

ANALYZING THE

PERFORMANCE & EFFICIENCY OFTHE RADISSION HOTELS USING DATA VISUALIZATION TECHNIQUES

Project Based Experimential Learning program





Analyzing the performance & Efficiency of The Radission Hotels using Data visualization Techniques

Milestone 1: Define Problem / Problem Understanding:

Activity 1: Specify the business problem.

The hotel industry is a broad category of businesses that provide lodging services for travellers and tourists. This can include a wide range of establishments, from luxury resorts to budget-friendly motels, as well as extended stay hotels, boutique hotels, and more. Hotels can be found in nearly every corner of the world, and are often a major component of the tourism and travel industry in a given area.

Radisson owns multiple five-star hotels across India. They have been in the hospitality industry for the past 100 years. Due to strategic moves from other competitors and ineffective decision-making in management, Radisson is losing its market share and revenue in the luxury/business hotels category. As a strategic move, the managing director of Radisson wanted to incorporate Business and Data Intelligence in order to regain their market share and revenue. Our task is to create an analytics dashboard & story to provide them insights to make better business decisions.

Activity 2: Business requirements.

The business requirements for analyzing the performance and efficiency of Radisson Hotels include identifying KPIs, comparing performance across different hotels, identifying patterns and trends over time, identifying affecting factors, creating interactive dashboards and reports, identifying areas for improvement, making data-driven decisions, comparing to industry average and creating forecasting models for future performance. The ultimate goal is to gain insights and improve performance through data visualization techniques.

Activity 3: Literature Survey.

A literature survey is a method of researching existing literature and studies related to a specific topic. In the context of analyzing the performance and efficiency of Radisson Hotels, a literature survey would involve reviewing studies and articles that have been published on the topic of hotel performance and efficiency, as well as studies specific to Radisson Hotels. The literature survey would include sources such as academic journals, industry reports, and online articles. It would aim to identify key performance indicators (KPIs) and metrics that are commonly used to measure hotel performance and efficiency, as well as any best practices or strategies that have been identified for improving performance. The literature survey would also explore any existing research on Radisson Hotels specifically, and would aim to identify any unique challenges or opportunities that the hotel chain faces in terms of performance and efficiency

Radisson Hotel Group expands The Club of Revenue Management by Radisson Hotel Group with two new expert teams in APAC

Brussels - 14 March 2023

Following its unparalleled success in 2022, Radisson Hotel Group reinforces its commitment to revenue management innovation with the addition of two new expert teams in APAC, harnessing as such the Group's position as a global player in hospitality revenue management.

2022 was a year of unparalleled success for *The Club of Revenue Management by Radisson Hotel Group (The Club)*. The Club team received the prestigious HSMAI award for "Revenue Management Team of the year", an award that recognizes innovation spirit, the disruptive use of technology, focus on talent development, and outstanding results outperforming the rest of the market.

provides an opportunity and forum for leading travel industry partners, including Expedia Group, MakeMyTrip, and Cvent to highlight their market expertise and provide insight on how to optimize the customer booking journey, as well as improve the guest experience. The Club of Revenue Management by Radisson Hotel Group is an international revenue community from more than 40 nationalities with teams in Madrid, Dubai, New Delhi, and Shanghai. The Club operates in 50+ countries and delivers global expertise, local market

knowledge, and



revenuemanagement services to 280+ hotels. More than just a revenue management solution, The Club offers successful models for owners and partners to deliver results and uncover new business opportunities in every revenue stream.

Radisson Hotel Group opens first Radisson Individuals hotel in P



Radisson Hotel Group announces the opening of Hotel YAC Paris Clichy, a member of Radisson Individuals, the Group's first Radisson Individuals property in Paris, located in the leafy suburbs of the city of lights. Following an extensive renovation, the hotel welcomes guests with its magnificent rooftop, lush garden, beautiful patio, as well as renovated guest rooms and an indoor swimming pool, all within a short walk of the Seine and the Clichy Bridge.

Hotel YAC Paris Clichy, a member of Radisson Individuals is ideally located in the northwestern suburb of Clichy, one of the most prominent business and corporate hubs in Paris and home to the headquarters of several large companies such as Amazon France, L'Oréal International, Bic, one of the biggest pen producers in the world, and Monoprix, a major French retail chain. Downtown Paris can be easily reached via a short metro or bus ride.

The hotel offers 75 stylish guest rooms featuring striking wooden floors, decorated with soothing, neutral white tones and accented with light green, yellow, and blue colors. Superior Rooms with terraces are bathed in sunlight, with wonderful views over the rooftops, while the onsite restaurant offers delicious food, and room service is available for all rooms. Upon entering the hotel, guests will discover its wonderful garden, where they can enjoy a creamy café au lait and croissant or a delicious cocktail. The hotel's facilities include a well-equipped fitness center, as well as an indoor pool and sauna to recharge and energize.

