

Travelopia

HS integration proposal

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Revisions

Revision	Date	Author	Change
V1.0	13 Apr 2017	Tom/Igor	Initial draft
V1.1	13 Apr 2018	Tom/Igor	Reformatting and key stages
V1.2	16 Apr 2018	Steve/Tom	Completion of draft

Executive summary

This document provides the roadmap in order to achieve the goal of HubSpot integration with the backend databases Neptune and Triton. The document provides detail on the steps required, and the results from the field analysis executed during since 5th March.

Proposal summary:

- The initial phase has focused on understanding the scope of what is required, including a complete understanding of the fields and databases involved, and the effort needed in order to reach the goal
- The resultant development required, after analysis and preparation, is relatively small and measurable in weeks
- Producing the technical specifications which describe exactly how to implement the data in a consistent and scalable fashion are dominant in the next phase
- The overall estimate is around 8 months of work
- The process is split into 8 key stages, each of which will have agreed, clearly defined outputs. Testing is therefore built in to the entire process.
- Detailed technical documentation (field mappings, API data fields and so forth) are a key output of the initial stages, and not of this initial discovery phase
- Overall cost circa £50k

Key decisions and findings

- We will continue with the principle of having stage tables. They will be augmented, not replaced or removed.
- There will be a new stage database which will provide the data interface into HubSpot.
- The last month has focused intensively on discovery of the fields that are involved and initial guidance on how to implement them.
- 80% of this project will relate to defining fields, calculations and definitions.
- At least one HubSpot user must be involved at various points during this project.
- Pseudo descriptions of derived fields will be written allowing sign off prior to development commencing
- The design of the stages allows for additional developer support to speed the process, perhaps removing one to two months from the overall implementation time.

Overview of the current state

The current system is set to export Customers to HubSpot. It is a complex solution which includes several phases. The most important thing is that export is done completely separately from live databases. It is done from stage databases. There are three stage databases:

