

1. Overview

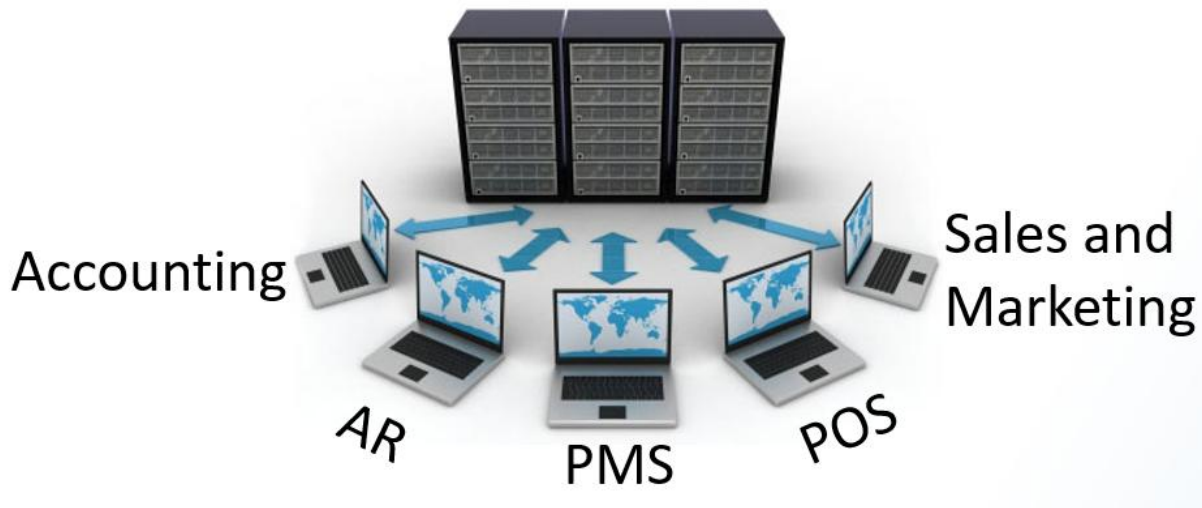
What's Hotel Discovery?

Hotel Discovery is the “Hotel Specialized Business Analytics” Solution. Special designed Solution for the hotel business. Hotel Discovery will handle the complicated task for you. It will gather the data from all operational systems to conduct a data warehouse for your organization. From the centralize data warehouse can serve the data to you on demand from everywhere and at any time.

What are the concerns on day to day operation at the hotel?

Complexity

Variety System's data sources without a completed integration



Workload/Manual Work

Many spreadsheet (Excel) works to manually compose the required reports in own format/layout preferences. This is necessary while the standard reports don't meet the hotel requirement. Moreover the hotel may face an issue to deal with the operation supplier to develop a customize report

and Delay

Waste a lot of time with repeated tasks to do a bunch of manual reports on regular basis (day, week, month, etc.). This horrible task generates a lot of Stress to employees

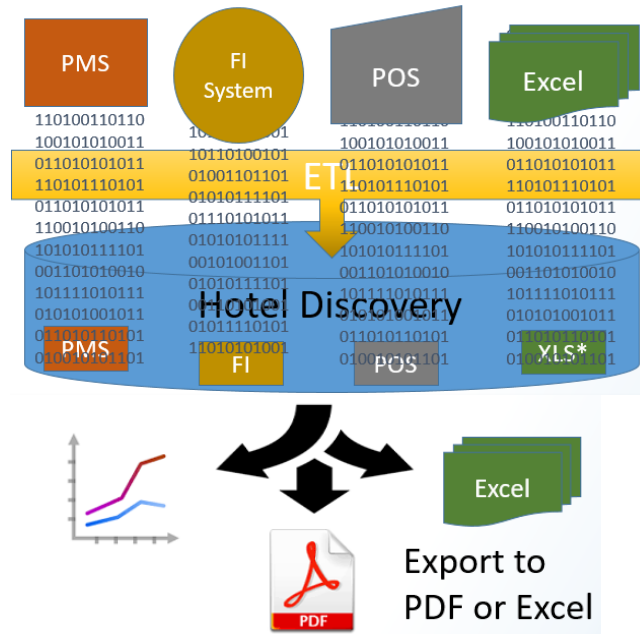


Accuracy

Last not but not the least, We don't TRUST in the data accuracy that shows in the manual composed reports

Why we need the Hotel Discovery?