Activity 4: Social or Business Impact:

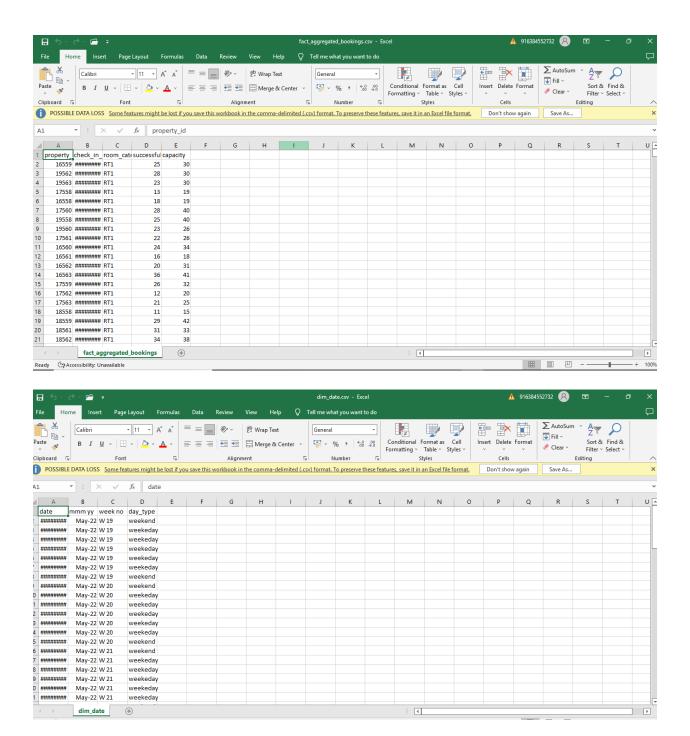
Social Impact: Improve safety of customers & can get customer or guest satisfaction, and hygiene food.

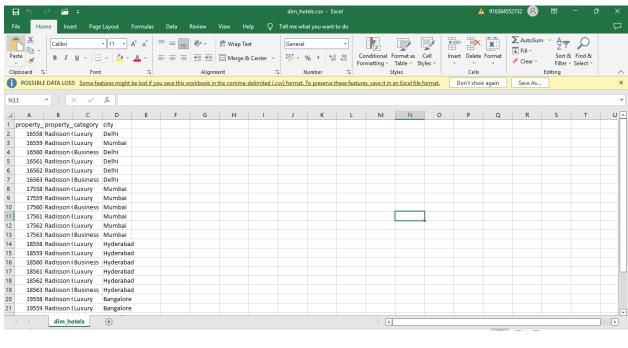
Business Model/Impact: By conducting an analysis the company can identify areas for improvement and take steps to enhance the customer experience, and increase customer satisfaction and loyalty.Improve its brand reputation, which can lead to increased customer loyalty and repeat business.

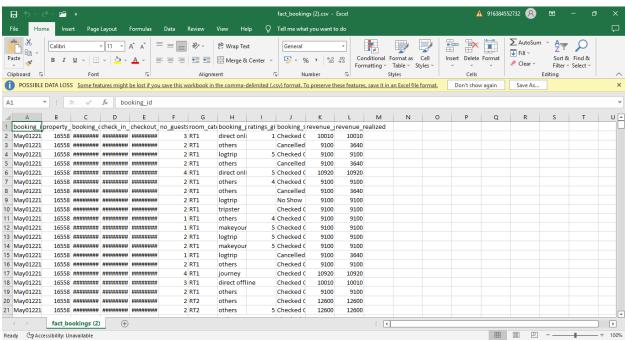
Milestone 2: Data Collection & Extraction from Database:

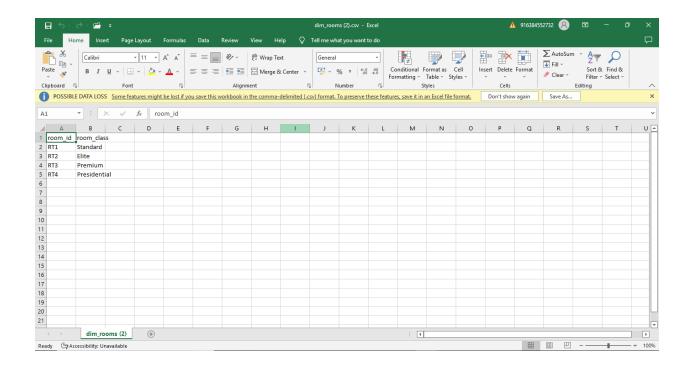
Data collection is the process of gathering and measuring information on variables of interest, in an established systematic fashion that enables one to answer stated research questions, test hypotheses, and evaluate outcomes and generate insights from the data.

Activity 1: Collect the dataset:









Activity 1.1: Understand the data:

Data contains all the meta information regarding the columns described in the CSV files. we have provided 5 CSV files:

- 1. dim date
- 2. dim hotels
- 3. dim rooms
- 4. fact_aggregated_bookings
- 5. fact_bookings

Column Description for dim_date:

- 1. date: This column represents the dates present in May, June and July.
- 2. mmm yy: This column represents the date in the format of mmm yy (monthname year).
- 3. week no: This column represents the unique week number for that particular date.
- 4. day_type: This column represents whether the given day is Weekend or Weekday.

Column Description for dim_hotels:

- 1. property_id: This column represents the Unique ID for each of the hotels.
- 2. property_name: This column represents the name of each hotel.
- 3. category: This column determines which class[Luxury, Business] a particular hotel/property belongs to.
- 4. city: This column represents where the particular hotel/property resides in.

Column Description for dim_rooms:

- 1. room_id: This column represents the type of room[RT1, RT2, RT3, RT4] in a hotel.
- 2. room_class: This column represents to which class[Standard, Elite, Premium, Presidential] particular room type belongs.