- Celerity marine stage
- Triton stage
- Neptune stage

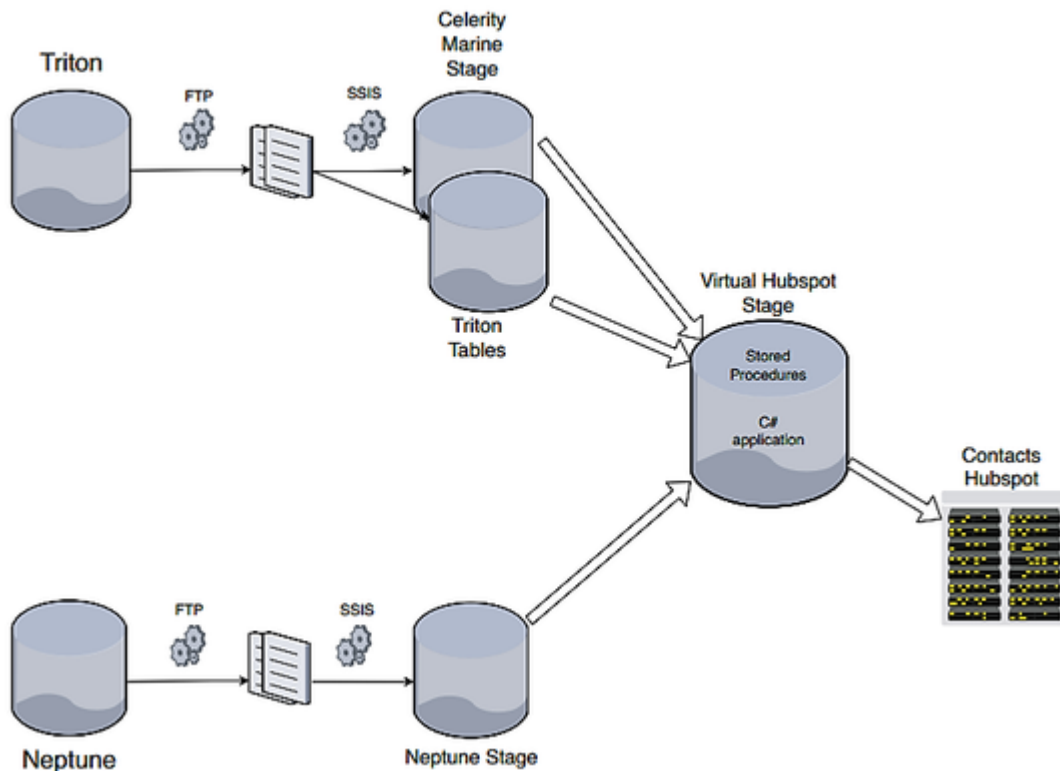


Fig 1 - Current system state

In these databases, as shown in Fig 1, some tables are calculated, cleaned and prepared for export. Other tables are an exact copy (mirror) of live database tables. Data is the same as in Live and copied periodically into the staging databases.. There is a cron job every day that is responsible for updating these tables. One clear decision here is that we strongly advise keeping this source, and not replacing it which was an option early in the project. Using Staging maintains the principles currently in place, but will imply that some database updates will need to be updated in order to feed Stage with newly identified fields. It is well known that the current database contains data considered inconsistent or "dirty", and that even seasoned analysts can struggle to explain where data actually comes from. The aim of the first phase has been to uncover the unknowns and present a coherent strategy for implementing the overall requirements.

Requirements

The key objective of this project is to ascertain the effort required to complete the HubSpot integration.

Requirements were provided by client in the context of "Objective 7":

- Scope to include delta quotes and bookings data from both res systems, Neptune and Triton.
- Data feed for delta quotes and bookings shall be provided to a new Hubspot API (Deals API) as frequently as possible.
 - Delays of an hour or 30 minutes will require manual tracking, which will not benefit the sales teams (expected beneficiaries).
- Quotes that become bookings should be re-categorized in the correct pipeline stage.
 - Quotes that become bookings should NOT be duplicated as bookings.
- Data feed API should not bring through any duplicate quotes/bookings to Deals API
- Quotes in interim pipeline stages should be reclassified/moved to the "lost lead" category after x amount of time.
 - Amount of time is TBD by sales feedback
 - Amount of time must be changeable.
- Solution team shall provide updated documentation of the feed so that business has reference materials to work with for future needs.

Feed documentation may include items such as:

 - Field mappings (Triton/Boxi/Hubspot/Feed parameters)
 - Diagrams
 - Timings
 - Specifications
 - Deals portal shall be connected to the Contact record within Hubspot.

Statement of required work

This initial discovery phase has allowed us to understand the scope of fields required, databases implicated and the expected tasks for the next phase of this project. Each phase is a sign-off stage and will deliver outputs and assets that can be tested and checked by Travelopia. It is our intention to uncover issues early and not wait until the end of the project in order to gain acceptance. Therefore each phase will begin with a brief agreement on acceptance criteria.

Nr.	Task	Description	Estimated effort
1.	Analyzing database	<p>During the first phase we have reviewed all databases. The next step will require us to run through all fields and define them properly. All fields will be marked as:</p> <ul style="list-style-type: none"> • Original - Hubspot field is exact copy from database. Almost no additional work is expected to be required here. • Calculated - This field must be calculated e.g. conversion from pound to euro. Most of calculated field will be numeric and will be connected to price, currencies or anything connected with deals and monetary values. • Derived - These fields will be mostly text but will be derived from one or several fields like Deal Name or Booking Office Location. For these fields we will probably use lookup tables that already exists in databases or that we will create for Deal purposes. • Other rules - Some rules won't be covered by those 3 types and will be identified here. <p>We will be seeking agreement with HubSpot users on the above fields, to agree what is required and what is not. This implies various meetings either remotely or on-site in order to establish this.</p>	12 - 14 weeks
2.	Staging update - Deals data	<p>This is a key stage. This step implies total separation of any work Sentinel is doing and the live environment itself.</p> <p>It was agreed with Adrian that it would be best that someone from Travelopia do this or that must be done together with Travelopia team. We will:</p> <ul style="list-style-type: none"> • define fields we need • Travelopia team either alone or with Sentinel will update Staging databases with all necessary tables and columns. This way of using stage as source we are able to maintain the current state and avoid un-necessary cost. • create a stage buffer - Ensure Stage updates are done from Live, avoiding any requirement to leech data from a live environment which would ensure data volume scalability as business grows, and protect the system from any updates to the live systems. <p>The Travelopia team have best knowledge of Live environments and processes that are in use today, in order to provide the nightly feeds from tables to Staging.</p>	2 weeks
3.	Mapping fields	<p>Mapping of all fields from our source with Hubspot fields to determine which of those go directly to Hubspot and which need to be Calculated or Derived. This is not same proces as in part one although is partially addressed in that phase, hence the relatively low amount of time required.</p>	2 weeks
4.	Pseudo implementation software of calculated and derived fields	<p>In this phase we'll determine how to <u>implement</u> the rules that were identified in Step 1. The output of this phase will be descriptions and diagrams on how to implement the complex calculated and derived fields. Other simpler fields do not require pseudo descriptions.</p>	1 - 2 weeks
5.	Software implementation of step 4	<p>In this phase we will extract all fields from previous phases, according to the output of the pseudo designs. All rules defined in previous phases will be programmed in this phase. Also the new Deal Stage database will be created and all necessary objects will be defined here. This will be preparation for Export process.</p>	6 weeks
6.	Export data prepared for Hubspot	<p>After the previous phase is done we will spend some time on testing of calculated data and after all tests pass we will export data and prepared them for Hubspot.</p>	4 weeks
7.	Programming and Export data to Hubspot	<p>This will be phase where we export all prepared data to Hubspot. After every previous phase is finished and tested (in previous phase) we will code actual export here and do some preliminary testing.</p>	2 weeks
8.	UAT - User Acceptance Testing	<p>Stakeholders check end-to-end data and confirm that the project has been completed</p>	n/a
TOTAL ESTIMATION			29 – 32 weeks

