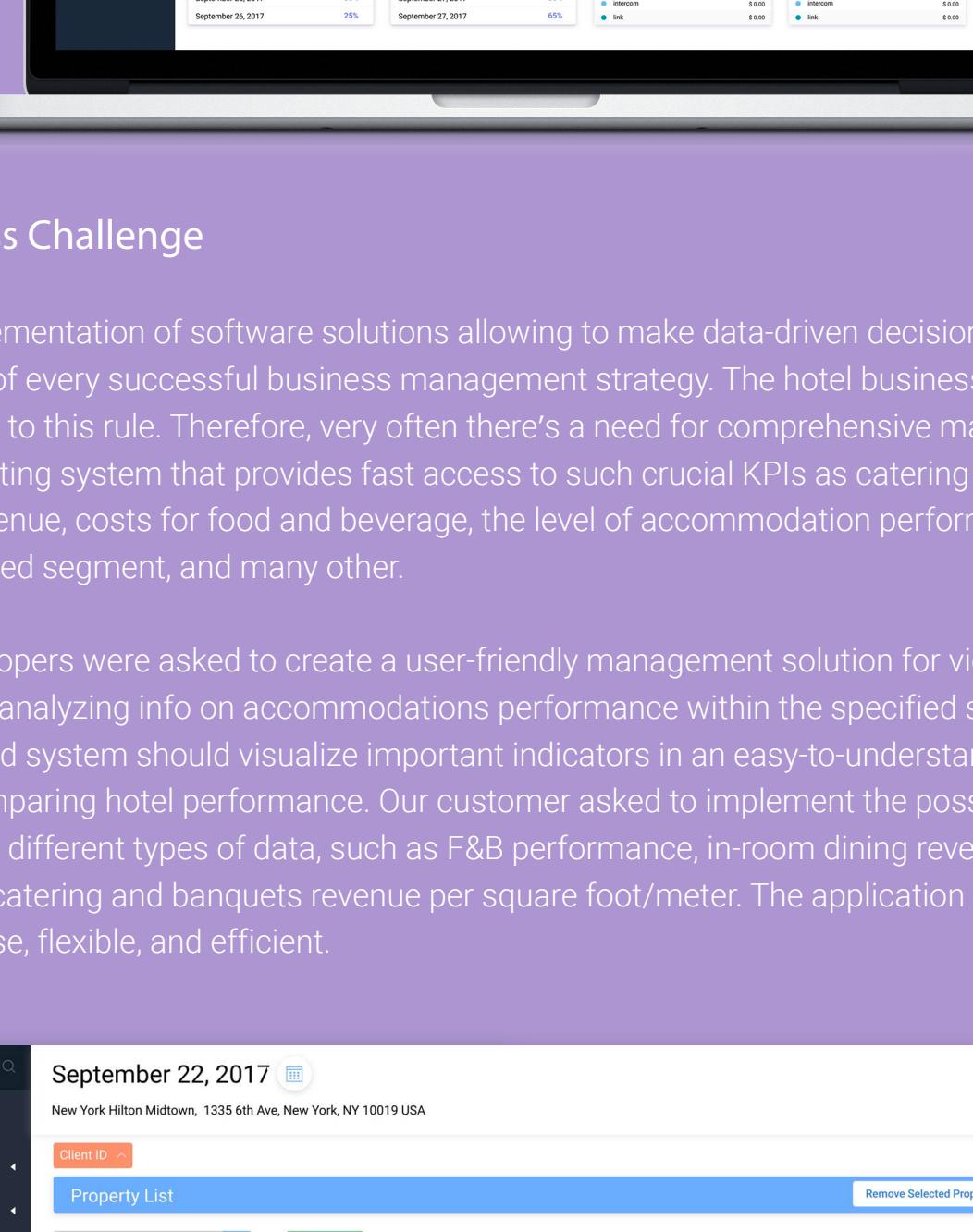


Hotel Performance Management System

A user-friendly and effective system for managing and analyzing info on accommodations performance within the specified segment. The hotel performance management application allows managers to visualize the available data to simplify the analysis and its comparison with indicators across the local market.



Business Challenge

The implementation of software solutions allowing to make data-driven decisions is an integral part of every successful business management strategy. The hotel business is not an exception to this rule. Therefore, very often there's a need for comprehensive management and reporting system that provides fast access to such crucial KPIs as catering and banquets revenue, costs for food and beverage, the level of accommodation performance within the selected segment, and many other.

Our developers were asked to create a user-friendly management solution for viewing, visualizing and analyzing info on accommodations performance within the specified segment. The web-based system should visualize important indicators in an easy-to-understand way and allow comparing hotel performance. Our customer asked to implement the possibility to work with different types of data, such as F&B performance, in-room dining revenue per room, or catering and banquets revenue per square foot/meter. The application should be easy to use, flexible, and efficient.

