to *only* send a Yield rule for the 'day of arrival', the rule would be "0" and this would happen on 'day of arrival' only.

For example, more than 30 days before booking date; more than 60 days before a booking date; less than 10 days before a booking date



To add a "Time" Yield Profile

- Go to **SETUP | YIELD MANAGEMENT**
- Click Add at the bottom right.
- A new Yield Profile will open.

The screenshot shows the 'Yield Management' section of a software interface. At the top, there are tabs for 'Front Desk', 'Bookings', 'Rates', 'Relationships', 'Owners', 'Parameters', 'Settings', 'PMS', and 'Features/Images'. Below these are sub-tabs: 'Rate Grid', 'Manage Rates', 'Default Rates', 'Packages', 'Room Types', 'Rooms', 'Yield Management' (which is active and marked with a checkmark), and 'Yield Grid'. The main area contains a search bar with 'Find records where' followed by a dropdown menu set to 'Occupancy or Days', a 'has' dropdown, a text input field, a 'Sort by' dropdown set to 'Desc', an 'up' dropdown, a 'Display' input set to '200', and a 'Records' label. A 'Fetch' button is to the right. Below the search bar is a table with the following columns: 'Desc', 'Type', 'Occupancy or Days', 'Threshold', 'Days Left', 'than', and 'Adjustment'. The table contains three rows: 1. 'Occupancy Below 70%' with Type 'Occupancy Only', Occupancy or Days 'Below', Threshold '70', Days Left 'Less', than '7', and Adjustment '10'. 2. '20% 60 days' with Type 'Time Only', Occupancy or Days 'Below', Threshold '50', Days Left 'More', than '60', and Adjustment '-20'. 3. '10% 30 days' with Type 'Time Only', Occupancy or Days 'Below', Threshold '50', Days Left 'More', than '30', and Adjustment '-10'. Below the table, it says '3 records found'. At the bottom right, there is a red bar and an 'Add' button.

Click image to enlarge

To add a Time Yield Profile

- Enter a Description
- **Type:** Choose "Time Only" from the drop down list.
- **Days Left:** Choose "More" or "Less" in the drop down menu.
- **Than:** Enter the number of days you want to trigger the event. I.e. More than 30 days.
- **Adjustment:** Enter the Flat dollar amount or the percentage amount of the rate to discount or increase triggered by EITHER one of these events. I.e. Enter discount as -15 and an increase as 15.

In this scenario, we want to adjust the rate by -10% when booking is made more than 30 days in Advance.

Adjust rate by -10% if booked more than 30 days in advance

The screenshot shows the 'Add' form for a new yield profile in the 'Yield Management' section. The form has the same top navigation as the previous screenshot. The main area contains the following fields: 'Description:' with a text input '10% 30 days'; 'Type:' with a dropdown menu set to 'Time Only'; 'Days Left:' with a dropdown menu set to 'Less'; 'than:' with a text input '30'; 'Adjustment:' with a text input '-10'; 'Notes:' with a text input 'Adjust rate by -10% if booked 30 days in Advance'; and 'Last Changed:' with a text input. A 'Save' button is at the bottom right.

Click image to enlarge

Add Rates to Yield Profile

Then, add the Rates that you want to apply the Yield Profile. A Rate can have multiple Yield Profiles applied

- Click **Add Rate** to add one specific Rate. Or, click **Add All Rates** to add all of your rates to the Yield Profile.

The screenshot shows the 'Yield Management' section of a software interface. At the top, there are tabs: Front Desk, Bookings, Rates, Relationships, Owners, Parameters, Settings, PMS, and Features/Images. Below these are sub-tabs: Rate Grid, Manage Rates, Default Rates, Packages, Room Types, Rooms, Yield Management (selected), and Yield Grid. The main area contains a form with the following fields: Description (Over 20%), Type (Occupancy Only), Occupancy (Below), Adjustment Type (Percentage), Threshold (70.00%), Adjustment (10), Notes, and Last Changed (16-JUN-2016 15:11:02). There are 'Delete' and 'Edit' buttons. Below the form are 'Add Rate' and 'Add All Rates' buttons. At the bottom, there is a search bar with 'Find records where ID has' and a 'Fetch' button. Below the search bar is a table with columns 'ID', 'Description', and 'Action'. The table shows '0 records found'.

Click image to enlarge

- If you click Add Rate, then a screen will open with a field to select the Rate. Click on the magnifying glass icon to expand the drop down list of your rates.
- Select the Rate and click Save.

The screenshot shows the 'Rate or Package ID' field in the 'Yield Management' section. A dropdown menu is open, displaying a list of rates with their IDs and descriptions. The rates are: 1NTSPECIAL (1 Night Special), SUITE (2 Bedroom Suite rate), ESDECO2P (2P PACKAGE: EAT, SLEEP AND DIVE), 2SUITE (2SUITE rate), EDSECO3P (3P PACKAGE: EAT, SLEEP AND DIVE), AAA (AAA rate), AUG (August Special Package), BEDBREAK (Bed and Breakfast), and CORPCONF (CORP). There is a magnifying glass icon next to the search field.

Click image to enlarge

You will then see the Rate in the list of the Yield Profile.

- To remove the rate for the Yield Profile, click Delete next to the Rate.
- To add another rate to the Yield Profile, select Add Rate

Front DeskBookingsRatesRelationshipsOwnersParametersSettingsPMSFeatures/Images

Rate GridManage RatesDefault RatesPackagesRoom TypesRoomsYield ManagementYield Grid

Description:Occupancy Below 70%

Type:Occupancy Only

Occupancy:BelowThreshold:70.00%

Adjustment Type:PercentageAdjustment:-10

Notes:If Occupancy is below 70%, then reduce rates by 10%

Last Changed:07-JUL-2016 12:04:21

DeleteEdit

Add RateAdd All Rates

Find records where ID has Sort by ID up Display 200 RecordsFetch

ID	Description	Action
SUITE	2 Bedroom Suite rate	Delete

1 records found

Click image to enlarge