Overview of the "New state"

When work is completed the new architecture is expected to look like this. Note in particular how Hubspot data is in stage, completely isolated from any "upstream" data sources:

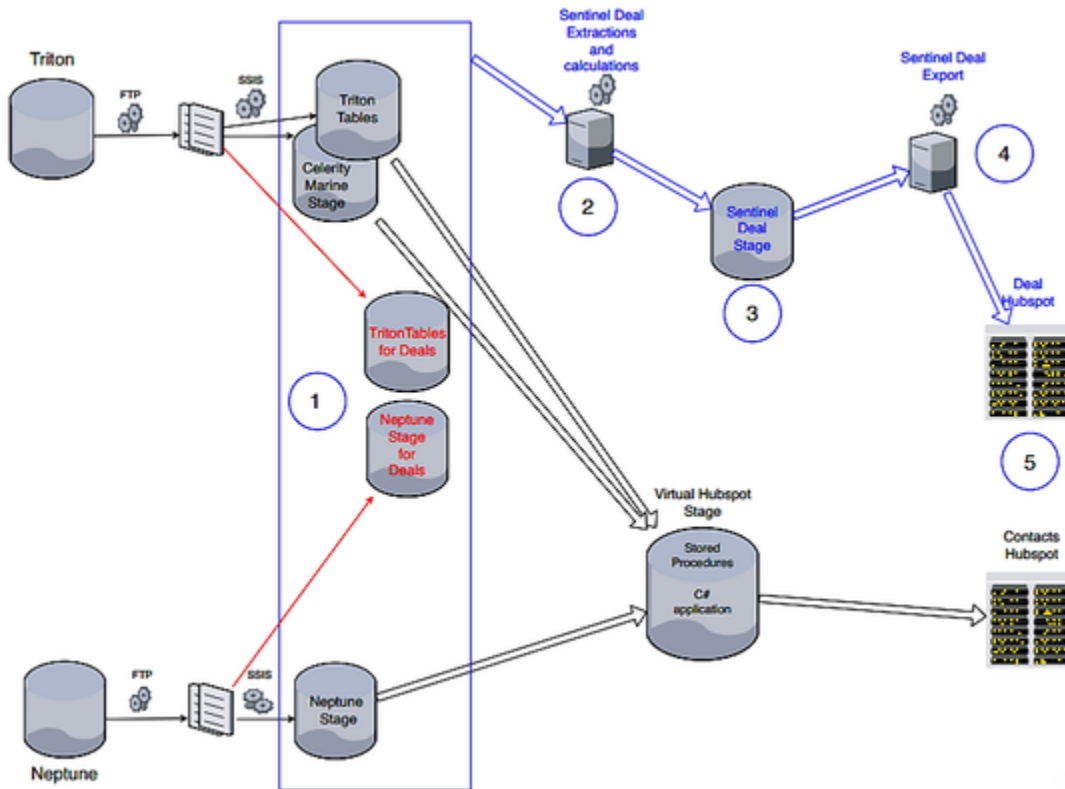


Fig 2 - New state

As indicated on Fig 2, the key stages are:

