Occupancy Only

Use this yield profile to create a rate adjustment by Occupancy ONLY.

This means that a rate adjustment will be triggered by ONLY an Occupancy event. As described elsewhere, decide if your occupancy will be based on the entire **Site occupancy** (ie all Rooms added together and then occupancy/vacancy analyzed by the entire inventory of the Site); else by **Room Type occupancy** which would apply the occupancy only to the Room Types allocated as detailed below. In a Room Type Occupancy setting, for example, if you had 5 KING rooms and had an Occupancy rule based on 20% occupancy, then the system will only enforce that Yield Rule when 2 Kings were booked and would ignore any other Room Types when invoking the Yield Rule. This is a key difference and a property can be setup as one or the other, **not** a mix of both.
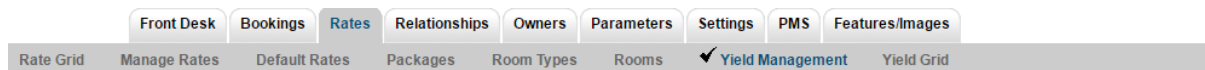
For example, raise rates by 10% if occupancy is above 80% and lower rates by 10% if occupancy is below 50%. These yielded tiers can also be set to flat dollar amounts. For example, raise rates by $15 if occupancy is above 80% and lower rates by $10 if occupancy is below 50%.

Occupancy setting: Set occupancy "below" AND "above" a percentage occupancy amount to trigger the rate change. I.e. Below 50%

In this section

To add an Occupancy Yield Profile

- Go to **SETUP | YIELD MANAGEMENT**
- Click Add at the bottom right.
- A new Yield Profile will open.

Click image to enlarge

- **Enter a Description**
- **Type**: Choose "Occupancy Only" from the drop down list.
- **Occupancy** "Below" or "Above" from the drop down list.
- **Threshhold**: Enter the Occupancy percentage amount to "above" or "below" to trigger the rate change. I.e. Below 50%
- **Adjustment:** Enter the Flat dollar amount or the percentage amount of the rate to discount or increase, triggered by EITHER one of these events. I.e. Enter discount as -15 and an increase as 15.

In this scenario, we want to adjust the rate by -10% if Occupancy is below 70%.

Click image to enlarge

Example of an Occupancy Only set of Rule:

If one setup these rules for occupancy **changes:**

- 81% to 90% (Below 90%)   Occupancy Only   -7   Percentage
- 71% to 80% (Below 80%)   Occupancy Only   -10   Percentage
- 61% to 70% (Below 70%)   Occupancy Only   -15   Percentage
- 51% to 60% (Below 60%)   Occupancy Only   -20   Percentage
- 41% to 50% (Below 50%)   Occupancy Only   -20   Percentage
- 31% to 40% (Below 40%)   Occupancy Only   -30   Percentage
- 21% to 30% (Below 30%)   Occupancy Only   -30   Percentage
- 11% to 20% (Below 20%)   Occupancy Only   -30   Percentage
- 0% to 10% (Below 10%)   Occupancy Only   -40   Percentage

Using an example of a QUEEN Room Type with a $100 Base Rate, with 10 QUEEN rooms, one can easily look at the occupancy levels and how Rates would be affected. In this case, if testing for Aug 1st a series of bookings that affects the occupancy would create the following rates:

- Aug 1 = 10% - Rate: $60
- Aug 2 = 20% - Rate: $70
- Aug 3 = 30% - Rate: $70
- Aug 4 = 40% - Rate: $70
- Aug 5 = 50% - Rate: $80
- Aug 6 = 60% - Rate: $80
- Aug 7 = 70% - Rate: $85
- Aug 8 = 80% - Rate: $90
- Aug 9 = 90% - Rate: $93
- Aug 10 = 100% - Rate: $100

Add Rates to Yield Profile

Then, add the Rates that you want to apply the YIeld Profile. A Rate can have multiple Yield Profiles applied

- Click **Add Rate** to add one specific Rate. Or, click **Add All Rates** to add all of your rates to the Yield Profile.

Front Desk	Bookings	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/Images

Rate Grid	Manage Rates	Default Rates	Packages	Room Types	Rooms	✔ Yield Management	Yield Grid

Description:	Over 20%		
Type:	Occupancy Only		
Occupancy:	Below	Threshold:	70.00%
Adjustment Type:	Percentage	Adjustment:	10
Notes:			
Last Changed:	16-JUN-2016 15:11:02		

Delete   **Edit**

Add Rate   **Add All Rates**

Find records where [ID ▼] [has ▼] [   ] Sort by [ID ▼] [up ▼] Display [200] Records [Fetch]

ID	Description	Action
0 records found		

Click image to enlarge

- If you click Add Rate, then a screen will open with a field to select the Rate. Click on the magnifying glass icon to expand the drop down list of your rates.
- Select the Rate and click Save.

You will then see the Rate in the list of the Yield Profile.

- To remove the rate for the Yield Profile, click Delete next to the Rate.
- To add another rate to the Yield Profile, select Add Rate