Column Description for fact_aggregated_bookings:

- 1. property_id: This column represents the Unique ID for each of the hotels.
- 2. check_in_date: This column represents all the check_in_dates of the customers.
- 3. room_category: This column represents the type of room[RT1, RT2, RT3, RT4] in a hotel.
- 4. successful_bookings: This column represents all the successful room bookings that happen for a particular room type in that hotel on that particular date.
- 5. capacity: This column represents the maximum count of rooms available for a particular room type in that hotel on that particular date.

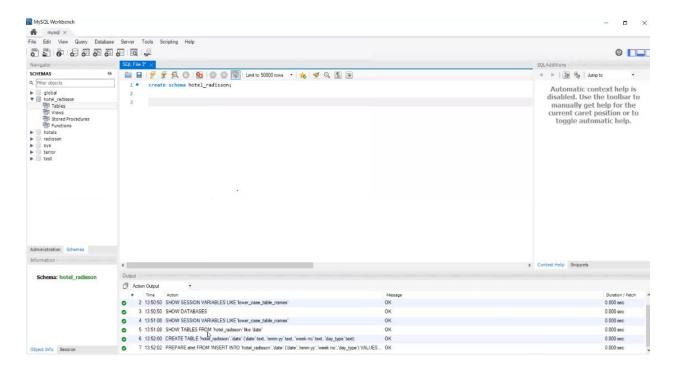
Column Description for fact_bookings:

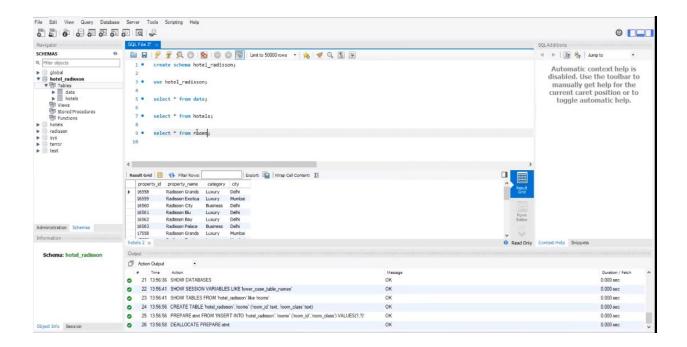
- 1. booking_id: This column represents the Unique Booking ID for each customer when they booked their rooms.
- 2. property_id: This column represents the Unique ID for each of the hotels
- 3. booking_date: This column represents the date on which the customer booked their rooms.
- 4. check_in_date: This column represents the date on which the customer check-in(entered) at the hotel.
- 5. check_out_date: This column represents the date on which the customer

check-out(left) of the hotel.

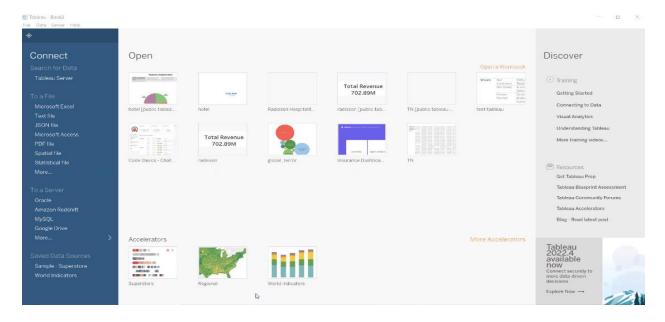
- 6. no_guests: This column represents the number of guests who stayed in a particular room in that hotel.
- 7. room_category: This column represents the type of room[RT1, RT2, RT3, RT4] in a hotel.
- 8. booking_platform: This column represents in which way the customer booked his room.
- 9. ratings_given: This column represents the ratings given by the customer for hotel services.
- 10. booking_status: This column represents whether the customer cancelled his booking[Cancelled], successfully stayed in the hotel[Checked Out] or booked his room but not stayed in the hotel[No show].
- 11. revenue_generated: This column represents the amount of money generated by the hotel from a particular customer.
- 12. revenue_realized: This column represents the final amount of money that goes to the hotel based on booking status. If the booking status is cancelled, then 40% of the revenue generated is deducted and the remaining is refunded to the customer. If the booking status is Checked Out/No show, then full revenue generated will go to hotels.

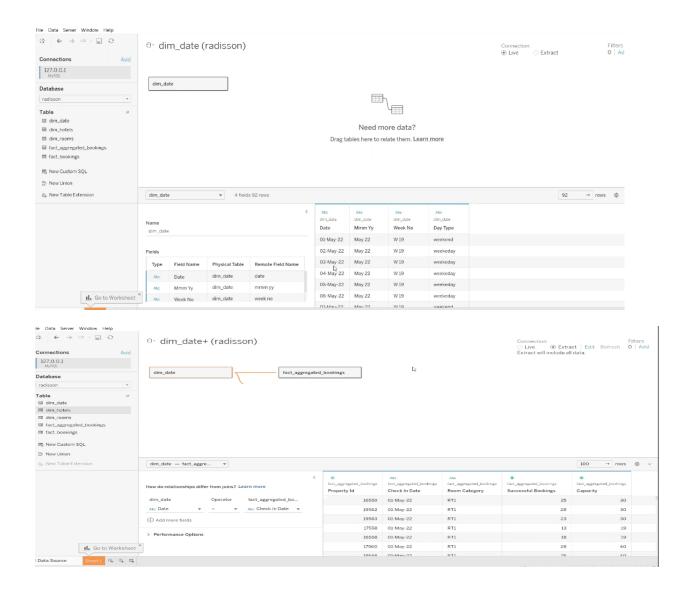
Activity 2: Storing Data In DB & Perform SQL Operations