1. Stage servers will be updated with additional tables necessary for Deal export. It should be done same way as it is now done for Customers. We do not need any calculations here, just tables as they are on Live server since all calculations and derivations will be done "upstream", on pre-processor. In our opinion is not good practice to work directly with Live databases. Synchronization will be done regularly, such as once each night, and ensure that any excess load generated by high usage is isolated entirely from the live environment.
2. During pre-processing jobs, we will do all necessary calculations and derivations. As explained in the statement of work we will analyses databases, tables and data and make all rules necessary for this process. Data will be mapped to Sentinel Deal Stage classes and prepared for new database that will be created just for Deal export. This database will contain all data for Deal export.
3. As described, this implies a new stage database will be created for Deals. It is unlikely to be complex, since the aim with this project is to simplify the data for downstream use. One table here would be ideal allowing for simple exporting to HubSpot and, of course, any future systems that may wish to subscribe to this data source. This will depend on data complexity but our aim is to solve data calculations and derivations in the pre-processor.
4. The export process will be a simple API integration into Hubspot and is not expected to be a cron (regular) job. Instead it will be an API interface keeping HubSpot updated realtime with respect to the deal stage. Whenever stage is updated, data will be pushed to HubSpot
5. New Deal data will be stored in Hubspot. Naming conventions will respect Travelopia's naming in the upstream sytems, making future maintenance simpler and clarifying how data has been mapped.

Possible caveats

Risk	Impact	Mitigation
Statement Of Work - Stage 1 may reveal additional tables required for deal export	Minor additional time required	Start the phase with discussions directly with the HubSpot users, to ensure expectations are aligned on how fields will be presented
Statement Of Work - Stage 4 may reveal additional calculations	Minor additional time required	Frequent checks of Pseudo descriptions and designs with the Travelopia team
Calculations and derivations may reveal more data complexity than expected	Discussion and agreement needed	If a field becomes apparently over-complex, it is sidelined for discussion and agreement (to decide if its needed, or if data consistency in that field is paramount), so that the project can proceed
Development will occur over the summer period and key staff may not be available for sign-off	Project delay	Agree vacation schedule at the project start and plan key staff meetings and deliverable sign-off accordingly

Pricing

Task	Weeks	Rate/week	Total
Consultancy and development	32	£1,500	£48,000
Project management	5	£1,000	£5,000
Onsite costs/travel (total approx)*	4	£1,500	£6,000

* Not mandatory. Approximate all-inclusive cost based on recent on-site consultancy experience with Travelopia Crawley. To be agreed as and when required.

Notes

- Price does not include required VAT
- Suggested payment stages
 - Commencement: £10k
 - 7 subsequent monthly stages: £5k
 - Final payment upon final acceptance and calculated based on actual time required (capped at estimate)
- All deliveries relating to this work order subject to a 90 day warranty
- This document is governed by and is in accordance with any prior agreements that are currently in place between Travelopia and Sentinel Software Limited.

Appendices

Appendix 1 - Existing contact field analysis (Triton and Neptune)

Email	Original	
Client ID	Original	
Clean Client ID	Original	
Contact create date	Original	
Client Status	Original	
First Name	Original	
Last Name	Original	
Company Name	Original	
Last charter date	Original	
Loyalty flag	Original	
Preference	Original	Cancel from email
Preference	Original	Cancel from mail
Preference	Original	Cancel from brochure
Preference	Original	Cancel from telephone
Preference	Original	Cancel from SMS
Notes from contact record	Original	

Appendix 2 - Neptune field analysis and conclusions

Field	Staging field type	Notes
Deal Name	Derived	Derived from Last Name + Destination + BookingRef
Deal Stage	Derived	Multiple sources
Booking Reference Number	Original	
Clean Booking Reference Number	Derived	Remove 'TRT-S/M' from front of booking reference
BrandName	Original	
Product	Derived	From booking product flag
Primary Source Code	Original	
Secondary Source Code	Original	
Tertiary Source Code	Original	
Booking Office Location	Derived	Cleaned up from raw data
Sales Agent	Original	Should come direct from the data warehouse but we may need to use a lookup so the agent name's usable within hubSpot comms. "As is" in Triton is fine, can workflow where we need (then can make modifications without updating the lookups)
Status	Original	
Enquiry date	Original	
Confirm date	Original	
Booking date	Original	
Cancellation Date	Original	
Charter Start Date	Original	
Departure Date	Original	
Charter Start Base (destination)	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms
Charter End Date	Original	
Charter End Base	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms
Travel start date	Original	
Travel end date	Original	
Total Pax (# of passengers)	Original	
Total child pax	Possibly derived	If no existing field may need to be derived from passengers date of birth. Aged between 2 and 18 years
Total infant pax	Possibly derived	If no existing field may need to be derived from passengers date of birth. Aged between 0 and 2 years
Duration	Possibly derived	If no existing field then can be derived between charter start and end date
Boat name	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms

Boat type	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms
Hull type	Original	
Executive Reporting Region	Original	
Extras Duration	Possibly derived	If no existing field then cn be derived between extras start and end date
Travel start date (flights)	Original	From flight table
Travel end date (flights)	Original	From flight table
Signed contract (Paperwork) - flag?	Possibly derived	May need to be derived from contract table
Guest List (Paperwork) - flag?	Possibly derived	May need to be derived from passenger table
Resume - flag?	Possibly derived	May need to be derived from client table if sailing resume has been received
Quote price breakdown	Original	DELETE
Total Revenue	Original	Total price paid for the whole charter (boat & extras) by the customer
List Price	Original	List price of boat
NetFleet Revenue	Original	Price paid for the boat by the customer
Boat discount	Original	List price of boat minus price paid
Boat discount %	Derived	Boat discount divided by boat list price
Boat cost	Original	Cost of the boat to the business
Margin	Possibly derived	May not be possible to calculate. Don't spend a lot of time of this
Margin %	Possibly derived	May not be possible to calculate. Don't spend a lot of time of this
Price Paid	Original	DELETE
Extras list price	Derived	ADDITIONAL List price of Total extras
Extras discount	Derived	ADDITIONAL List price of Total extras minus Total extras price paid
Extras discount %	Derived	ADDITIONAL Total Extras discount divided by Total extras list price
Extras revenue	Derived	Total price of extras to customer
Taxes	Derived	Total price of taxes to customer
Amount Paid (to date)	Original	Total amount paid so far for this booking by the customer
Deposit paid date	Original	
Balance Remaining	Original	Total amount left to pay by the customer
Balance due date	Original	10 weeks before departure date
Profit	Derived	Total revenue of boat and extras minus total cost of boat and extras
Holds/Option - change name to Deal Status	Original	Specific list of values
Booking Notes	Derived	Any notes from the booking table for this booking
Invoice Notes	Derived	Any notes from the payment(?) table for this booking

Payment Status	Original	either unpaid (booking revenue £0), part-paid (booking revenue >£0 but less than total price), fully paid (booking revenue equals total price)
Lead Charter Field	Original	Client ID of lead booker
BKG_LVL - Booking Channel	Derived	Hopefully there's a field for this within the data warehouse
BKG_LVL - Party Type	Derived	Multiple values based on other fields
BKG_LVL - Segment Type	Derived	Multiple values based on other fields
BKG_LVL - Skippered (product)	Possibly derived	If there is a paid extra of 'Skipper' for more than one day then 'Yes'
BKG_LVL - Boat length	Derived	If no field in data warehouse then use first two characters of fleet type code
BKG_LVL - Boat size	Possibly derived	Multiple values based on other fields
BKG_LVL - Boat class	Derived	Multiple values based on other fields
BKG_LVL - Boat cabins	Possibly derived	No of passenger cabins based on a lookup relating to fleet type field to be provided by CRM team No of passenger cabins based on a lookup relating to fleet type field to be provided by CRM team No of passenger cabins based on a lookup relating to fleet type field to be provided by CRM team
BKG_LVL - Departure Country	Derive	If no field in data warehouse please derived from area code and look up table to be provided by CRM team
BKG_LVL - Lead Time*	Possibly derived	Difference between Enquiry date and departure date
BKG_LVL - Gender	Derived	If no field then please derive from Title. Lookup to be provided by CRM team
BKG_LVL - Ancillaries booked	Derived	If any ancillaries booked then 'Yes'. Lookup of ancillaries to be provided by CRM team
BKG_LVL - Excursions booked	Derived	If any excursions booked then 'Yes'. Lookup of excursions to be provided by CRM team
BKG_LVL - Flights booked	Derived	If any flights booked in flight table associated with this booking reference then 'Yes'.
BKG_LVL - Hotels booked	Derived	If any hotels booked in accomodation table associated with this booking reference then 'Yes'.
BKG_LVL - Transfers booked	Derived	If any transfers booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Travel Insurance booked	Derived	If any travel insurance booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Early boarding/ Evening starts	Derived	If any early boarding booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Provisions booked	Derived	If any provisions booked in extras table associated with this booking reference then 'Yes'. Lookup of provisions to be provided by CRM team
BKG_LVL - Beverages booked	Derived	If any beverages booked in extras table associated with this booking reference then 'Yes'. Lookup of beverages to be provided by CRM team
BKG_LVL - Paddle boards booked	Derived	If any paddleboards booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Kayaks booked	Derived	If any kayaks booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Parking booked	Derived	If any parking booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Mooring fees booked	Derived	If any moorings fees booked in extras table associated with this booking reference then 'Yes'.

