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**Hotel Management Software Development Project**

**[Deliverable 2: Business domain/environment,   
& client questionnaire]**

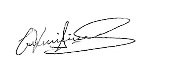
**SEPTEMBER 26th, 2022**

**Client Information :   
Hôtel Manoir Ramezay – Vivian (Proprietor)**   
*492, rue Claude de Ramezay (Route 227),   
Marieville (Québec) J3M 1J6*  
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**CERTIFICATIONS**:

I, Red Team LEADER, **Gerasimos Vlassopoulos # 2295049**, certify that I have contributed to this deliverable.

Signature:  Date: 2022-09-26

I, Red Team MEMBER, **Li Yu # 2295012**, certify that I have contributed to this deliverable.

Signature: Schematic

Description automatically generated with low confidence Date: 2022-09-26

I, Red Team MEMBER, **Patrick Larocque # 0879202**, certify that I have contributed to this deliverable.

Signature: Diagram

Description automatically generated Date: 2022-09-26

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I, Red Team MEMBER, **Chi-Tao Li # 9730157**, certify that I have contributed to this deliverable.

Signature:  Date: 2022-09-26

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**I. Statement of Prior Work**

The work herein is possible in part due cumulative learning assignments and projects undertaken in the past, as part of the team’s Software Development curriculum. As such, some of the ideas or technical skills used in this project originate partially from prior work. The table below lists past projects undertaken by members of the Red Team, which may contribute in part to elements found in the scope of this project.

|  |  |  |
| --- | --- | --- |
| Past Projects | Tools Used | Contributor(s) |
| Mock-ups for personal websites, Application Dev 1 | Adobe Photoshop, Cava, Figma | All membres |
| Simulation Program | Java and Java Swing | Chi-Tao Li |
| Car Rental System | MS SQL Server | All members |
| Inventory Management System | Apache Derby Database, Java, and Java Swing | Patrick Larocque |
| Issue Tacker | C#, Google API, .NET, Firebase | Patrick Larocque |
| Added Prior Works  used for this deliverable | Tools Used | Contributor(s) |
| Deliverable 1 Report | MS Word, Instagantt.com (for Gantt Chart) | All members |
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**II. Introduction**

This document is the second deliverable in a series of documents aimed at the assessment and diagnosis of business problems affecting a potential sponsor. The red team introduced Manoir Ramezay as that sponsor. The red team made a preliminary statement about Manoir Ramezay’s business problems, based on the information available at the time, which deliverable two will attempt to build on.

**III. Executive Overview**

The following document outlines the red team’s research activities with respects to Manoir Ramezay’s business domain and business environment. The reader will also find a summarized client profile, and a preliminary assessment of the business problems affecting Manoir Ramezay, as they are currently understood, and considering the research conducted thus far. To conclude, this report will outline a series of business specific questions, for which the team’s research activities did not yield satisfactory answers. The purpose of these questions is to gain a better understanding of the specific business processes in place at Manoir Ramezay.

Business domain research was conducted to better contextualize the business processes at Manoir Ramezay. Furthermore, the red team sought to better understand the trends and standard practices present in the hotel industry. Business environment research was conducted such that the red team may better understand how Manoir Ramezay has positioned itself in relation to the rest of the industry, its competitors, and the local market. In this section, the reader will find specific details and facts about the business, along with relevant information about the world in which the business operates. Following this section, the reader will find an updated client profile, describing the staff’s general computer literacy and confidence with respects to IT systems. This section assures that any proposed business solutions are well suited to the staff that run Manoir Ramezay.

Afterwards, the reader will find an updated statement on the business problems affecting the business, considering the research conducted. Finally, the document will conclude with open questions and a questionnaire. These questions are aimed at uncovering the specific, day-to-day operations at Manoir Ramezay, such that the red team may refine its understanding of the problems the business is facing, along with what processes may or may not contributing be contributing factors. Along with business domain and environment research, which contextualizes business operations and informs the team’s open questions, the red team hopes that understanding the business processes, information systems, and staff at Manoir Ramezay will allow for a better diagnosis of the business problems and prototype solutions.

**IV. Summary Description of the Client**

Manoir Ramezay is a 3-star hotel located in Marieville that owners bought it 4 years ago. This is the first time that owners manage the hotel business. They are of Chinese ethnicity, and they immigrated from China to Canada with their two children. During the four years they have been operating the hotel, their business is getting better.

The hotel has their own website. The website includes features typical for a hotel business, including a landing page which introduces the hotel along with images of its amenities,

pages that describe the services offered. Guests can make a reservation through their website, as well as the third party platforms, namely Expedia, Booking.com and AirBnB.

Their primary method of bookkeeping is to keep a record of reservations inside of a physical ledger, which is updated each time a booking in made through any of the various booking channels. They may also print booking confirmations they receive via email, for the purpose of bookkeeping. Moreover, they have not modified the website, other than for the purposes of COVID updates, and much of the management practices have remained unchanged.

Regarding computer skills, both owners and their staff have working knowledge of Microsoft’s Office suite, along with a basic understanding of navigating the web, and using email services. Management has expressed a willingness to learn any new software tools, should it help them operate their business and solve their current business problems. Their business has grown since it was acquired, and the staff at Manoir Ramezay has voiced their desire to improve and modernize their management systems to solve the business problems they see themselves facing.

