

Profitability Tool ©

Software Documentation



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Profitability Tool is a VB.NET Desktop Application that imports daily bookings information and store them. Profitability Tool mainly aims to:

- Settle the margin profitability for **Meeting Point** (*difference between purchase & sales price*).
- Settle the calculations deficit between **Meeting Point** and the **Tour Operators**.

Installation

1. The [SQL database](#) needs to be hosted into SQL Server. A full database schema is included [here](#).
2. Copy the files in Debug Folder into the client machines.
3. Create a shortcut to the executive file **Profitability_Tool.exe** into the user desktops.
4. Run the executive file **Profitability_Tool.exe** or the shortcut referring to it.

Application Running

Once you open the **Profitability Tool** the following happens:

- A login screen shows up.



- When logged-in, the application main screen shows:

Ref	Hotel Code	Hotel Name	Country	GWGST	BookingStatus	Purchase	Purchase Pri	Sales Cur	Sales Price	GWG Handl	Margin	Difference	Currency	Net Rate	Net Rate	Check Hotel	Company Gr	Booking Date	Travel
		Hotel LABR...	GR	Ok	New	EUR		EUR		0.00		0.00	EUR		12.50		Big DE	16/09/2019	15/08
		Hotel LABR...	GR	OK	New	EUR		EUR		0.00		0.00	EUR		5.00		Big DE	27/01/2020	17/10
		Hotel LABR...	GR	OK	New	EUR		EUR		0.00		0.00	EUR		5.00		Big DE	27/01/2020	07/05
		Hotel Herso...	GR	Ok	New	EUR		EUR		0.00		0.00	EUR		5.00		Big DE	28/01/2020	15/09
		Hotel Armin...	GR	Ok	New	USD		EUR		0.00		0.00	EUR		5.00		Big DE	06/11/2019	04/08
5							5135.6		5170.64	0		0		5170.64	32.5				

Logged as: ADMIN Login time: 02:01

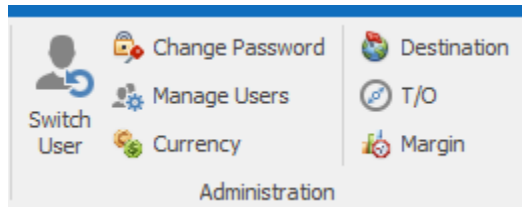
User Permissions

There are four different user profiles with different authority levels:

- Admin:** A user profile with the highest permission levels, and aimed to manage user accounts, and modify bookings.
- RS (Red Sea):** A user profile with permissions to **import & edit** booking entries.
- DMC:** A user profile with no permissions to **edit** bookings data, and with permissions to **create comments** and to change the bookings status to:
 - Fixed DMC
 - Pending DMC
 - Pending T/O
- TO (Tour Operator):** A user profile with no permissions to **edit** bookings data, and with permissions to **create comments** and to change the bookings status to:
 - Fixed T/O
 - Pending DMC
 - Pending T/O