BKG_LVL - Dinghy booked	Derived	If a dinghy booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Outboard motor booked	Derived	If an outboard motor booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Floating mats booked	Derived	If any floating mats booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Side netting booked	Derived	If any side netting booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Cleaning booked	Derived	If any cleaning booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Lantern booked	Derived	If a lantern in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Electronics booked	Derived	If any electronics in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Dive package booked	Derived	If any dive packages in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Angling licence booked (BVIs)	Derived	If any angling licences in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Angling gear booked	Derived	If any angling gear in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Wifi booked	Derived	If any wifi in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Damage Waiver booked	Derived	If a damage waiver in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Fuel paid in advance	Derived	If any fuel paid in advance in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Skipper booked	Derived	If a skipper booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Chef booked	Derived	If a chef booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Flotilla booked	Derived	If a flotilla booked in booking table associated with this booking reference then 'Yes'.
BKG_LVL - Speciality Flotilla booked	Derived	If a speciality flotilla booked in extra/ booking table associated with this booking reference then 'Yes'.
BKG_LVL - New/ Repeat booking	Derived	If client has previous bookings prior to this then 'Yes'.
Extras - Kayak start date	Derived	Date of kayak rental start
Extras - Kayak end date	Derived	Date of kayak rental end
Extras - Stand-up paddleboard start date	Derived	Date of paddleboard rental start
Extras - Stand-up paddleboard end date	Derived	Date of paddleboard rental end

Appendix 3 - Neptune field analysis and conclusions

Field	Staging field type	Notes
Deal Name	Original	Calculated on variable source
Deal Stage	Derived	Multiple values dependent on software logic
Booking Reference Number	Original	
Clean Booking Reference Number	Derived	Remove 'NPT-' from front of booking reference
BrandName	Original	
Product	Original	
Primary Source Code	Original	
Secondary Source Code	Original	
Tertiary Source Code	Original	
Booking Office Location	Derived	Cleaned from raw data
Sales Agent	Original	Should come direct from the data warehouse but we may need to use a lookup so the agent name's usable within hubSpot comms.
Status	Original	
Enquiry date	Original	
Confirm date	Original	
Booking date	Original	
Cancellation Date	Original	
Charter Start Date	Original	
Departure Date	Original	
Charter Start Base (destination)	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms
Charter End Date	Original	
Charter End Base	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms
Travel start date	Original	
Travel end date	Original	
Total Pax (# of passengers)	Original	
Total child pax	Possibly derived	If no existing field may need to be derived from passengers date of birth. Aged between 2 and 18 years
Total infant pax	Possibly derived	If no existing field may need to be derived from passengers date of birth. Aged between 0 and 2 years
Duration	Possibly derived	If no existing field then can be derived between charter start and end date
Boat name	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms

