Activate Yield Management

Activate Yield Management for Rate Plans in each Agent Channel

After the 'Yield Profiles' have been built and the selected Rate Plans have been allocated, there is one more step needed to activate Yield Management for each Room Type in the Agent Channel.

Since Yield Management can be activated by Room Type in each Channel, you can offer yielded rates on one or all of the Room Types, on one or all Agent Channels.
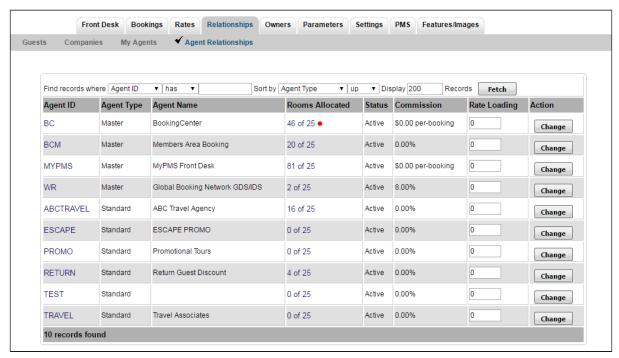
For Example, Yield Management could be activated for the TWIN Rate Plan on Booking.com and Expedia, but not not for the TWIN Rate Plan allocated to MyPMS Front Desk.

NOTE: If you are creating new Rate Plans for your Yield Profiles then you will need to allocate them to the Agent Channel needed. See Add or Delete Allocation.If the Rate Plans (such as a RACK Rate) are already allocated to a channel and you simply want to enable Yield Management for that Rate Plan, then simply Activate Yield Management for the Rate Plans in a specific channel. See Steps below.

Yield Management

To activate Yield Management by Room Type for each Agent Channel, follow these steps.

- Go to **SETUP | RELATIONSHIPS | AGENT RELATIONSHIPS**
- Choose the **Agent Channel** and click on the number of "Rooms Allocated". Ie. 46 of 25

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

Guests   Companies   My Agents   ✔ Agent Relationships

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

Agent ID	Agent Type	Agent Name	Rooms Allocated	Status	Commission	Rate Loading	Action
BC	Master	BookingCenter	46 of 25 ●	Active	$0.00 per-booking	0	Change
BCM	Master	Members Area Booking	20 of 25	Active	0.00%	0	Change
MYPMS	Master	MyPMS Front Desk	81 of 25	Active	$0.00 per-booking	0	Change
WR	Master	Global Booking Network GDS/IDS	2 of 25	Active	8.00%	0	Change
ABCTRAVEL	Standard	ABC Travel Agency	16 of 25	Active	0.00%	0	Change
ESCAPE	Standard	ESCAPE PROMO	0 of 25	Active	0.00%	0	Change
PROMO	Standard	Promotional Tours	0 of 25	Active	0.00%	0	Change
RETURN	Standard	Return Guest Discount	4 of 25	Active	0.00%	0	Change
TEST	Standard		0 of 25	Active	0.00%	0	Change
TRAVEL	Standard	Travel Associates	0 of 25	Active	0.00%	0	Change

10 records found

- The Room Type/Rate Plan allocations for the Agent Channel chosen will display.
- In the column, **Yield Management**, select "Yes" from the drop-down menu and click "Change".
- Repeat this step for each Room Type/Rate Plan on which you want Yield Management activated.

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

Guests   Companies   My Agents   ✔ Agent Relationships

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

Room Type	Rate	Rate EXP ID	Number of Rooms	Rooms Allocated	Percentage Allocated	Yield Management	Modify	Delete
Spa [SPA]	Queen rate [QUEEN]		1	1	100	No ▼	Change	Delete
King with Patio [KINGPATIO]	King rate [KING]		1	1	100	Yes ▼	Change	Delete
QUEEN [QUEEN]	QUEEN rate [OCTSKI]		4	4	100	Yes ▼	Change	Delete
QUEEN [QUEEN]	Queen rate [QUEEN]		4	4	100	Yes ▼	Change	Delete