## Yield Profile - Add Rate

## Add Rates to Yield Profile

Add the Rate(s) that you want to apply the Yield Profile. A Yleld Profile can be applied to one or more Rate Plans and a Rate Plan can have multiple Yield Profiles applied.

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.

See Activate Yield Management

Yield Management

To Add a Rate Plan(s) to a Yield Profile, follow these steps:

- Go to the SETUP | RATES | YIELD MANAGEMENT
- Click on the Description of the Yield Profile to open to a new screen.

F	ront Desk	Bookings	Rates	Relationship	os Owne	rs Par	ameters	Setting	s PMS	Featu	ires/Images		
Grid Ma	nage Rates	Default I	Rates	Packages	Room Ty	pes	Rooms	🖌 Yiel	d Manager	nent	Yield Grid	ł	
Find records	where Occup	pancy or Days	<ul> <li>has</li> </ul>	•	Sort by	Desc		✓ up	<ul> <li>Display</li> </ul>	200	Records	Fet	ch
Desc		Туре		Occ	upancy or	Days	Threst	nold D	ays Left	than	Adjustme	nt	Adjustment Type
Occupancy	Below 70%	Occupa	incy Only	Belo	v		70	L	ess	7	-10		Percentage
Occ<80%_>	15Days 🧹	Occupa	incy or Tin	e Belo	v		80	L	ess	15	-10		Percentage
Below 70%	and 29 day	Occupa	incy and T	ime Belo	v	5	70	L	ess	29	-15		Flat Amount
20% discour	nt 60 days	Time O	nly	Below	v		50	N	lore	60	-20		Percentage
10% 30 day	s	Time O	nly	Belo	v		50	N	lore	30	-10		Percentage
5 records fo	ound												
													Add

• Click Add Rate to add one specific Rate Plan. 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/I	mages	
Grid	Manage Rates	Default R	lates	Packages	Room Types	Rooms	🖌 Yield	Manager	ment Yi	eld Grid	
Descript	ion:		Over	20%							
Туре:			Occu	ipancy Only							
Occupa	ncy:		Belo	w		Thresho	old:			70.00%	
Adjustm	ent Type:		Perc	entage		Adjustm	ient:			10	
Notes:											
Last Cha	anged:		16-J	UN-2016 15:11:0	2						
										Delete	Edit
	Add Ra	ite	Add All R	lates							
Find reco	ords where ID	▼ has	T	So	ort by ID	▼ up	Display 20	00	Records	Fetch	
ID	Descr	ription						ł	Action		
	de 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.

	Front Desk	Bookings	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/Images
Late Avail	ability:		Occup	pancy Below 709	6				
Rate or Pa	ackage ID:				Q				_
			1N	TSPECIAL	1 Night Spec	ial			
			SU	ITE	2 Bedroom S	Suite rate			
			ES	DECO2P	2P PACKAG	E: EAT, SLEEF	P AND DIVE	-	
			2S	UITE	2SUITE rate				
			ED	SECO3P	3P PACKAG	E: EAT, SLEEF	P AND DIVE	Ξ	
			AA	A	AAA rate				
			AU	G	August Spec	ial Package			
			BE	DBREAK	Bed and Bre	akfast			
			CO	RPCONF	CORP				-

Click image to enlarge

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

	Front Desk	Bookings	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/In	nages	
ate Grid	Manage Rates	Default F	lates	Packages	Room Types	Rooms	Yield N	lanagem	nent Yiel	ld Grid	
Descr	iption:		Occu	pancy Below 70	%						
Type:			Occu	pancy Only							
Occup	bancy:		Below	v		Threshold	ł:		7	0.00%	
Adjust	tment Type:		Perce	entage		Adjustme	nt:		-1	10	
Notes			If Oc	cupancy is belov	v 70%, then r	educe rates by	10%				
Last C	hanged:		07-JU	JL-2016 12:04:21							
										Delete	Edit
			Add All R	ates							
		e									
Find re	ecords where ID	e ▼_ha	is 🔻	s	ort by ID	▼ up	<ul> <li>Display 2</li> </ul>	200	Records	Fetch	
Find re	ecords where ID	e ha ▼ ha	is ▼ on	s	ort by ID	▼ up	▼ Display 2	200 Ac	Records	Fetch	
Find re ID SUITE	accords where ID	v ha     Descriptio     2 Bedroom	ns ▼[ on Suite rate	S	ort by ID	▼ up	▼ Display 2	200 Ac	Records ( ction Delete	Fetch	

Click image to enlarge

- If you click Add All Rates, then all of your Rates will be added to the Yield Profile.
  To remove the rate for the Yield Profile, click Delete next to the Rate.