- Compatibility with major operational database systems such as MS SQL, Oracle, etc.



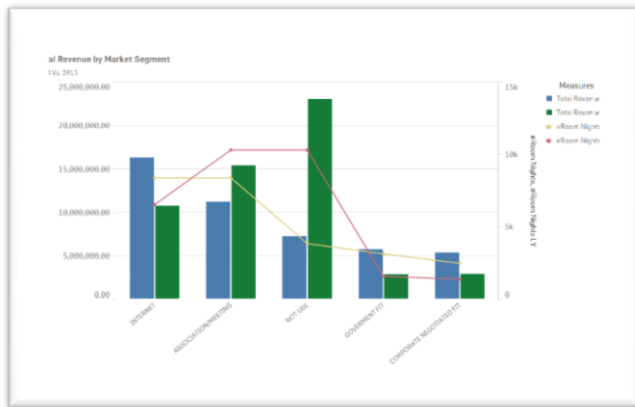
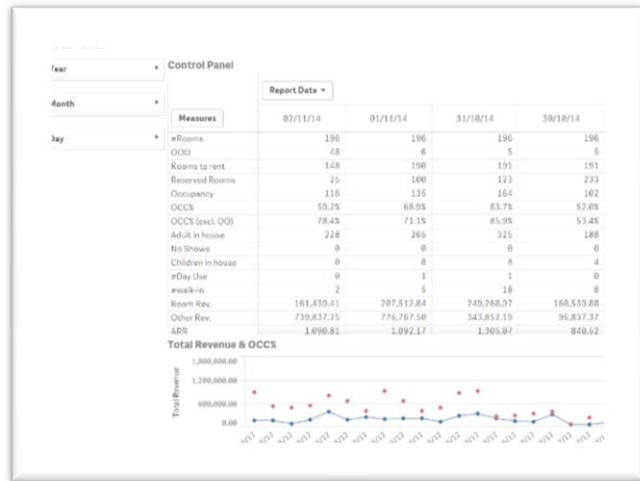
- Predesigned dashboard templates for easy and fast deployment
- Develop by experienced hoteliers
- Cutting Edge technology
- Design with a lightweight client technology for the best response time and practical for mobile use
- Flexible to tweak on our own developed technology and dashboard templates
- Use HD to improve day to day operation in data usage
 - User can access to their required data within a few clicks. No time wasting
 - Accurate data as you will see as what you have at the source level. No distortion in transition
 - Safe cost by minimizing the paper wasting
 - Secure your sensitive data. User will see only authorized

2. Functions



Direct Access to Databases

Able to capture data directly from Hotel Management System Database. You can see “Hotel Status History” more convenience on Hotel Discovery



Data Grouping

Compare revenue by your predefined Data Grouping such as by Market Segment. Moreover we can customize the grouping of data on the graph without bothering your Operation team. This can present as per your desire view on the fly.



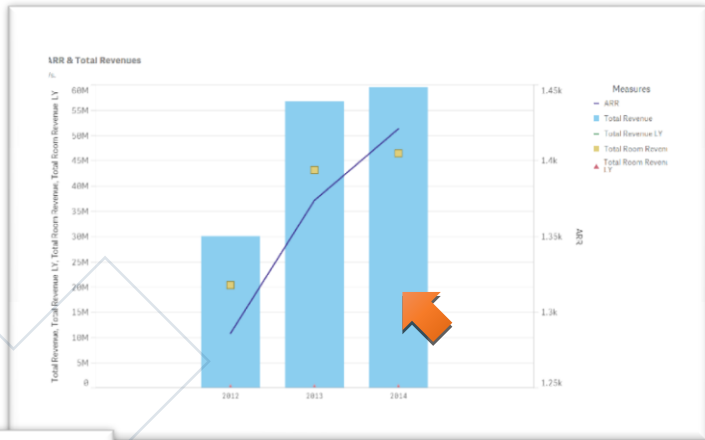
Link between Relative Graphs

you can filter your interested data and all related views will change accordingly on the fly. Fully serve to your preference for further analysis