**V. Description of the Business Problem**

The hotel doesn’t have an efficient system in place to keep track room availability across all their booking channels. When a room is booking through one of their platforms, front-desk staff must update a physical ledger or print out a confirmation from a third-party platform. Front desk staff must then manually change the room’s availabilities across all other platforms to avoid duplicate bookings and to reflect the actual availabilities. This is a very inefficient process, especially when the hotel is busy, during the summer months. The front-desk staff is often preoccupied with assisting on-site clients and fulfilling requests, so much so that they are unable to keep up with the current methods of data entry. The potential for double bookings, and overworked front-desk staff may lead to a poor experience for the client, leading them to choose another establishment in the future. Moreover, if a repeat client returns to the hotel to book a room, the front-desk staff must reference the physical ledger or paperwork to find their personal information or preferences (if any were noted). This often leads to the client having to repeat much of the same information that was given during prior visits.

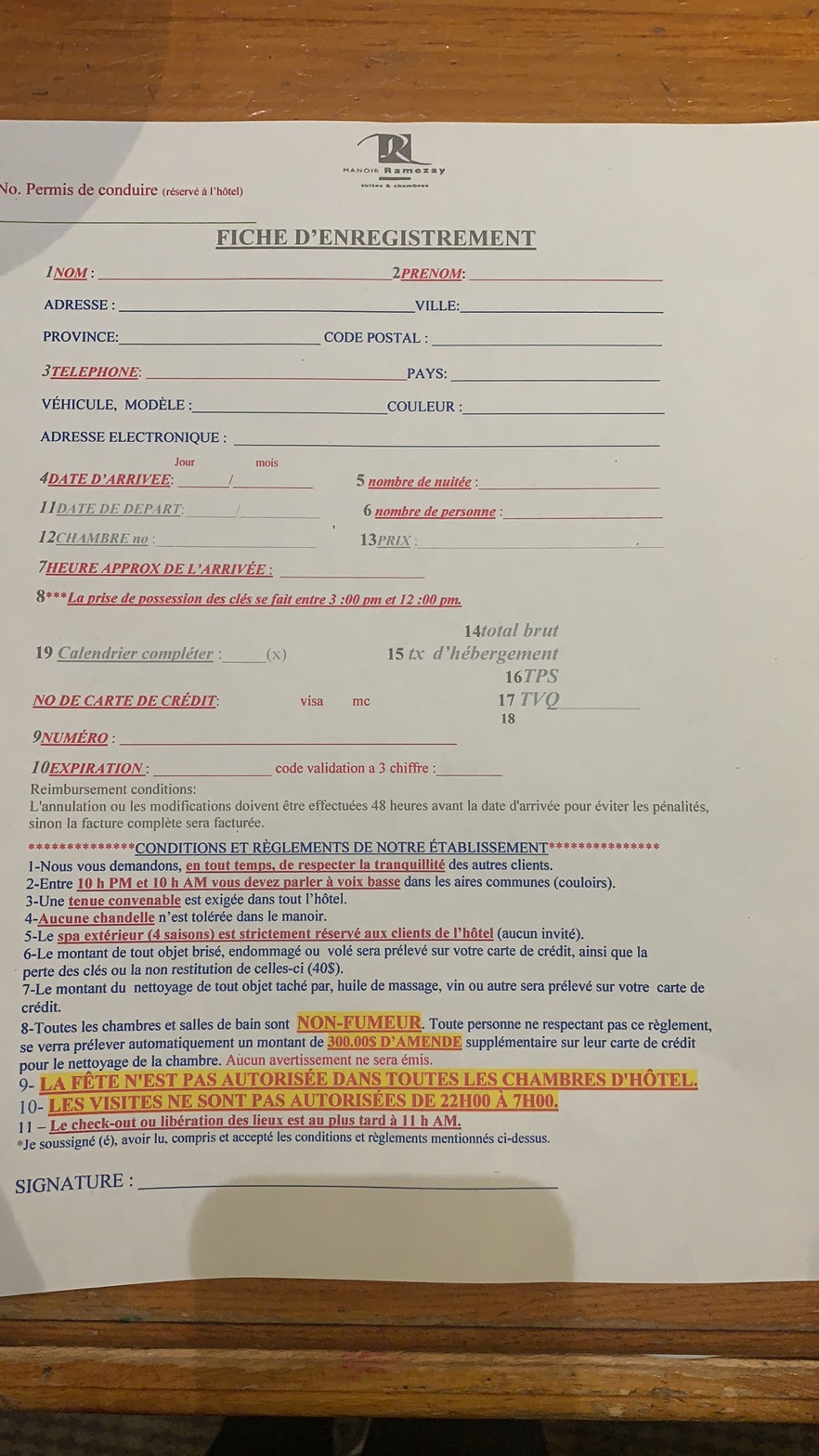
As it stands, the current business problem has to do with efficient booking management. The current process is inefficient, leading to inaccurate room tallies, overworked front-desk staff, an inability to answer client questions and the potential for a poor client experience as a result. Writing down all guests’ information on paper is a slow and error prone process and appears to be a pain point with respects to the hotel’s day to day operations. Front-desk employees need to be able to quickly verify guest’s personal information for the check-in and check-out process to be as seamless as possible. Booking and client information is spread across many tools and platforms, each needing to be cross-referenced every time a booking is made. This creates a bottle-neck for the business, if it wishes to continue growing.

**VI. Narrative Description of the Present Information System**

**VII. Appendix 1 - Use Cases**

**VIII. Appendix 2 - Use Cases Templates**

1. **Appendix 3 - UML Diagrams**
2. **Appendix 4 - Class Diagram**
3. **Appendix 5 - State Chart Diagram**
4. **Appendix 6 - Copies of Forms/Screenshots**

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