	Front Desk	Bookings	Rates	Relationships	owners	Parameters	Settings	PMS	Features	/Images			
Grid I	Manage Rates	Default R	ates	Packages	Room Types	Rooms	Yield Ma	anagem	ent Yie	eld Grid			
Descripti	on:		10% 3	30 days									
Type:			Time	Only									
Days Leff	t:		More			than:				30			
Adjustme	ent:		-10.00	)%									
Notes:													
Last Cha	inged:		31-AU	JG-2015 11:28:	31								
										Delet	e	Edit	
		_											
	Add Rat	te	Add All R	ates									
Find reco	Add Rat	te h	Add All R	ates	Sort by ID	- up	- Display	200	Records	Fetch			
Find reco.	Add Rat	teh	Add All R Ias - Descri	ption	Sort by ID	▼ up	▼ Display	200	Records	Fetch	tion		
Find reco ID ZIPLINE	Add Rat	te h	Add All Ri Ias – Descri Zipline	ates ption tours	Sort by ID	▼ up	▼ Display	200	Records	Fetch	tion Delet	•	
Find reco ID ZIPLINE SUPER	Add Rat	te h	Add All R Ias Descri Zipline Super E	ption tours Bowl Special	Sort by ID	▼ up	✓ Display	200	Records	Fetch Ac	tion Delete	•	
Find reco ID ZIPLINE SUPER SUITE	Add Rat	te h	Add All R: Ias • Descri Zipline • Super E 2 Bedro	ption tours Bowl Special boom Suite rate	Sort by ID	• up	▼ Display	200	Records	Fetch Ac	tion Deleta Deleta	•	
Find reco ID ZIPLINE SUPER SUITE SINGLE	Add Rat	• h	Add All R has • Descri Zipline Super E 2 Bedro SINGLE	ption tours Bowl Special boom Suite rate	Sort by ID	• up	▼ Display	200	Records	Fetch Ac	tion Deleta Deleta Deleta	•	
Find reco ID ZIPLINE SUPER SUITE SINGLE RETURN	Add Rat	v h	Add All R as v Descri Zipline Super E 2 Bedro SINGLE Return	ates ption tours Bowl Special com Suite rate E RATE Guest Discount	Sort by ID	✓ up	▼ Display	200	Records	Fetch	tion Deleta Deleta Deleta Deleta	•	
Find reco ID ZIPLINE SUPER SUITE SINGLE RETURN QUEEN	Add Rat	te h	Add All R has • Descrip Zipline 2 Bedro SINGLE Return Queen	ption tours Bowl Special bom Suite rate E RATE Guest Discount rate	Sort by ID	▼ up	▼ Display	200	Records	Fetch Ac	tion Delete Delete Delete Delete		
Find reco ID ZIPLINE SUPER SUITE SINGLE RETURN QUEEN OCTSKI	Add Rat		Add All R Descri Zipline 2 Bedro 2 Bedro SINGLE Return Queen QUEEN	ates ption tours Bowl Special boom Suite rate E RATE Guest Discount rate	Sort by ID	• up	▼ Display	200	Records	Fetch           Ac           [	tion Deleta Deleta Deleta Deleta Deleta		
Find reco ID ZIPLINE SUPER SUITE SINGLE RETURN QUEEN OCTSKI KING	Add Rat		Add All R Descri Zipline Zipline 2 Bedro SINGLE Return QUEEN King ral	ates ption tours Bowl Special com Suite rate E RATE Guest Discoun rate I rate te	Sort by ID	▼ up	▼ Display	200	Records		Delete Delete Delete Delete Delete Delete		