Drilldown Capability

you can look deeply into the lower level follow the predefined hierarchy of related data set. Example illustration is the Average



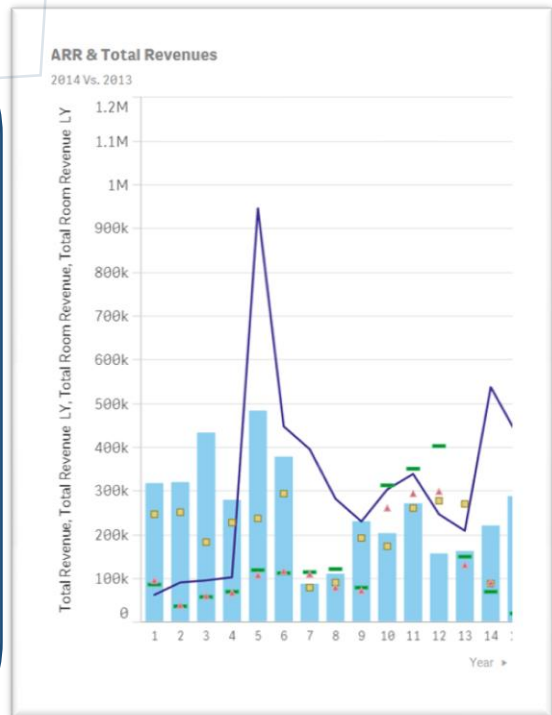
Room Rate & Total Revenues by Market Segment. This is a view of Annual Comparison report.

Just simply click on any particular column bar then it will promptly switch over to a Monthly and Daily view respectively.



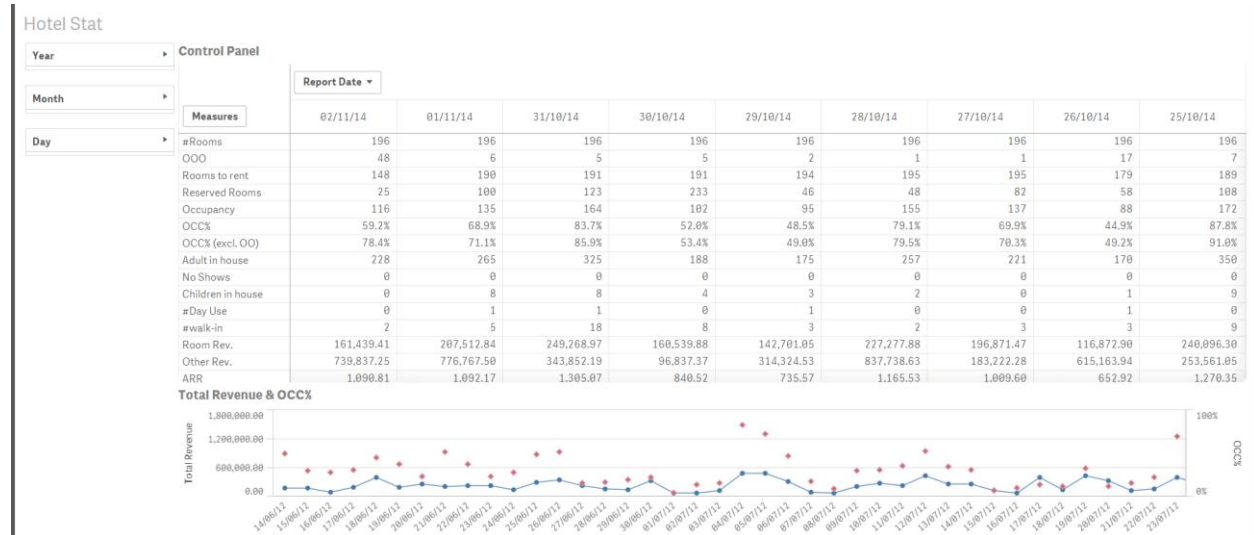
ARR:	1.438
Total Revenue:	89
Total Revenue LY:	4.909
Total Room Revenue:	5.529
Total Room Revenue LY:	3.149

You can view the detail data by just move your mouse point over interest area. This is one of our fast data access solution that supplies in Hotel Discovery solution.