Property List										
#	ID	Hotel	Rooms	Open Date	Affiliation	Operation	City	St/Prov	Contry	
✓ 91	33129	New York Hilton Midtown	98	Apr 1955	New York Hilton	Franchise	Rockville	New York	United States	
✓ 100	15258	New York Hilton	99	May 1965	New York Hilton	Franchise	Rockville	New York	United States	
✓ 102	56824	Royalton Park Avenue	105	Apr 1948	New York Hilton	Franchise	Rockville	New York	United States	
✓ 150	25698	New York Hilton Midtown	96	Nov 1985	New York Hilton	Franchise	Rockville	New York	United States	
✓ 191	45682	New York Hilton	58	Apr 1944	New York Hilton	Franchise	Rockville	New York	United States	
✓ 201	33129	New York Hilton Midtown	101	Nov 1989	New York Hilton	Franchise	Rockville	New York	United States	
✓ 521	54892	Royalton Park Avenue	102	Jul 1978	New York Hilton	Franchise	Rockville	New York	United States	
✓ 291	34599	InterContinental New York Times Square	106	May 1978	New York Hilton	Franchise	Rockville	New York	United States	
✓ 381	87756	The Knickerbocker Hotel	108	Apr 1964	New York Hilton	Franchise	Rockville	New York	United States	
✓ 322	35523	New York Hilton Midtown	115	Jul 1984	New York Hilton	Franchise	Rockville	New York	United States	
✓ 295	54989	New York Hilton	112	Apr 1970	New York Hilton	Franchise	Rockville	New York	United States	
✓ 321	33465	New York Hilton Midtown	157	May 1969	New York Hilton	Franchise	Rockville	New York	United States	
✓ 451	57954	New York Hilton Midtown	44	Apr 1965	New York Hilton	Franchise	Rockville	New York	United States	
✓ 325	16594	New York Hilton	35	Nov 1987	New York Hilton	Franchise	Rockville	New York	United States	
✓ 94	15879	New York Hilton Midtown	65	May 1965	New York Hilton	Franchise	Rockville	New York	United States	
✓ 922	31649	The Knickerbocker Hotel	95	Nov 1983	New York Hilton	Franchise	Rockville	New York	United States	
✓ 551	54845	New York Hilton	58	Apr 1964	New York Hilton	Franchise	Rockville	New York	United States	
✓ 951	14941	New York Hilton Midtown	65	May 1984	New York Hilton	Franchise	Rockville	New York	United States	
✓ 929	15798	New York Hilton Midtown	98	Jul 1969	New York Hilton	Franchise	Rockville	New York	United States	

Solution

XB Software's developers have created a comprehensive hotel management system that allows representing data on hotels performance in an easy-to-read way. Our deep expertise in data management and visualization software development allowed us to create a user-friendly and efficient app. This system provides monthly reports that benchmark the business operations of a given hotel against its competitive aggregate and other companies on the local market. You can compare the F&B performance of your hotel to the aggregate performance of your chosen competitive set. Our performance management system provides a visual representation of KPIs related to Catering & Banquets, Food & Beverage, and In-dining Room.

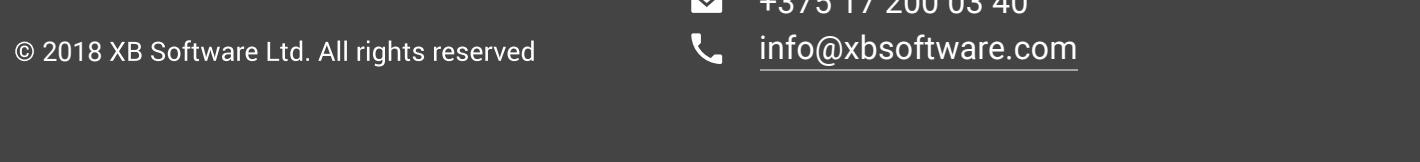
All important info used by our performance management system is completely secured and available only to data providers. We made our best to ensure that individual proprietary information is never shared with any third parties.

F&B Survey is a part of our system that allows hotel management to simplify the monitoring of Food & Beverage performance. It allows creating visual reports on:

- Catering and banquets revenue per square foot/meter
- Venue revenue per seat
- In-Room dining revenue per room
- Total Food and Beverage revenue per room

Using this monitoring and management system, you can compare your performance against the local market. You can track how your performance changes from year to year thanks to 18 month of historical data available. A year-to-year comparison will help to define if your management strategy is right or not. Also, monthly reports can be exported in Excel format.

To create a neat and intuitive user interface, we used the Webix JavaScript library. Highcharts, a library of interactive JavaScript charts, was used for data visualization. For the back end part of our system, we used Node.js.



Customer

A company from the US with substantial experience in global data benchmarking, analytics and marketplace insights.

Applied Technologies

Our Role in Client's Success

Our experience in developing such apps as an online hotel reservation system allowed us to create a comprehensive web-based hotel performance management application. Users can review KPIs represented as a set of charts and compare them with other hotels.

Our solution allows managers to:

- Review performance indicators compared to the aggregated performance of a competitive set defined by a user
- Select additional competitive sets
- Display KPIs related to a particular category: F&B, Catering & Banquets, etc.
- Review year-on-year percentage change and index
- Benchmark performance against the local market
- Export reports in Excel

Customer

A company from the US with substantial experience in global data benchmarking, analytics and marketplace insights.

Thanks for watching!

Visit <https://xbsoftware.com/>

© 2018 XB Software Ltd. All rights reserved

3a Kollektornaya Street, Minsk 220004, Belarus

+375 17 200 03 40

info@xbsoftware.com