

# Dynamic Packages

Dynamic Packages are packages where Rates may change (i.e., different daily prices and/or different per person pricing) from the Rate plan it is attached to; as well as Items that are included in the Package may vary (i.e. quantity and price and deposit) based on how many days are booked.

For example, a Ski package might have 2 lift tickets included with a 3 night minimum stay in a Queen Room. The Queen Rate is currently \$100 and the lift tickets are \$35 each. The total package will calculate at \$300 + \$70=\$370. If the Queen Rate changes to \$110, then the Package Rate will automatically adjust to \$400. If the stay were for 5 days, and each day had a 'recurring lift ticket' then there would be 5 x \$35/ea for ski lift tickets added to the room price.

Once a package is set up, then it will be allocated in Agent Relationships to appear on your website, OTA, or GDS. See [Allocating Packages](#)

See below for details on setting up a Dynamic Package.

## In this section

- [Dynamic Packages](#)
- [Fixed Packages](#)
- [Allocating Packages](#)
- [Adding and Managing Items](#)
- [Promo Codes - Packages](#)

- **Package ID:** This will be the 'Rate' that is allocated to a sales channel, - your website, a special Agent, or the GDS systems – once the Package is ready for sale.
- **Name:** This is the name of the Package as online buyers will see it.
- **Parent Rate ID:** This is the Room Rate that BookingCenter will use to calculate what the Room will cost for the Package, as it may vary from weekday to weekend and/or season to season. Additionally, the Parent Rate will allow BookingCenter to set our 'calculated Sell', which can help you price the Package, by providing an analysis of the Rate's value is added up with the Items assigned to the Package.
- **Type:** The 'Dynamic' package is intended to be used more tightly with Room Rates - as Room Rates rise, the Package price does as well. As the Room Rate falls, so does the Package price. The Items that comprise the Package may be shown - or not - to the Guest while being booked. Regardless, if Items are added to the Package, rest assured they will be in correct quantities, so that they can be tracked and priced by the Property Management Systems correctly when a Guest buys the package. The 'sell price' of a Package need not be priced on the calculation of the Room + Items, but it can be and BookingCenter provides a feature for viewing what the 'calculated price' of a dynamic package would be.
- **Live/Not Live:** This is how you can 'turn on/turn off' the Package from being shown anywhere.
- **Adjust by:** Enter a percentage adjustment if needed.
- **Sell:** This is the price the Package will be sold at if it is a Fixed package. The sale price will either include or exclude taxes based on the setting of your Property, as all Rates do.
- **Calculated Sell:** While building the Package, this field will show what the 'pieces of the package, added together' would amount to. As you add and remove Items to a Package, click the 'refresh' button at bottom to refresh the 'calculated sell' price. This is not shown anywhere else and is intended to give a package builder the composite price of the pieces.
- **Number of Guests:** This is the number of guests that can be included in a Package – adults, children, and infants included:
- **Closed to Arrival:** This setting will make sure that a Package can not be booked to start on the dates specified, with the first date value a Sunday. So, there should always be 7 (one for each day of week) Y's (yes) or N's (no) in this field. If there is no day of the week this rate can be purchased for an arrival, make that day N. For example, if a Package rate is closed for arrival on Fridays and Saturdays, but is available for other days, then the field would look like: NNNNNYY
- **Minimum Stay/Maximum Stay:** The minimum and maximum number of days that need to be booked to allow the Package to be purchased. For a Dynamic Package, these can be different values. **For example**, a Dynamic package consisting of a vacation rental (self-catering facility) and a cleaning fee that recurs every 5 days can have a different min and max stay.
- **Valid From/To:** By entering dates, this will show which dates the Package can be booked on. Dates outside of these settings will not be able to be booked.
- **Display Items:** This setting will show the Guest who books a Package on the BookingCenter Booking Engine **ONLY** the actual Items that comprise a Package. When booked via the Global Booking Network, the Items are not displayed ever, only the marketing text and images are presented to the buying Guest. The options are to show the Items in email (the email confirmation that guest to a Guest after a booking) web (the web pages of the Booking Engine that show a summary of the Package being bought). The package builder can choose whether or not to show the Items comprising the Package by selecting these options.
- **Promote:** This value will highlight the Package at the top of a BookingCenter Booking Engine screen in order to promote it above basic Room rates. This has no value outside of the BookingCenter system, ie no effect on its promotion within the GDS systems.
- **Short Description:** The short description that shows on the BookingCenter Booking Engine that entices Guests to look at – and book - the Package. If the Package will be distributed to Global Booking Networks, then do not place HTML in this field as it will be rejected. Maximum 100 characters is recommended for this field.
- **Long Description:** The long description that shows on the BookingCenter Booking Engine that entices Guests to look at – and book - the Package. If the Package will be distributed to Global Booking Networks, then do not place HTML in this field as it will be rejected. There is no recommendation for how many characters this field will support, but some GDS systems only support a maximum of 100 characters for the length of any description – long or short. For this reason, if the Package will be distributed to Global Booking Networks, keep all relevant text in the first 100 characters.