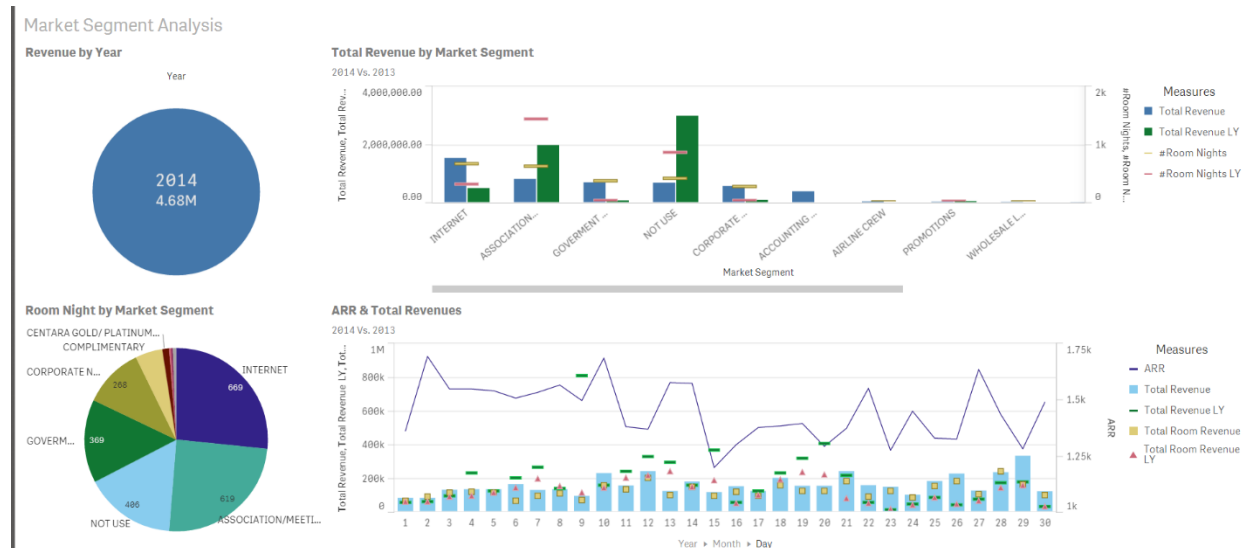
Sample Dashboard Template of Hotel Discovery

Hotel Status



Similar view on your PMS as we captured data from your operational system on daily basis to produce this view. The advantage is during you analysis work that you no need to switch back to your operational system to find the information. You can acquire from Hotel Discovery. Second advantage is you can add any computed field of data into the graph. Example scenario relates to this graph is if hotel wants to add ARR (or ADR) to the graph, Hotel Discovery can simply implement this for your hotel.