Activity 3:Connect DB With Tableau





Milestone 3: Data Preparation:

Activity: Prepare the Data for Visualization:

Preparing the data for visualization involves cleaning the data to remove irrelevant or missing data, transforming the data into a format that can be easily visualized, exploring the data to identify patterns and trends, filtering the data to focus on specific subsets of data, preparing the data for visualization software, and ensuring the data is accurate and complete. This process helps to make the data easily understandable and ready for creating visualizations to gain insights into the performance and efficiency.

Milestone 4: Data Visualization:

Data visualization is the process of creating graphical representations of data in order to help people understand and explore the information. The goal of data visualization is to make complex data sets more accessible, intuitive, and easier to interpret. By using visual elements such as charts, graphs, and maps, data visualizations can help people quickly identify patterns, trends, and outliers in the data.

Activity 1: No of Unique Visualizations

The number of unique visualizations that can be created with a given dataset. Some common types of visualizations that can be used to analyze the performance and efficiency of Radisson Hotels include bar charts, line charts, heat maps, scatter plots, pie charts, Maps etc. These visualizations can be used to compare performance, track changes over time, show distribution, and relationships between variables, breakdown of revenue and customer demographics, workload, resource allocation and location of hotels.

Activity 2: Revenue Split By City

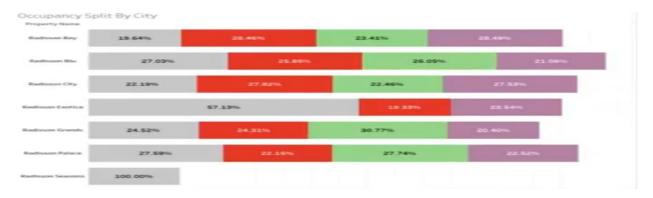
In 2022/23, commercial revenue represented Manchester City's largest source of income, generating 373 million euros for the club.



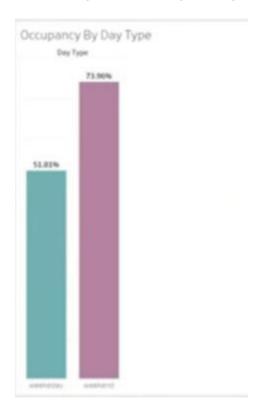


Activity 3: Occupancy Split by City

The occupancy rate in India dropped in financial year 2021 due to the coronavirus (COVID-19) pandemic and travel restrictions implemented alongside. Before the pandemic, the rate had been at over 60 percent in all ten major cities.



Activity 4: Occupancy by Day Type



Occupancy rate is the percentage of occupied rooms in your property at a given time. It is one of the most high-level indicators of success and is calculated by dividing the total number of rooms occupied, by the total number of rooms available, times 100, creating a percentage such as 75% occupancy.

Activity 5: Revenue by Room Class

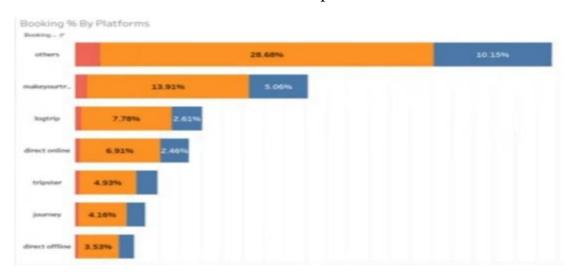




Contents

- 2 2. Third-Party Plugins
- 3 3. Payment Gateways
- 4 4. Real-Time Booking
- 5 5. Multi-Currency & Multi-Language Options
- 6 6. Digital Marketing

7 7. Seamless connections to distribution partners



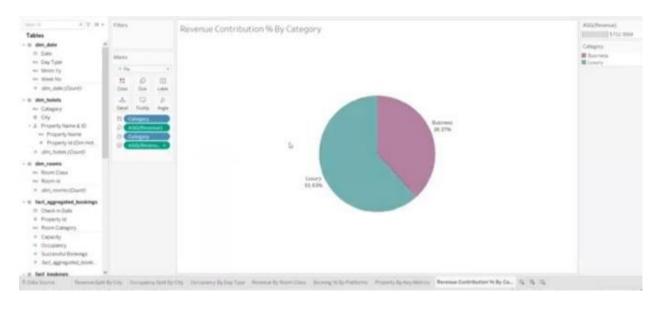
Activity 7: Property by Key Metrics Top 10 Hotel Metrics to Track

- ☐ Revenue Per Available Room (RevPar) ...
- ☐ Average Daily Rate (ADR) ...
- ☐ Occupancy Rate. ...
- ☐ Gross Operating Profit (GOP) ...
- ☐ Gross Operating Profit per Available Room (GOPPAR) ...
- ☐ Market Penetration Index (MPI) ...
- ☐ Average length of stay (ALOS) ...
- ☐ Revenue Generation Index (RGI)