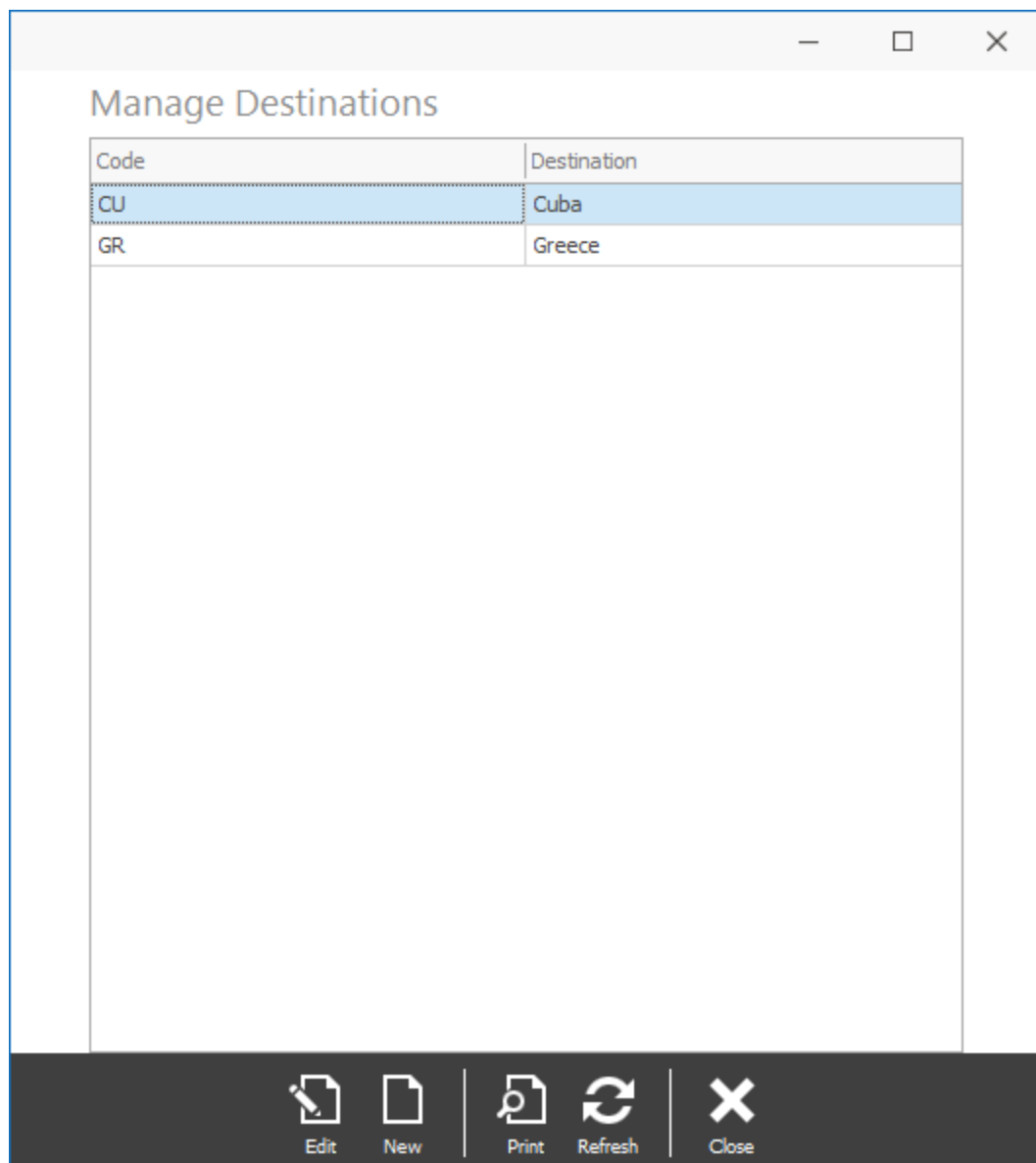
Note: You can change user permission level any time.

Pre-Configurations

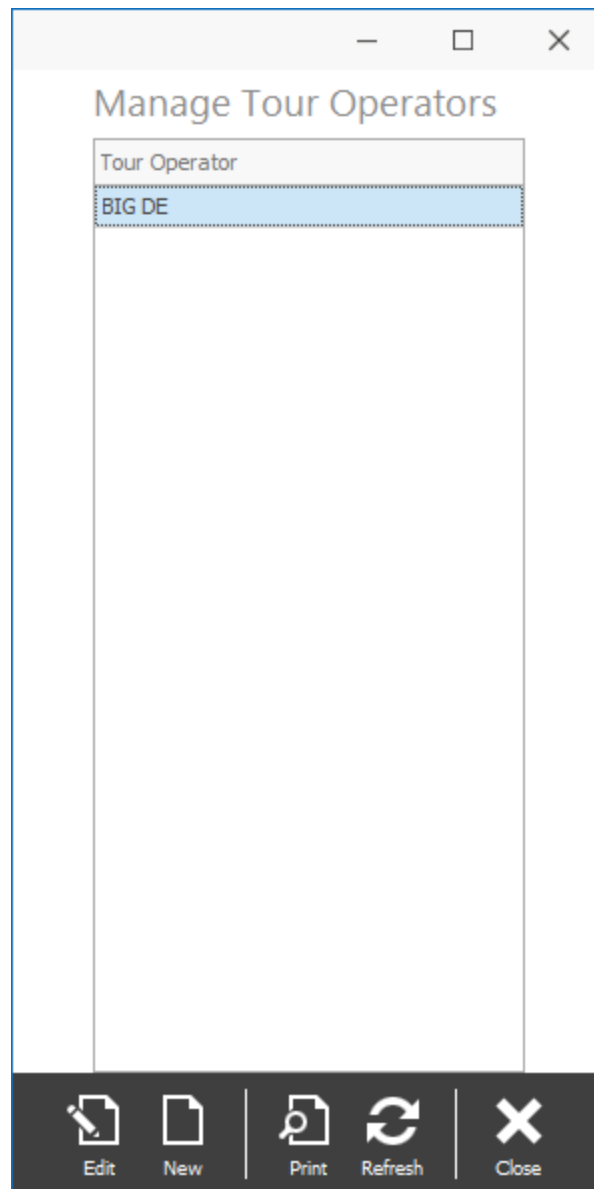


In order to have **Profitability Tool** running properly, you need to configure the below:

- **Destinations:** You can find it in the **Destination** button in **Administration** ribbon group. Every destination should be defined as 2 Letter code and full destination name (e.g. Code: "EG", Destination: "Egypt").