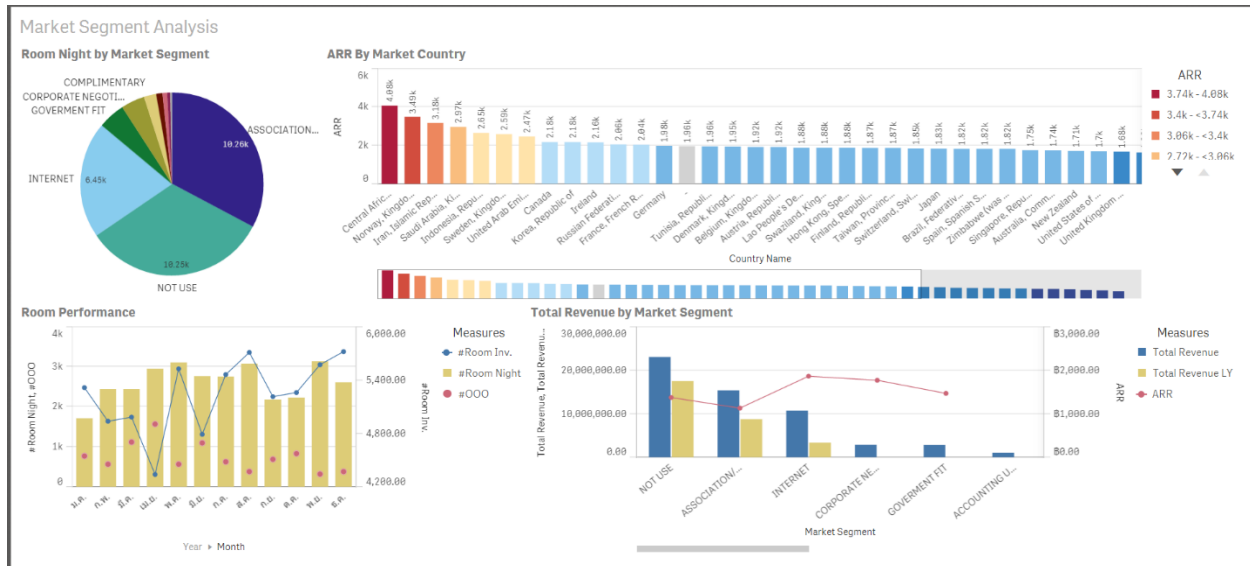
Market Segment Analysis



Describe about revenue and room night by Market Segment. This can view by Year/Month/Day with drilldown capability. So, on the same view you can see from any aspect of you interest. To analysis about the performance, Hotel Discovery also supply the figures of Average Room Rate (ARR) by Market Segment.



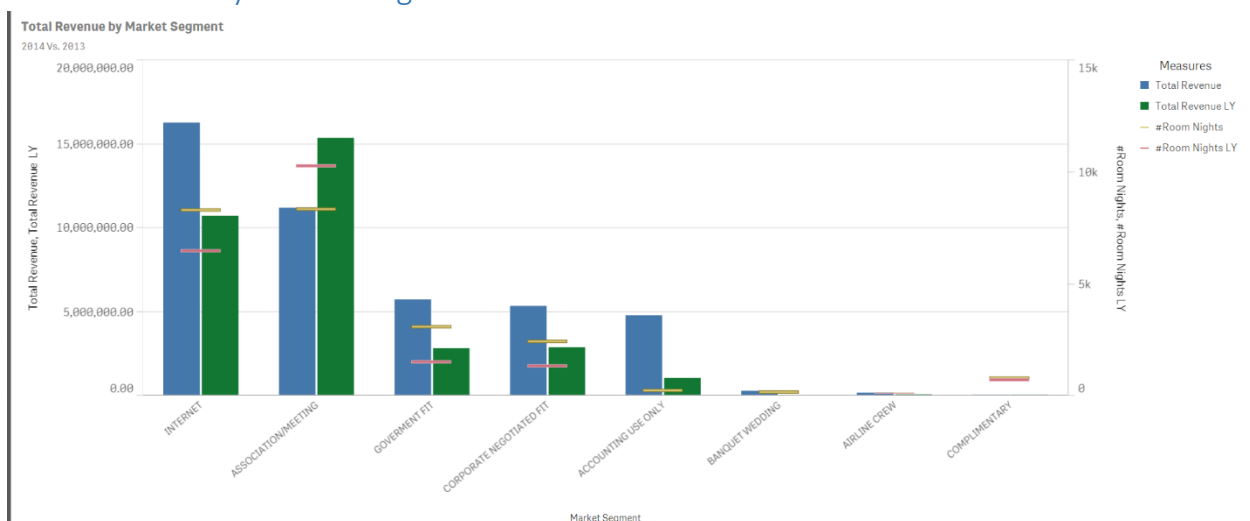
Room Night by Market Segment



Room Night by Market Segment with additional information of ARR by Country. This can give an answer within a click to your common questions such as

