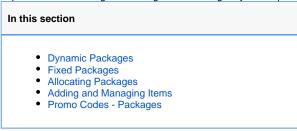
Allocating Packages

Once your fixed or dynamic packages are setup you must allocate them to the desired distribution channels if you want to sell the package online. For example, Agent BC for the booking engine, Agent WR for GDS and Agent MYPMS for the front desk channel.

The first step is to plan what is desired in the package. Will you simply make a 'Fixed' Package consisting of a marketing 'concept' tied to a Room? Or will you make a 'Dynamic' Package that taps into Rom Rates that vary season by season and add to these 'dynamic rate' changes Items that may be dynamic added as well? What dates will the Package be available on? What minimum stay and maximum stays must be met to purchase the Package? Planning ahead strategically will help when setting up your Packages.



There are two general places to sell your Packages:

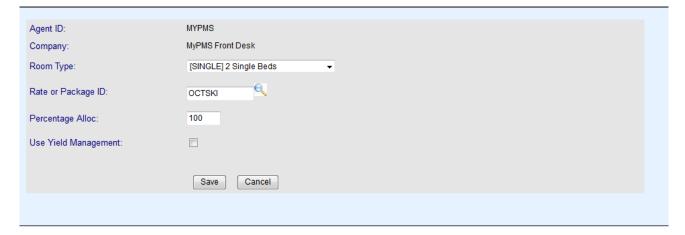
- Packages on your web site or a Portal Build your own custom package with complete control over the rooms, items, pricing, dates, and minimum stay requirements. Example: 'Romance Package' combines a room, flowers, and a bottle of wine, etc... and sell it from your website with a two night minimum, available any day of the week. *Example*: Midweek Package. Bundle a room, a meal + a spa treatment, etc... and sell as a package to increase midweek bookings. Available Sunday Thursday only.
 Packages on the GDS systemsChoose your rooms, rates, dates, and minimum stay requirements, and allow travel agents and large
- Packages on the GDS systemsChoose your rooms, rates, dates, and minimum stay requirements, and allow travel agents and large
 travel portals to add it to their systems to sell as a 'Package'. Example: Business PackagesProvide the GDS systems (travel agents and
 corporate planners) with a special rate and stay restrictions from Sunday Thursday for business travelers requiring early breakfast,
 business office services provided by your staff, and 'turn down' service. A great way to entice mid-week business travel to your inn. Exa
 mple: Orbitz Package: Provide a Bed, Breakfast, and Spa Package that Orbitz will sell as a composite package to its millions of
 shoppers.

Allocating your Package to the proper channels

Once your Fixed or Dynamic packages are setup you must allocate them to the desired distribution channels. Agent BC for the booking engine, Agent WR for GDS and Agent MYPMS for the front desk channel.

For more details on adding Packages to Room Type Allocations, see Add Room Type Allocations

Sample Agent Allocation with Package allocated.



	Type → has →	Sort by Room Type				Records Fetch		
Room Type	Rate	Number of Rooms	Rooms Allocated	Percentage Allocated	Yield Managment	Modify	Delete	
Queen with a view [QUEEN]	CORPQUEEN rate [CORPQUEEN]	4	4	100	No ▼	Change	Dele	
Queen with a view [QUEEN]	QUEEN rate [QUEEN]	4	4	100	No ▼	Change	Dele	
Queen with a view [QUEEN]	GROUPQUEEN rate [GROUPQUEEN]	4	4	100	No ▼	Change	Dele	
Suite - 2 bedroom Room [SUITE]	CORPSUITE rate [CORPSUITE]	3	3	100	No ▼	Change	Dele	
Suite - 2 bedroom Room [SUITE]	GROUPSUITE rate [GROUPSUITE]	3	3	100	No →	Change	Dele	
Suite - 2 bedroom Room [SUITE]	SUITE rate [SUITE]	3	3	100	No ▼	Change	Dele	
Large Room with 1 King Bed [KING]	CORPKING rate [CORPKING]	3	3	100	No ▼	Change	Dele	
Large Room with 1 King Bed [KING]	KING rate [KING]	3	3	100	No ▼	Change	Dele	
Large Room with 1 King Bed [KING]	August Special [AUG]	3	3	100	No ▼	Change	Dele	
Large Room with 1 King Bed [KING]	GROUPKING RATE [GROUPKING]	3	3	100	No ▼	Change	Dele	
Conference Room [CONF]	CORP [CORPCONF]	3	3	100	No ▼	Change	Dele	
Conference Room [CONF]	GROUPQUEEN rate [GROUPQUEEN]	3	3	100	No →	Change	Dele	
Conference Room [CONF]	CONF rate [CONF]	3	3	100	No ▼	Change	Dele	
2 Single Beds [SINGLE]	2 Lift Tickets with a 3 night stay [OCTSKI]	1	1	100	No →	Change	Dele	
2 Single Beds [SINGLE]	SINGLE rate [SINGLE]	1	1	100	No ▼	Change	Dele	
15 room types	14 rates	44 rooms total	44 rooms allocated	100.00% (avg)				