F&B SOLUTION

Business Intelligence

Solution Description

Hotel Dashboard V4.0

Grupo Meotel
www.hoteldashboard.es
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1. Change Log

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<td>December 5(^{\text{th}}), 2014</td>
<td>Document Creation</td>
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2. Environment

The current work environment forces us to improve the analysis of the existing information in order to optimize the resources and the investments in the sector.

Business Intelligence platforms allow us to consolidate information from different management applications making possible this analysis in no time.

The hospitality sector has been managed for years by multiple technological platforms offering closed solutions in which the integration with external modules was very difficult. Management applications have been limited to connectivity with other applications or external solutions.

The Hotel Dashboard is born with that philosophy: to enable the hotel to integrate the information from different existing data sources from the hotel or hotel group software platform through the Business Intelligence without limitations.

The hotelier can cross data and information from its management applications (hotel, commercial, events, quality control, technical services, interfaces, points of sale, purchase, inventory, finance, web, etc.,) independently from the software vendor of these applications. With this he can optimize the business management through specialized programs for each one unifying the information effectively through the Business Intelligence.

For those hotel groups that work with different brands, different hotel software by region, or other technologies, they can unify the information easily.

Through the Hotel Dashboard and its modules, it is possible to centralize data from the different management software’s. Furthermore, the Hotel Dashboard is designed to only acquire the licenses needed to work with, adapting to your budget and investment capabilities. Providing you with what just only a few hotels of the market have discovered: the optimization of their business management through the Business Intelligence analysis.
3. F&B

The Hotel Dashboard F&B Solution allows connection to the main point-of-sale management software, warehouses, shopping, suppliers, and so on. Those management programs are normally included in restaurant management or restoration groups customer real objectives of this solution.

The connection to management programs outlets such as Micros, Simphony, Squirrel, Aloha, Material Control, SAP, Sun Systems and others are part of this module.

As is the case with other solutions of Hotel Dashboard, the application F&B Solution is open, so it offers the possibility not only to connect different management programs from different vendors, but also can centralize multiple establishments in different countries, regions or continents.

The solution can be designed as multi-currency, multi-lingual and multi property, expanding the scope of the business intelligence application.

Hotel Dashboard F&B Solution can also integrate with other solutions of the Hotel Dashboard suite to allow the crossing of data between applications beyond the field of food and beverages.

F&B Solution is the starting point for centralized solution. The project scope of this Business Intelligence is in your hands.

**NOTE:** Some of the standard options of the Hotel Dashboard Food & Beverage Solution allow you to include comparisons with data from the budget. Since the formats where each establishment manages the budget are different, if the scope of the project covers the inclusion of this budget information, additional development time for the implementation of the solution will be required.
4. Hotel Dashboard Food & Beverage Solution

This section includes sales analysis related to Food & Beverage transactions and stock and cost control. Due to the differences between management programs a number of adjustments are necessary to ensure the link between the POS articles and outlets. The time to make these adjustments is to be considered during the project development.

4.1.1. Revenue

This option allows you to have a first look at the income of the establishment by sales centre, time zone, day of the week or month. All this with the possibility of applying additional filters to the desired search or analysis.
4.1.2. Revenue Report

This option shows a table detailing the information that we have visually seen in the previous point.

4.1.3. Covers & Checks

This option displays graphical information about the number of cutlery per sales centre, as well as information per day of the week and time. All this accompanied by temporary information on the duration of the checks opened by sales centre, giving a clear vision of the rotation that occurs in each sales centre.
4.1.4. Articles

This option shows a detailed analysis of the sale of food and beverage items by sales centre, including an analysis of cancellations, cancellations and sales.
4.1.5. Article Analysis (1)

This option expands the analysis on the products sold in the sales centres.

![Article Analysis Charts]

4.1.6. Occupancy Analysis (1)

This option allows analysing the occupation of each of our sales centres. For this, an occupation formula is applied which considers variables such as schedules, number of diners and tables, and so on. This analysis should be reviewed and validated with the client to ensure that it covers their particularities.
4.1.7. Occupancy Analysis (2)

The second option available for the occupation analysis allows us to see other points of view on the occupation of our sales centres, expanding the analysis options of our centres.
4.1.8. Covers Traffic

This analysis allows to visualize the number of cutlery per sales centre per day, time and period of sale.

4.1.9. Employee Analysis

The employee analysis option allows a clear vision not only of the revenue generated by each employee, but also of their cancellations, cancellations and sales per item.
4.1.10. Check Report

This option allows you to work with each of the checks generated at the points of sale of the system. It also includes the income of each of the items of the checks.

It is also possible to integrate this information with the establishment’s cost control programs, thus obtaining the operating margin of each sale in the establishment. This part must be defined in the scope of the project in case the establishment is interested since it is not part of the F & B Solution module standard.
4.1.11. Check Detail

This option expands the information of the previous development, showing a greater level of detail in the tickets sold.
4.1.12. Check Movements

This option delves into the analysis of sales management by employees through tickets. Here we can analyse the opening and closing times of tickets, changes, transfers, cancellations, and so on. All the traceability of the tickets for greater control in the management of the food and beverage departments.

4.1.13. Sales

This table allows us to analyse in detail the sales by sales centre, service period, check, employee or article.
4.1.14. Cancellations

This option allows to carry out a detailed control not only of the cancellations of tickets, but the reasons and employees who carry out these steps.
4.1.15. Discounts

As in the previous item on cancellations, this option will allow us to analyse the discounts made, their amounts and reasons.

4.1.16. Tips

This option allows us to analyse in detail the origin of the tips inside the establishment. The table also includes an alarm to indicate when the tip supposes an amount greater than 10% of the ticket (this value can be varied).
4.1.17. **Journal**

This option allows you to view each of the transactions made at the point of sale from the Business Intelligence. When selecting a ticket, we can view the copy of the document delivered to the customer.
The information provided in this document is only indicative and should be reviewed and defined according to the applications software installed on each client hotel property. Prior to the closing of a Business Intelligence project, the team of Mastel Group will issue and deliver a document defining in detail the scope of the project based on the personalized needs expressed by the hotel management team.