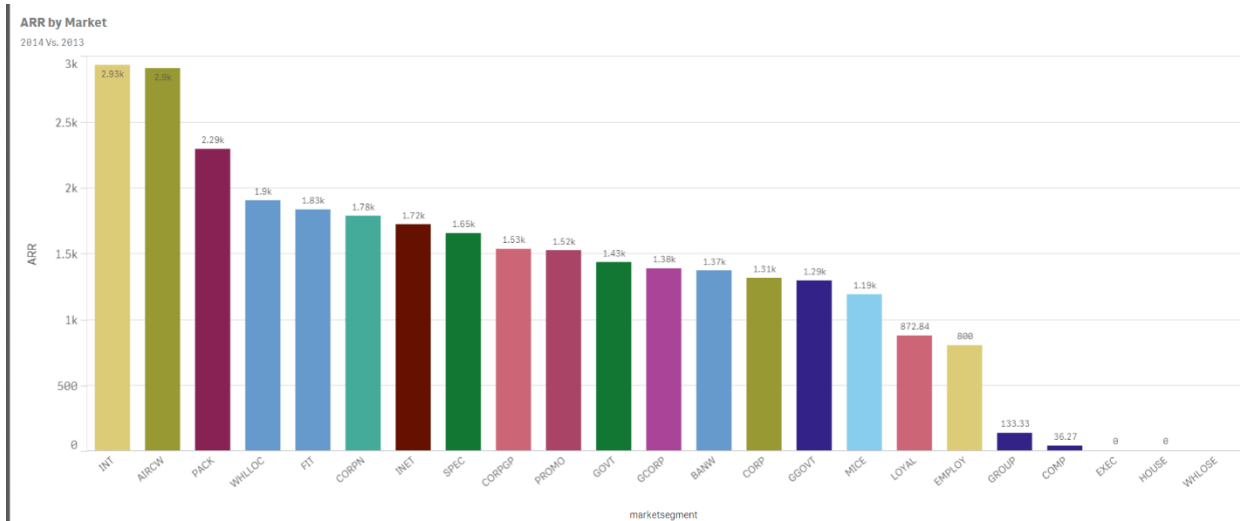
- What is the origin of your guests?
- What are the Market that the came through?
- What is the Average Rate that we can make on each of them?
- In term of revenue, who can generate revenue and room night by Market Segment. This can view by Year/Month/Day with drilldown capability. So, on the same view you can see from any aspect of you interest. To analysis about the performance, Hotel Discovery also supply the figures of Average Room Rate (ARR) by Market Segment.

Total Revenue by Market Segment



Sample view to explore your Room Night Vs. Revenues of each Market Segments. Our system will automatically generate the comparison view to compare with related data from Last Year.

Total Revenue by Market Segment

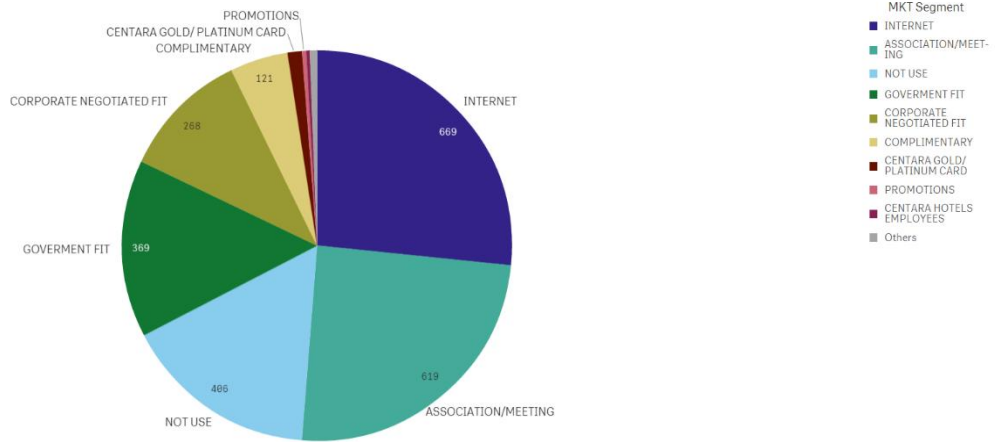


HU/Comp Rooms

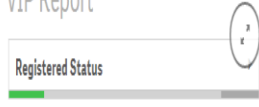
arrival Registered Status

Registered Name	Registered Status	Rate Amount	Rate Code	departure	Count([Rate Amount])
Totals					7
„ KHUN KLISSAPAS	R	1690.00	COMP1	25/01/15	3
LAKSANAKARN, KHUN NAKORN	R	0.00	COMP	16/11/14	1
PREMCHATHANATHIP, KHUN TANYALUK	R	0.00	COMP	08/11/14	1
THAPANUTTAYOSAKORN, KHUN THUNYAPORN	R	1690.00	COMP1	22/11/14	2