| Front Desk        |                                                                                                                                                                                        | Bookings     |  | Rates                          |                                                                                                 | Relationships |  | Parameters |  | Settings |  | PMS              |  | Features/Images |  |
|-------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--|--------------------------------|-------------------------------------------------------------------------------------------------|---------------|--|------------|--|----------|--|------------------|--|-----------------|--|
| Rate Grid         |                                                                                                                                                                                        | Manage Rates |  | Default Rates                  |                                                                                                 | ✓ Packages    |  | Room Types |  | Rooms    |  | Yield Management |  | Yield Grid      |  |
| Package ID:       | OCTSKI                                                                                                                                                                                 |              |  | Name:                          | 2 Lift Tickets with a 3 r                                                                       |               |  |            |  |          |  |                  |  |                 |  |
| Type:             | Dynamic ▾                                                                                                                                                                              |              |  | Live:                          | Yes ▾                                                                                           |               |  |            |  |          |  |                  |  |                 |  |
| Parent Rate ID:   | QUEEN                                                                                                 |              |  | Adjust By:                     | -10                                                                                             |               |  |            |  |          |  |                  |  |                 |  |
| Sell:             | 0                                                                                                                                                                                      |              |  | Calculated Sell:               | \$0.00                                                                                          |               |  |            |  |          |  |                  |  |                 |  |
| Number of Guests: | 2                                                                                                                                                                                      |              |  | Closed to Arrival (Sun Start): | NNNNNYY                                                                                         |               |  |            |  |          |  |                  |  |                 |  |
| Minimum Stay:     | 3                                                                                                                                                                                      |              |  | Maximum Stay:                  | 0                                                                                               |               |  |            |  |          |  |                  |  |                 |  |
| Valid from:       | 01-Oct-2014                                                                                           |              |  | Valid to:                      | 31-Oct-2014  |               |  |            |  |          |  |                  |  |                 |  |
| Display Items:    | Email and Web ▾                                                                                                                                                                        |              |  | Promote:                       | No ▾                                                                                            |               |  |            |  |          |  |                  |  |                 |  |
| Short Desc:       | <div>October Ski Package. Get 10% off and 2 lift tickets with a minimum 3 day stay.  </div>                                                                                            |              |  |                                |                                                                                                 |               |  |            |  |          |  |                  |  |                 |  |
| Long Desc:        | <div>Start the ski season off with getaway! Get 10% off and 2 Lift Tickets to Timber Resort with a 3 night Stay in one of our luxurious Queen Rooms. Valid for 2 guest per Room.</div> |              |  |                                |                                                                                                 |               |  |            |  |          |  |                  |  |                 |  |
| <div>Save</div>   |                                                                                                                                                                                        |              |  |                                |                                                                                                 |               |  |            |  |          |  |                  |  |                 |  |

Example of drop-down list with available Rate Plans

Front Desk

Bookings

Rates

Relationships

Parameters

Settings

PMS

Features/Images

Rate GridManage RatesDefault RatesPackagesRoom TypesRoomsYield ManagementYield Grid

Package ID:

OCTSKI

Name:

2 Lift Tickets with a 3 r

Type:

Dynamic

Live:

Yes

Parent Rate ID:

Adjust By:

Sell:

0

AAA

AAA rate

Number of Guests:

0

CONF

CONF rate

Minimum Stay:

1

KING

KING rate

Valid from:

16-SEP-2014

MAN

Manual

Display Items:

No email or Web

Promote:

No

Short Desc:

Long Desc:

Save