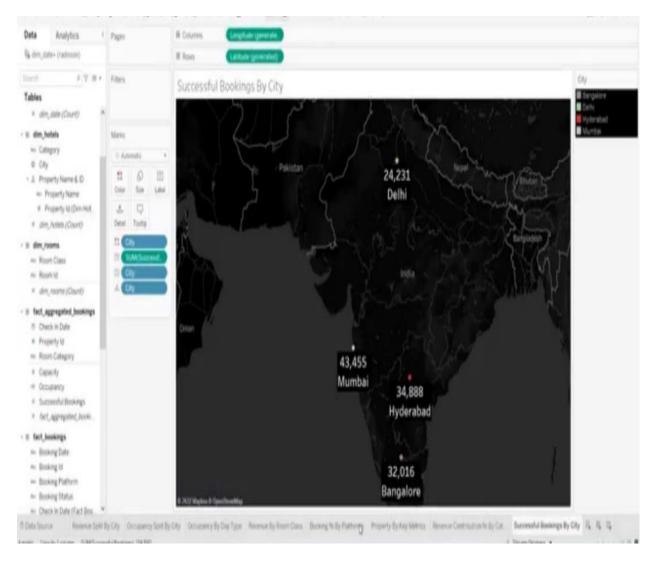
Radisson Bay	16562	252 JUN	9,154	4,550	52.46%	25.799
	1.7562	211 30%	7,436	3,424	44,54%	26.00%
	18562	\$25.540	11.172	7,333	45.67%	25 65%
	19562	\$33.3544	R.632	5,612	85.81%	24.34%
Radisson Blu	16561	\$23.00M	6,718	4.410	45.79%	56.63%
	17561	\$30.A3M	7,420	5,103	66.25%	24,50%
	18561	\$23.244	9,044	6,450	65-60%	23.91%
	19561	\$29.59M	10,764	5,734	53.29%	24.00%
	16560	\$22.6718	8,742	4,093	\$3.70%	23.76%
Radisson City	17560	\$36,5964	11,316	6.013	53.14%	25.00%
wadissen City	18560	525-21AR	52,029	6,8,20	66.19%	24.05%
	19560	\$13,33M	9,108	5.979	65.65%	25.36%
	16559	\$48.0704	11.172	7,330	85.97%	24.53%
andress desired	17559	\$39,000	9.292	6.142	66 10%	24.32%
Radisson Exotica	18559	\$20.0464	11,776	5,256	44.63%	24.20%
	19559	\$24,0138	8,740	4.705	53.12%	25.22%
	16558	\$14.7504	4,704	3.153	65.91%	25 81%
	17558	\$31,229	9,334	5,036	53.67%	24.62%
Radisson Grands	18558	\$18,2714	0.372	4.475	53.45%	25.71%
	19558	122,440	0.544	4.371	44.40%	23.72%
	16563	\$36,93M	10,764	7.147	66.40%	25.18%
	17563	\$41,029	9,568	6.337	64.23%	25.02%
Radisson Palace	18563	\$10,6067	0.924	4,728	52 50%	25.65%
	19563	\$27.75M	25,120	5.413	53.69%	25.64%
ladisson Seasons	17564	\$26.6564	0.924	3.062	44.62%	23.93%

Activity 8: Revenue Contribution % By Category

According to the 2016 edition of Trends in the Hotel Industry, rooms revenue averaged 68.1 percent of total operating revenue in 2015. This metric exceeds 97 percent at limited-service and extended-stay hotels. Alternatively, rooms revenue comprises only 51.8 percent of total revenue at resorts.



Activity 9: Successful Bookings By City



Activity 10: Successful Booking By Date Wise

A useful guide acquainting you with the ample benefits of Guest Messaging in the course of the hotel guest journey.

This guide also introduces you to each of the touch-points (by literally spelling them out for you) giving out stage-wise message templates to enhance (quality) communication and engagement with your hotel guests! Communication is often regarded as one of the major factors behind

facilitating the flow of information and understanding between different people and departments through different media using all the available networks and channels. It holds true for the hospitality sector as well.

Yes, last-minute bookings are (usually) better. A 2022 NerdWallet study analyzed more than 2,500 hotel room rates from 2019 through the first half of 2021 and found an average of 13 percent savings for those who booked 15 days in advance as compared to those who booked four months in advance.



Activity 11: Total Revenue For The Hotels

- RevPAR = ADR * Occupancy Rate
- You have to divide the Total Number of Occupied Rooms by the Total Number of Available rooms and multiply the result by 100. RevPAR also enables you to

compare your hotel's RevPAR to the average RevPAR in the market.

RevPAR = ADR * Occupancy Rate

You have to divide the Total Number of Occupied Rooms by the Total Number of Available rooms and multiply the result by 100. RevPAR also enables you to compare your hotel's RevPAR to the average RevPAR in the market



Management Adopting total revenue management does not necessarily have to take an enormo teams to establish total hotel revenue management concepts. Here are five easy steps to help you in the initial stages of your journey:

- 1. Adopt a total revenue management mentality in each decision-making, planning, meetings, and performance reviews.
- 2. Train and educate all stakeholders in the hotel on the importance of total revenue management, its expectations and the successes that can be achieved.