Room Night by Market Segment



VIP Report

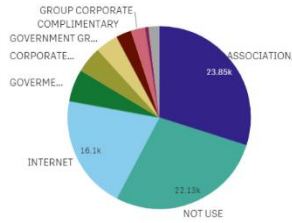


VIP In-house

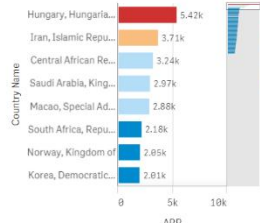
vip	Q	arrival	Q	departure	Q	Registered Name	Q	Rate Amt.	#Night(s)	Rate Code	Q	roomtype	Q
Totals								B4,543.22	2				
V2		02/11/14		04/11/14		THANAWORADECH, KHUN CHUTIMON		B4,543.22	2	INETP		CLDXK	
V2		02/11/14		04/11/14		THANAWORADECH, KHUN CHUTIMON		B4,543.22	2	INETP		DXCTK	

Market Segment Analysis w/Map

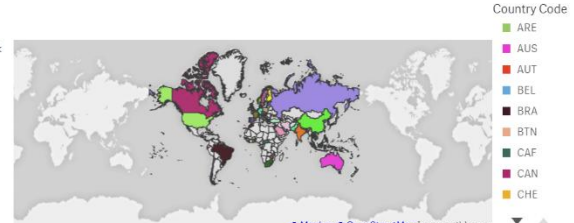
Room Night by Market Segment



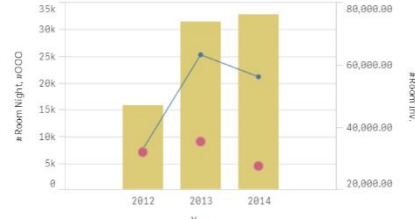
ARR By Market Country



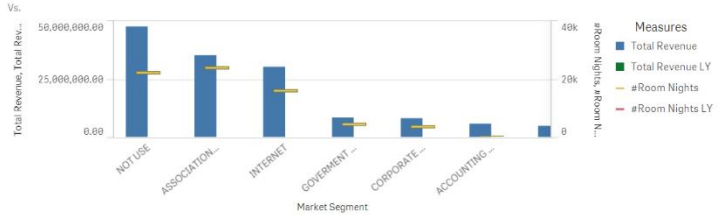
Room Nights By Guest Nationality



Room Performance



Total Revenue by Market Segment



Top T/A Production Report

property
T/A Type
T/A Country

Revenue and #Room Night Report By Period

Vs.

T/A Revenue Report

T/A Name

- 0 Line Maldives (Zero Line Maldives) Pvt Ltd
- 1Ace Travel Consultancy Co., Ltd.
- 3-9 Travel Company Limited
- 4U Tours
- 5I Phuket

T/A Type: LOCAL

#Room Nights	Room Rev.
-	-
-	-
-	-
-	-
-	-

Rate Code Revenue Analysis *

Rate Code *

Rate Code	Revenue
GGOVT	39.39M
INETP	25.33M
NR	12.5M
GCROP	38.72M
GOVT	12.17M

Country Name

Country Name	#Room Nights
Totals	79307
Thailand, Kingdom of	74264
United States of America	726
Japan	661
United Kingdom of Great Britain & N. Ireland	473
Australia, Commonwealth of	429
Lao People's Democratic Republic	372
Germany	233
China, People's Republic of	223
Singapore, Republic of	218

* The data set contains negative or zero values that cannot be shown in this chart.