- **Tour Operators:** You can find it in the **T/O** button in **Administration** ribbon group.



- **Currency Exchange:** You can find it in the **Currency** button in **Administration** ribbon group. Every Currency can be defined with multiple rates based on travel dates.

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Currency Exchange

Currency	Rate	Date	User
EUR	1.0000	26/02/2006	HRGWZA
BNA	1.0000	26/02/2017	HRGWZA
USD	1.0200	14/05/2019	RS

⊖

 Delete

✎

 Edit

📄

 New

🖨

 Print

↺

 Refresh

✕


 Close


- **Margins:** You can find it in the **Margin** button in **Administration** ribbon group. The margin includes the acceptable margin difference range between the purchase price and sales price, also the acceptable calculation discrepancy range between the **DMC** sales calculation and the **Tour Operator** cost calculation. The margin should be defined against each destination and tour operator.


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Manage Margin


Destination	T/O	Mar. From	Mar. To	Diff. From	Diff. To	Date
Greece	BIG DE	0	5	0	10	26/02/2020


Delete

Edit

New

Print

Refresh

Close

- **Users Visibility** To be more secured every single user needs to be granted permission to see which destination and which tour operator. In order to set that, use **Manage Users** button in **Administration** ribbon group, select the respective user, and then press button **Options**.

The screenshot shows a web application window titled "Manage Users". It contains a table with user information and an overlaying "User Options" dialog box.

Username	Full Name	E-Mail	Authority	Active
ADMIN	Administrator	admin@fti.de	Admin	<input checked="" type="checkbox"/>
DMC	Meeting Point	mp@fti.de	DMC	<input checked="" type="checkbox"/>
				<input checked="" type="checkbox"/>
				<input checked="" type="checkbox"/>
				<input type="checkbox"/>
				<input checked="" type="checkbox"/>
				<input checked="" type="checkbox"/>
				<input checked="" type="checkbox"/>
				<input checked="" type="checkbox"/>

The "User Options" dialog box is open, showing two columns of permissions:

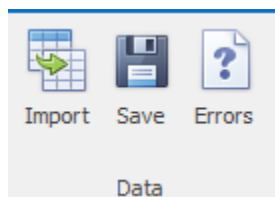
- ☐ CU
- ☒ GR
- ☒ BIG DE

At the bottom of the dialog box are "Save" and "Cancel" buttons. Below the dialog box, a toolbar contains icons for "Options", "Edit", "New", "Print", "Reset", and "Close".

Select the user valid destinations & Tour Operators, and **Save**.

Application Operations

Importing New Bookings



1. Open the Excel report of the daily bookings, select all rows except for the header, and copy.
2. Go to **Profitability Tool** and press button **Import** in **Data** ribbon group.
3. Remove any undesired rows by selecting them, and pressing Del key.
4. Save the imported bookings, by clicking **Save** button in **Data** ribbon group. Make sure that there is no error message pops up, if so, please contact us.
5. Check if any bookings have missing parameters by clicking on **Errors** button in **Data** ribbon group. If any bookings appear, you can open every booking, and check the error log.

A screenshot of a web application window titled 'Booking# 4033400'. The window has a header bar with a logo and standard window controls. Below the header, there are two tabs: 'INFORMATION' (selected) and 'DISPUTES'. The 'INFORMATION' tab contains several input fields and dropdown menus. The 'Calculation' sub-tab is also visible, showing numerical values for purchase price, margin, difference, sales price, and net rate. At the bottom of the window, there is a dark bar with four icons: an envelope (Mail), a floppy disk (Save), a circular arrow (Reset Changes), and an 'X' (Close).

Booking# 4033400			
INFORMATION		DISPUTES	
Hotel Code	RHO651		
Hotel Name	Hotel LABRANDA Blue Bay Resort		
Hotel Country	GR	GWG Status	OK
Hotel Check		Booking Status	New
Calculation Other Info Log			
Purchase Price:	1237.6	Sales Price:	1237.6
Margin:	0	Net Rate:	1237.6
Difference:	0		
Junk:	NO		
Cancelled:	NO		
Excessive:	NO		
Negative:	NO		
Mismatching:	NO		
Error:	OK		

- Fix the missing parameters, and resave the bookings again in order to recalculate those errors with the new parameters.
- You can edit a saved booking by double-clicking it, change the data, and **save**.