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activity 13: Occupancy In %

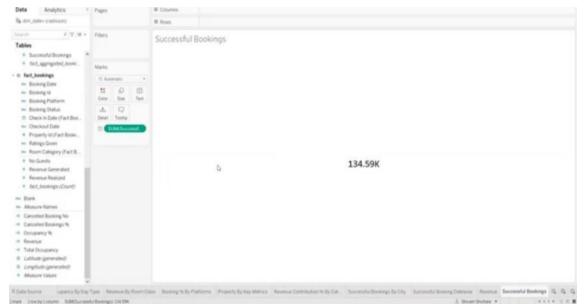
Occupancy in a hotel is calculated by the number of occupied rooms divided by the number of available rooms that physically exist in a hotel. For example, if Occupancy is 65%, this means that 65 rooms are occupied if the hotel has a total of 100 x rooms.



$$Occupancy = \frac{Rooms\ Sold}{Rooms\ Available}$$

D xotels.com

Room occupancy rate indicates the ratio between occupied rooms and available rooms. Two variables of room occupancy are used in tourism statistics: net occupancy rate and gross occupancy rate.



An occupancy rate is measured by dividing the number of occupied rooms by the number of available rooms and multiplying by 100, showing the percentage of rooms occupied at a specific .

Milestone 5: Dashboard:

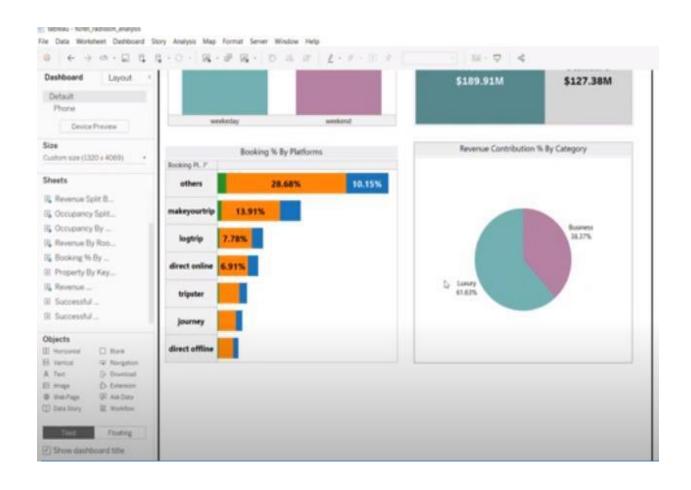
A dashboard is a graphical user interface (GUI) that displays information and data in an organized, easy-to-read format. Dashboards are often used to provide real-time monitoring and analysis of data, and are typically designed for a specific purpose or use case. Dashboards can be used in a variety of settings, such as business, finance, manufacturing, healthcare, and many other industries. They can be used to track key performance indicators (KPIs), monitor performance metrics, and display data in the form of charts, graphs, and tables.

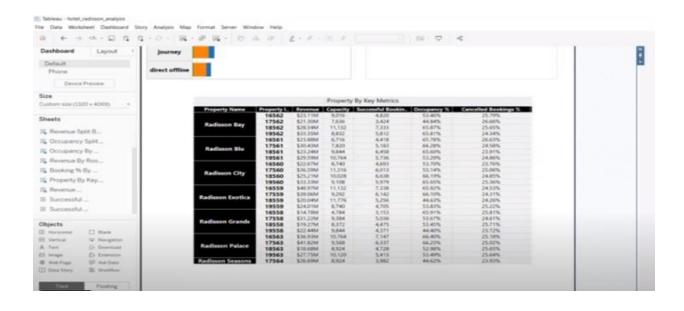
Activity 1: Responsive And Design Of Dashboard

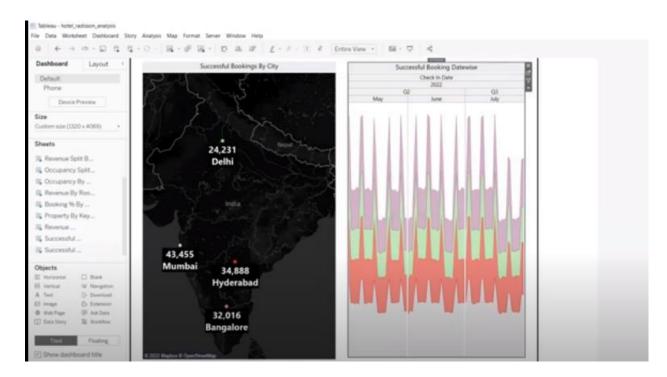
The responsiveness and design of a dashboard for analyzing the performance and efficiency of Radisson Hotels is crucial to ensure that the information is easily understandable and actionable. Key considerations for designing a responsive and effective dashboard include user-centered design, clear and concise information, interactivity, data-driven approach, accessibility, customization, and security. The goal is to create a dashboard that is user-friendly, interactive, and data-driven, providing actionable insights to improve the performance and efficiency of Radisson HotelsOnce

you have created views on different sheets in Tableau, you can pull them into a dashboard