Revenue TY Vs. LY

Revenue Type
Transaction Type

Select Year

- 2012
- 2013
- 2014

Revenue Type

Transaction Type

Month

Transaction Type

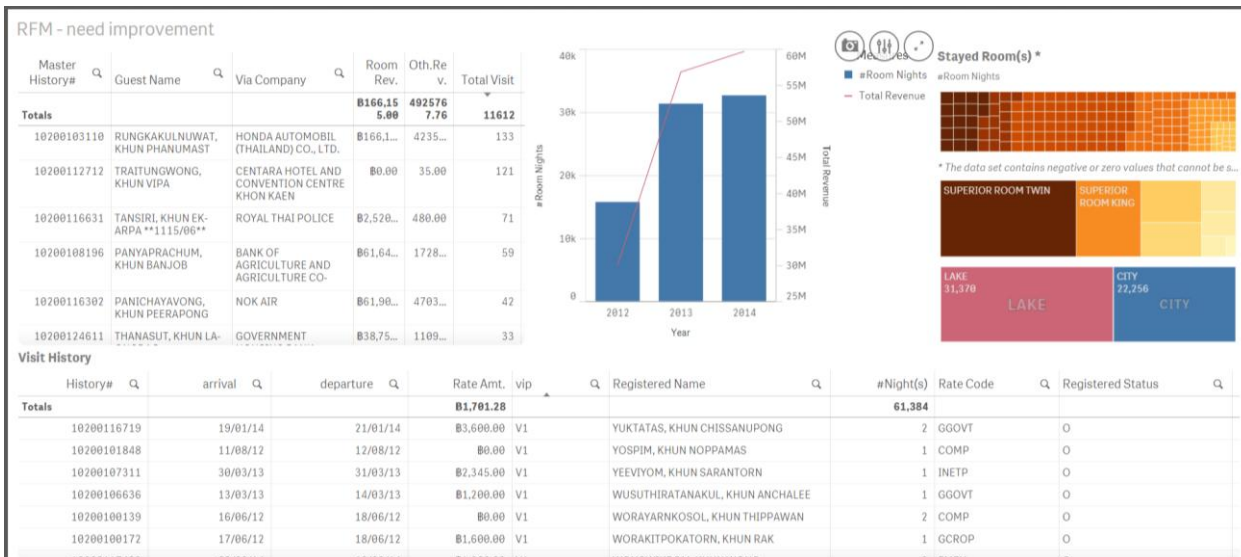
Transaction Summary By Type

Vs.

Revenue Type	Transaction Type	This Year	Last Year
O	FOOD AND BEVERAGE	238,778,190	0
O	LAUNDRY	309,008	0
O	OTHERS	1,274,437	0
O	REBATE	-1,148,338	0
O	RECREATION AND SPORT DEVISION	10,000	0
O	SPA	1,245,652	0
O	TELECOMMUNICATION	19,094	0
R	CREDIT	155,633	0
R	REBATE	-231,960	0
R	ROOM AND DIVISION	109,698,658	0
Totals		350,110,374	0

Total Revenue - Vs.

* The data set contains negative or zero values that cannot be shown in this chart.



3. Price

Hotel Discovery Solution Standard Price						
No.	Description	Qty	Price/Hotel	MA	Total	Your Margin
1	Software:					
	Qlik Sense					
	- 1 Token (5 users)	1	USD 7,300.00	USD 1,460.00	USD 8,760.00	10%
	- 2 Token (10 users)	1	USD 12,170.00	USD 2,434.00	USD 14,604.00	10%
2	Hotel Discovery Template:					
	Hotel Discovery Dashboard Standard Price	1	USD 6,760.00	USD 1,352.00	USD 8,112.00	50%
3	Implementation:					
	Hotel Discovery Installation (Price per Hotel/Database)	1	USD 810.00		USD 810.00	50%
	Remark: The above price is exclusive of 7% Value Added Tax, hardware, software, travel and accommodation cost in upcountry, which are provided by customer.					

Group of Hotel Discount Price Structure for Hotel Discovery Dashboard:					
No.of Hotel	Discount	Price/Hotel	MA	Total	Your Margin
1-3 Hotel	10%	USD 6,084.00	USD 1,216.80	USD 7,300.80	50%
4-10 Hotel	15%	USD 5,746.00	USD 1,149.20	USD 6,895.20	50%
11-15 Hotel	20%	USD 5,408.00	USD 1,081.60	USD 6,489.60	50%
15 Hotel++	25%	USD 5,070.00	USD 1,014.00	USD 6,084.00	50%

4. **Delivery Term:** deliver within 30 days for standard PMS otherwise is subject to quote.

5. Support: 8*5 remote and email support