Showing Saved Data

After saving the booking, they are automatically categorized as:

- Junk:** Junk bookings are those that have one of the following criteria:
 - Status = "BNA", or "OnR".
 - MarginCheck = "Option".
 - NetRateHotelTC < 1
 - HotelName contains "rundreise", "circuit", or "roulette".
- Canceled:** Cancelled bookings are those that have status as "CNX".
- Matching:** Matching bookings are those that fulfill all matching parameters.
- Deficit:** Deficit bookings are those that don't fulfil one or more of the matching parameters.

Those are the matching parameters:

- No negative margin:** Sales price is higher than the purchase price.
- No excessive margin:** The difference between the sales price and purchase price is within the range of the respective margin range.
- No mismatch:** The difference between the DMC sales price and the tour operator cost price is within the range of the respective margin range.

Filtering the Bookings:

You can select the desired bookings category by selecting the following:

- Select the target destination.
- Select travel date from/to.
- Click on the respective category button (Junk, Canceled, Matching, Deficit). Then the bookings show up in **Profitability Tool** grid. You can set further advanced filtrations using the grid powerful interactive filtration options. The grid has the below options:

- **Find:** You can search for any part in any column by pressing **CTRL + F**.
- **Filter:** You can add a filter to any column by hovering over the column header, the filter symbol will appear, click on it, and set the desired filter criteria.
- **Grouping:** You can group the rows against any desired column(s), and on multiple levels. This can be done by selecting the header of the desired column, then *drag & drop* it into the upper part of the grid (*group panel*).
- **Sorting:** You can sort the rows by clicking on the desired column header. You can sort from *Ascending* to *Descending* or vice versa by repeating the mouse click.
- **Rearranging Columns:** Drag the column headers into the desired order.
- **Show/Hide Columns:** You can hide any column by dragging its header away from the grid. To show it again, right-click on any column header, and select **Column Chooser** a window will appear with all the hidden columns, double-click in the desired column you want to show.

Changing Booking(s) Status

After showing the desired category, and applying the needed filtrations, you can change the booking(s) status by:

- Double-Click on the selected booking if a single selection.
- Pressing **Enter** key if bulk selection.

Booking# 4033400

INFORMATION DISPUTES

New Comment

Add New Comment

Status:

Comment:

Calculation:

SAVE CANCEL

Record [1 of 1]

Status:	PENDING T/O
Date:	16/05/2020 02:10
Comment:	please correct the cost price
Calculation:	10*7*2
User:	ADMIN
	140.00

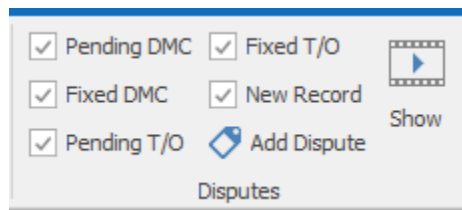
Then the comments/disputes window shows. In this window, you can see the older disputes and comments thread, and you can also create a new comment by following the below steps:

1. Click on button **New Comment**.
2. Change the desired status.
3. Insert your comment. *(the smart tool can also detect if you type any calculation and inputs its result into the calculation field)*
4. Optionally input a suggested rate, or leave it blank.
5. Press **Save**.

Different Booking Status:

- **Pending DMC:** The booking needs to be settled by **Meeting Point**.
- **Fixed DMC:** **Meeting Point** has settled the booking.
- **Pending Tour Operator:** The booking needs to be settled by the **Tour Operator**.
- **Fixed Tour Operator:** **The Tour Operator** has settled the booking.

Working with Bookings in Dispute



Each DMC or Tour Operator can see its own disputed bookings only (*Fixed and Pending*), and handle them by changing the status again.

Note: The main purpose is to eventually have all the deficit bookings as fixed either by DMC or by T/O.

Requirements

- Supported Operating Systems:
 - Windows 10.
 - Windows 7 Service Pack 1.
 - Windows 8, Windows 8.1.
 - Windows Server 2008 R2 SP1.
 - Windows Server 2008 Service Pack 2.
 - Windows Server 2012.
 - Windows Server 2012 R2.
 - Windows Vista Service Pack 2
- .NET Framework v4.5.2 or higher installed on the client machines.
- 1 GHz or faster processor.
- 512 MB of RAM or more.
- 4.5 GB of available hard disk space (x86) or more.
- 4.5 GB of available hard disk space (x64) or more.
- For maintenance a [DevExpress WinForms](#) is needed & [VS.NET](#).

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