Boat type	Possibly derived	Dependent on raw data. May need to be derived so clean enough to be used in client comms
Executive Reporting Region	Original	
Extras Duration	Possibly derived	If no existing field then cn be derived between extras start and end date
Signed contract (Paperwork) - flag?	Possibly derived	May need to be derived from contract table
Guest List (Paperwork) - flag?	Possibly derived	May need to be derived from passenger table
Quote price breakdown	Original	DELETE
Total Revenue	Original	Total price paid for the whole charter (boat & extras) by the customer
Boat list price	Original	List price of boat
NetFleet Revenue	Original	Price paid for the boat by the customer
Boat discount	Original	List price of boat minus price paid
Boat discount %	Derived	Boat discount divided by boat list price
Boat cost	Original	Cost of the boat to the business
Margin	Possibly derived	May not be possible to calculate. Don't spend a lot of time of this
Margin %	Possibly derived	May not be possible to calculate. Don't spend a lot of time of this
Price Paid	Original	DELETE
Extras list price	Derived	ADDITIONAL List price of Total extras
Extras discount	Derived	ADDITIONAL List price of Total extras minus Total extras price paid
Extras discount %	Derived	ADDITIONAL Total Extras discount divided by Total extras list price
Extras revenue	Derived	Total price of extras to customer
Taxes	Derived	Total price of taxes to customer
Amount Paid (to date)	Original	Total amount paid so far for this booking by the customer
Deposit paid date	Original	
Balance Remaining	Original	Total amount left to pay by the customer
Balance due date	Original	10 weeks before departure date
Profit	Derived	Total revenue of boat and extras minus total cost of boat and extras
Deal status	Original	Multiple values
Booking Notes	Derived	Any notes from the booking table for this booking
Invoice Notes	Derived	Any notes from the payment(?) table for this booking
Payment Status	Derived	either unpaid (booking revenue £0), part-paid (booking revenue >£0 but less than total price), fully paid (booking revenue equals total price)
Lead Charter Field	Original	Client ID of lead booker
BKG_LVL - Booking Channel	Original	Hopefully there's a field for this within the data warehouse
BKG_LVL - Party Type	Derived	Calculated based on logic conditions
BKG_LVL - Segment Type	Derived	Calculated based on logic conditions

BKG_LVL - Boat class	Possibly derived	Calculated based on logic conditions
BKG_LVL - Boat cabins	Derived	No of passenger cabins based on a lookup relating to fleet type field to be provided by CRM team
BKG_LVL - Departure Country	Possibly derived	If no field in data warehouse please derived from area code and look up table to be provided by CRM team
BKG_LVL - Lead Time*	Derive	Difference between Enquiry date and departure date
BKG_LVL - Gender	Possibly derived	If no field then please derive from Title. Lookup to be provided by CRM team
BKG_LVL - Ancillaries booked	Derived	If any ancillaries booked then 'Yes'. Lookup of ancillaries to be provided by CRM team
BKG_LVL - Excursions booked	Derived	If any excursions booked then 'Yes'. Lookup of excursions to be provided by CRM team
BKG_LVL - Hotels booked	Derived	If any hotels booked in accomodation table associated with this booking reference then 'Yes'.
BKG_LVL - Transfers booked	Derived	If any transfers booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Travel Insurance booked	Derived	If any travel insurance booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Early boarding/ Evening starts booked	Derived	If any evening starts booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Groceries booked	Derived	If any groceries booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Gift basket booked	Derived	If a gift basket booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Paddle boards booked	Derived	If any paddleboards booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Bike theft waiver booked	Derived	If any bike theft waiver booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Parking booked	Derived	If any parking booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Mooring fees booked	Derived	If any moorings fees booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Dinghy booked	Derived	If a dinghy booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Outboard motor booked	Derived	If an outboard motor booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Pet supplement paid	Derived	If a pet supplement paid in extras table associated with this booking reference then 'Yes'.
BKG_LVL - One way supplement paid	Derived	If a one-way supplement paid in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Car transfer booked	Derived	If a car transfer booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Deck cushions booked	Derived	If any deck cushions booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Barbecue booked	Derived	If a barbecue booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Bike booked	Derived	If any bikes booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Cleaning booked	Derived	If any cleaning booked in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Lantern booked	Derived	If a lantern in extras table associated with this booking reference then 'Yes'.

BKG_LVL - Angling gear booked	Derived	If any angling gear in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Wifi booked	Derived	If any wifi in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Damage Waiver booked	Derived	If a damage waiver in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Fuel paid in advance	Derived	If any fuel paid in advance in extras table associated with this booking reference then 'Yes'.
BKG_LVL - Short/ Long break (Le Boat)	Derived	If booking for 6 days or less, mark as 'Short break' otherwise 'Long Break'
BKG_LVL - New/ Repeat booking	Derived	If client has previous bookings prior to this then 'Yes'.
Extras - Kayak start date	Extras - Kayak start date	Deal
Extras - Kayak end date	Extras - Kayak end date	Deal
Extras - Stand-up paddleboard start date	Extras - Stand-up paddleboard start date	Deal
Extras - Stand-up paddleboard end date	Extras - Stand-up paddleboard end date	Deal