Track 2 | Revenue Optimization
Session: Dynamic Yield, RMS Interface & Channel Management

New Rate Hurdle Actions Allow Extra Person Factoring by Rate Type
Extra Person Factoring can now be applied to Rate Types that are being derived, independent from the factoring associated with the 'parent' or 'base' rate.
Within the Rate Hurdle Actions screen, highlight the Hurdle Line corresponding to the Rate Type to be modified > Look up (F8) on the new field "Allow Extra Person Factor" flag > Set to Y or N
- If set to Y – Extra person factoring configured on the Derived rate will be used
- If set to N – Extra person factoring configured on the Base rate will be used

Manager's Override F3/Search
Additional Search Criteria has been added to the Manager's Override Search Screen. From Front Desk Maintenance > Yield > Manager's Override > Search (F3)
New Search Criteria;
- Booking Channel
- Rate Tier
- Rate Grouping
- Building and Room Type/Grouping
- Group/Company
- Action
- Minimum Stay/Rate
- Fixed Rate

Manager's Overrides vs Derived Rates/Rate Hurdles – Using One or Both based on your Strategy
- Best Practices for using Manager's Overrides
- Best Practices for using Rate Hurdles
- Best Practices for Derived Rates
- Independent vs Combined Strategies

Revenue Management System (RMS) Configuration Considerations
An RMS (Revenue Management System) Interface with Maestro determines the Base (Fixed) and Derived Rates offered, based on RMS configuration. A Fixed Rate Manager's Override is created for each base rate price change, by date. Specific Rate and Yield setup strategies must be utilized;
- Derived Rates must be utilized and are based on one or multiple base/parent rate(s), as supported by the RMS
- User created Manager's Overrides are exclusively used for Availability overrides

Best Practice Rate Structure for Revenue Management Systems (RMS)
- RMS Parent Rate – One vs. Multiple
- Derived Rates can be configured based on Rate Grouping, Room Types/Groupings, and seasonality in Maestro
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- Room Revenue Posting Code, Extra Person Factoring and/or Night Audit Package Breakdowns can be configured for each derived rate

- Minimum and Maximum Nights & LOS Controls
- Multi Night Package Handling

Manager's Override Creation & Copy Feature

The new Copy Button on the Manager's Override Screen can be used to copy an existing Manager's Override to new Arrival and/or Booking Start and End Dates. From the Manager's Override Screen > locate the Override to be copied > Select the Copy Button > Enter new dates in the Arrivals From and To and/or Bookings From and To Dates > Select OK > A new Manager's Override with a new ID will be created, following all criteria from the original override.

Setting Overbooking Rules & Overbooking Rules from the Assignment Chart

The Overbooking Screen can now be accessed from the Guest Reservation > Assignment Chart > Verify > View Overbooking. The ability to View, Add, Modify and Delete new and/or existing Overbooking Rules are based on user permissions. NOTE: All clerks have access to this screen until at least one clerk or clerk group has the authorized function assigned.

To assign;
- From Global Maintenance > Security > Clerk Groups or Clerk Code > Highlight Clerk Group or Code > Window > Authorized Functions > Add Authorized Function of FD | OVR (Allowed to Overbook a Room Type)

Overbooking figures shown on Booking screens in the #OB Column will only be visible to Clerks and Clerk Groups with this assigned Authorized Function.

Overbooking can now be completed for room types with no specific overbooking rule where:
- The building has overbooking rules configured
- The assignment of the room type does not exceed Building overbooking rules