# Hospitality **Revenue Analysis**

# Agenda 🞏

- 1. What We Know So Far
- 2. Hopes & Fears
- 3. Project Goals
- 4. Defining Success
- 5. Risks
- 6. Collaboration & Agreements
- 7. Team Core & Desired Capabilities

# **Key Takeaways**



What We Know So Far

### **Project Name**

**Hospitality Revenue Analysis** 

## **Background Information**

The Hospitality Revenue Analysis project aims to provide data-driven insights to enhance revenue management and regain its competitive edge in its operating sector.

# **Key Players**

#### **Product Owner**

**Abhishek Anand** Business Development | Managing Director

**Executive Sponsor** 

Hassan N.

**DA Lead** Mavnul Hassan Data Analyst

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# **Objective**

Enable actionable insights across markets for data-driven decision-making. Facilitate daily strategic analysis for AtliQ Grands.

# **Success Measures**

Success will be measured by the accuracy and relevance of the insights provided in the dashboard, as well as its ability to drive decision-making.



### **Hopes & Fears**

#### Hopes

Data-Driven-Decision Making Increased revenue and market

User friendly, easy adaptation Transparency in Data

**Fears** 

**Data Correctness & Completeness Feature Creep** 

### **Risks**

What could derail this project or this milestone?



**Project Goals** 

## Who

#### I. AtliQ Grands Management team, Abhishek Anand

#### What

Unlocking insights & enable Data-drivendecision making.

• Q2 of Financial Year 2025

When

To help AtliQ Grand regain its market

**Defining Success** 

#### **Future Headlines**

Imagine this project is a huge success. Write 2-3 lines press brief why this was a success

A noticeable increase in revenue and occupancy rates.

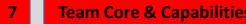
**Profit margin increased by 15%** 

Manual work reduced by x%



**Weekly meeting with Domain Expert** 

**Biweekly update on Milestone** 



**Person:** 

**Core Capability:** 

**Desired Capability:** 