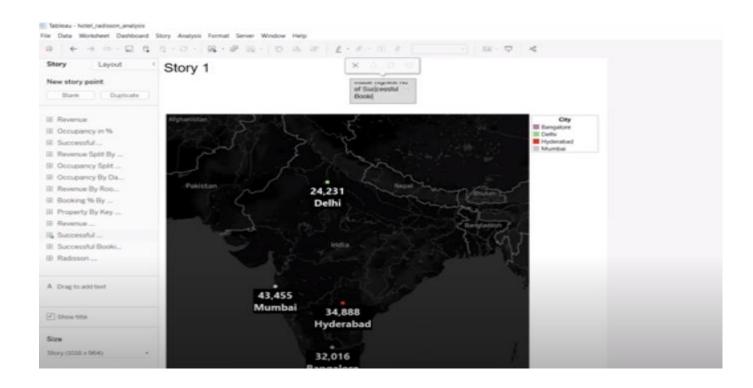


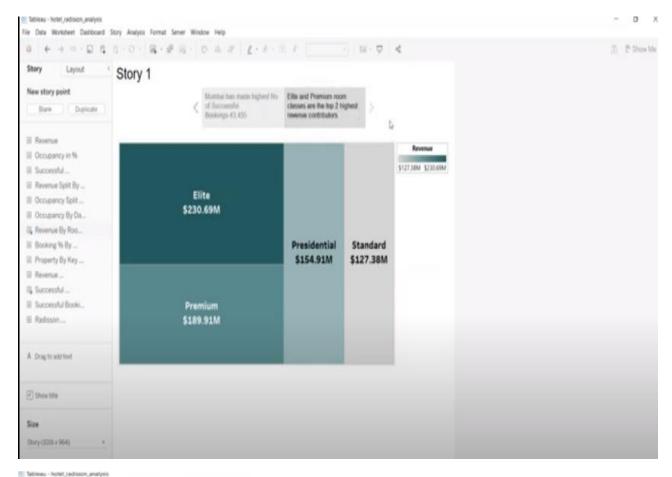
Milestone 6: Story:

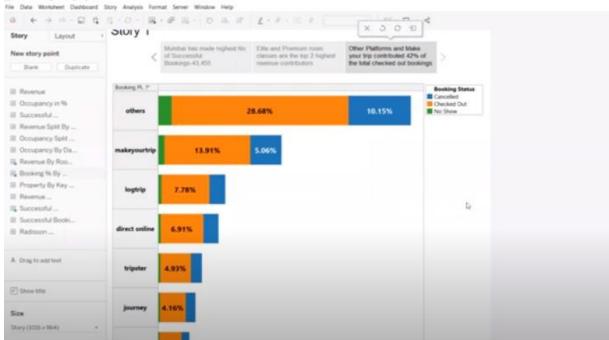
A data story is a way of presenting data and analysis in a narrative format, with the goal of making the information more engaging and easier to understand. A data story typically includes a clear introduction that sets the stage and explains the context for the data, a body that presents the data and analysis in a logical and systematic way, and a conclusion that summarizes the key findings and highlights their implications. Data stories can be told using a variety of mediums, such as reports, presentations, interactive visualizations, and videos

.Activity: 1- No of Scenes of Story:

The number of scenes in a storyboard for a data visualization analysis of the performance and efficiency of Radisson Hotels will depend on the complexity of the analysis and the specific insights that are trying to be conveyed. A storyboard is a visual representation of the data analysis process and it breaks down the analysis into a series of steps or scenes.



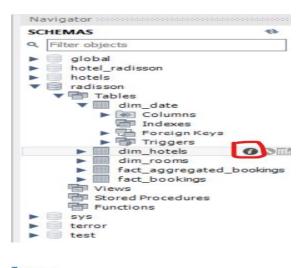


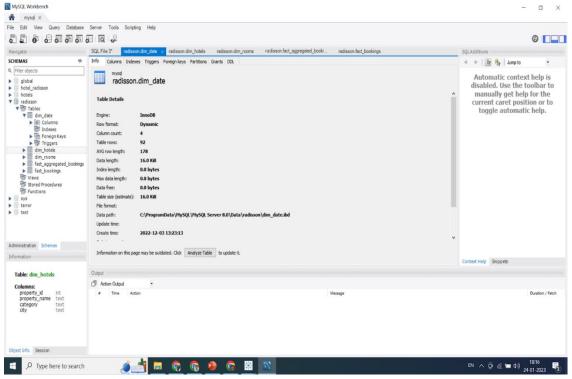


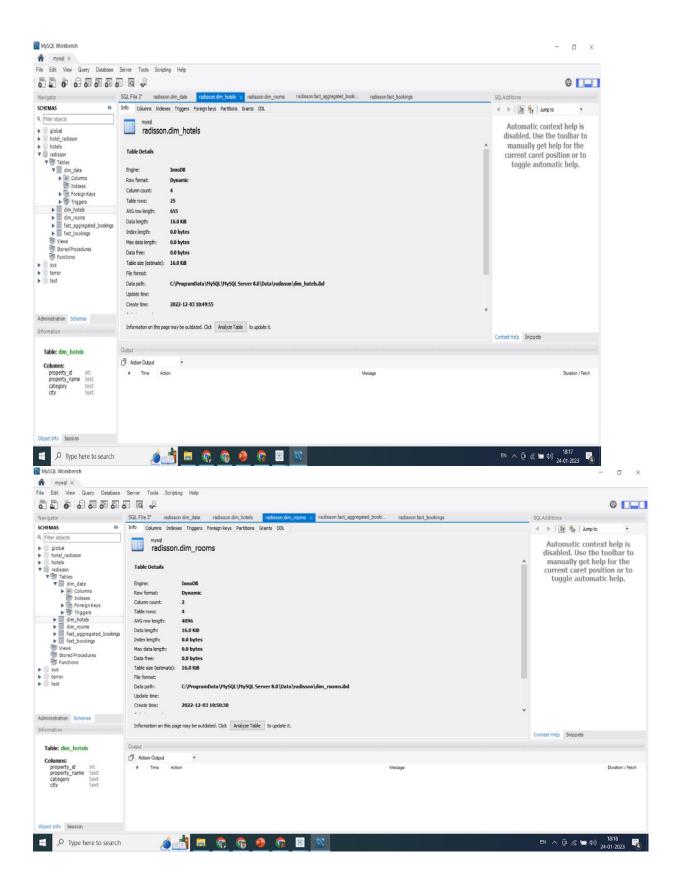
Milestone 7: Performance Testing:

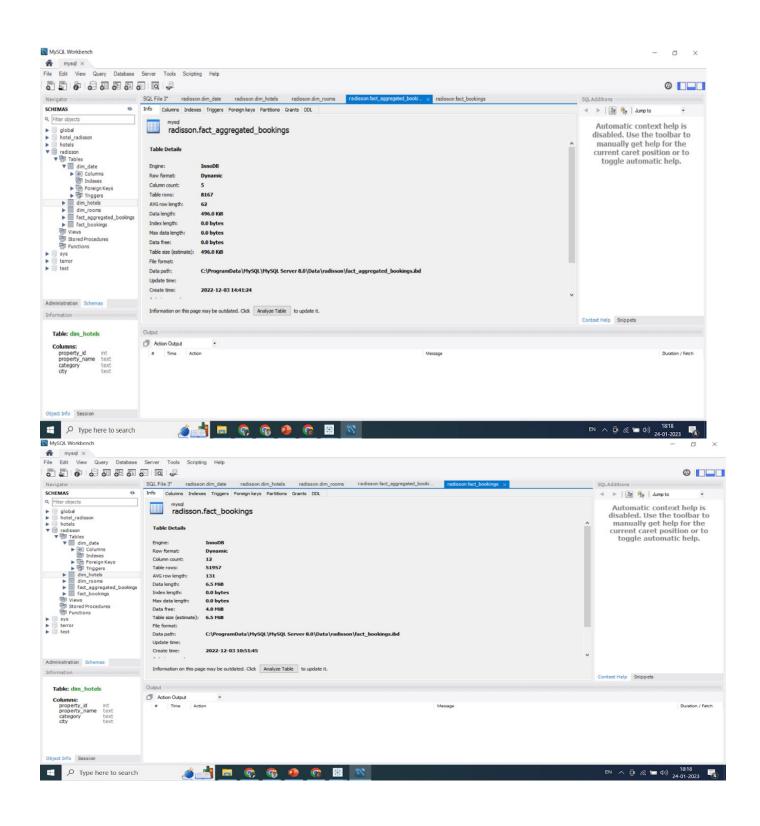
Activity 1: Amount of Data Rendered to DB:

The amount of data that is rendered to a database depends on the size of the dataset and the capacity of the database to store and retrieve data. Open the MySQL Workbench, go to the database then click to expand the tables, select the table and click on (i) button to get the information related to table such as column count, table rows etc.





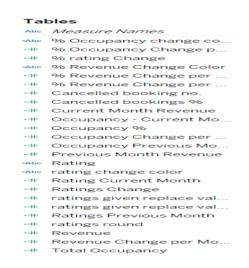




Activity 2: Utilization Of Data Filters



Activity 3: No Of Calculation Fields



Activity 4: No Of Visualizations/ Graphs

1. Revenue split by city

- 2. Occupancy split by city
- 3. Occupancy by day type
- 4. Revenue by room class
- 5. Booking % by platform
- 6. Property By key metrics
- 7. Revenue contribution % by category
- 8. Successful Bookings by city
- 9. Successful Booking by date wise

Total Revenue for the hotels

- 10. Total Successful Bookings
- 11. Occupancy in %

Milestone 8: Web integration:

Publishing helps us to track and monitor key performance metrics, to communicate results and progress. help a publisher stay informed, make better decisions, and communicate their performance to others.

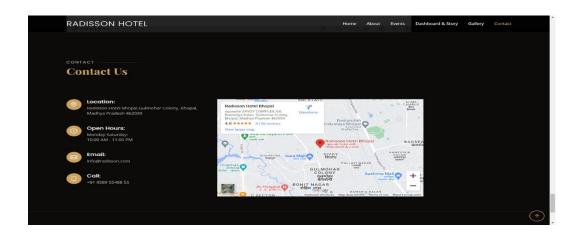
Publishing dashboard and reports to tableau public

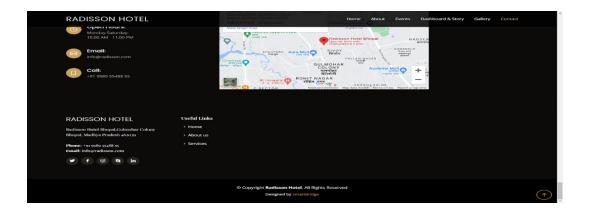
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Step 1: Go to Dashboard/story, click on share button on the top ribbon

Step 2: Once you click on connect it will ask you for tableau public user name and password







Milestone 9: Project Demonstration & Documentation

Project deliverables to be submitted along with other deliverables

Activity 1: Record Explanation Video For Project End

To End Solution

Record explanation Video for project end to end solution

Activity 2: Project Documentation-Step By Step Project Development Procedure

Create document as per the template provided