BI360 for Hospitality Companies

BI360 Examples from the Hospitality Demo Model

A Solver Vertical Industry White Paper

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Introduction

BI360 is the first full Business Intelligence (BI) suite that combines the familiarity and flexibility of Microsoft Excel with real time ERP access as well as a powerful Data Warehouse (Microsoft SQL Server) to gather all of the organization's important information in a single, easy-to-manage database. End users have anytime, anywhere access from Excel, a modern Web Portal and Mobile Apps.

The features that differentiate BI360 from other BI applications are:

1. Third generation Excel add-in for simple or complex reporting and budgeting template design.
2. Modern Excel, Web and Mobile end-user front-ends for easy access to information and powerful collaboration.
3. Pre-Configured and extensible "smart" data warehouse.
4. Deployed as individual modules or as a single, comprehensive BI Suite with a single security model and deployment.

Architecture Overview

Below you can see a simplified architecture with all the BI360 modules. The *Reporting, Planning* and *Dashboard* modules can both run live on a number of different ERP systems as well as off the BI360 *Data Warehouse*.

Note: For more detailed information about BI360, please email info@solverusa.com and request the document: "BI360 White Paper – Overview of the BI360 Suite."

00 - Hospitality Benchmarking Dashboard

This dashboard example compares key financials between your own company and selected hospitality companies. It shows the capability of using the BI360 Data Warehouse to load data from external data sources and then to design dashboards with the BI360 Dashboard module for user-friendly graphical analysis, in this case used for benchmarking.

01 - Resort Executive Dashboard

This example shows an executive dashboard that is set up to provide a higher level overview of each area of hospitality business, but with drill down to detailed information.

In this sample dashboard, the following information is included:

- Hotel Revenue, Actual vs Budget – drill to General Ledger account
- Hotel Revenue – twelve month trend
- Casino Revenue, Actual vs Budget – drill to Casinos and Games
- Casino Revenue – twelve month trend
- Restaurant Revenue, Actual vs Budget – drill to Restaurants
- Restaurant Revenue – twelve month trend
- Spa Revenue, Actual vs Budget – drill to Treatments
- Spa Revenue – twelve month trend
- Golf Revenue, Actual vs Budget – drill to Departments
- Golf Revenue – twelve month trend, drill to General Ledger account

02 – Casino Comparison Dashboard

This dashboard example helps a manager analyze performance across the casinos in the resort. The selection list in the top left corner makes it easy for the user to select a particular game and filter the whole dashboard based in that game.

The following information is included:

- Revenue per Casino – comparison
- Revenue – twelve month trend
- Wagers per Hour per Casino – comparison
- Wagers – twelve month trend
- Average Bet per Casino – comparison
- Average Bet – twelve month trend
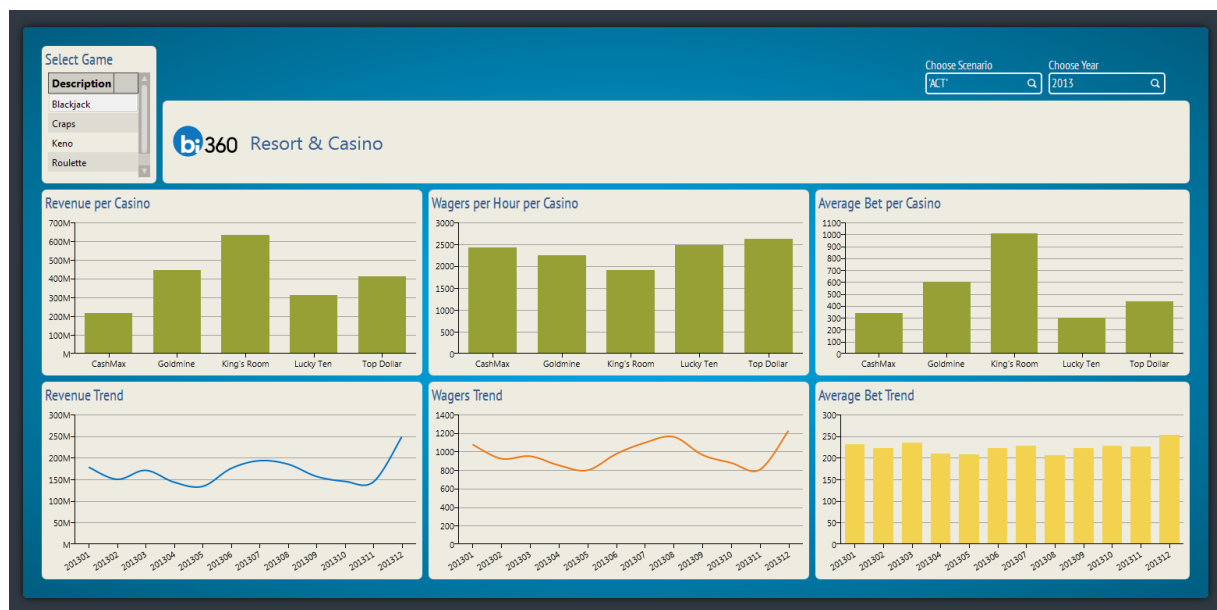
03 – Game Comparison Dashboard

This dashboard example provides casino and resort executives with a detailed comparison of revenues and statistics (wagers) per game. The selection list in the top left corner lets the user select a particular casino that the whole dashboard will then display.

The following information is included:

- Casino table with Revenues, Wagers per Hour and Average Bet
- Revenue per Game – ranked by Game
- Revenue – twelve month trend
- # of Wagers per Hour per Game – ranked by Game
- # of Wagers – twelve month trend
- Average Bet per Game – ranked by Game
- Average Bet – twelve month trend

04 – Hotel Dashboard

This dashboard example focuses on Hotel revenues, expenses and statistics by Department. The list in the top left corner lets the user select a specific department and the whole dashboard will then filter on that department.

The following information is included:

- Hotel Department selection list
- Top Revenues by GL revenue account
- Revenues – twelve month trend
- Top Expenses
- Room nights – twelve month trend

05 – Restaurant Analysis Dashboard

This dashboard example provides restaurant managers and resort executives with an easy way to analyze restaurant performance both in terms of revenues, expenses and statistics.

The following information is included:

- Revenue by Restaurant – ranked by restaurant, drill to filter other charts in the dashboard on the selected restaurant
- Top Expenses by General Ledger account
- # of Restaurant Covers – twelve month trend
- Beverage Revenue – ranked by Beverage type
- Total Food and Beverage Revenue – twelve month trend
- Food revenue – ranked by meal type (Dinner, Lunch and Breakfast)

06. – Food & Beverage Dashboard

This dashboard example provides restaurant managers and executives with an easy way to analyze Food & Beverage revenues across all restaurants.

The following KPI information is included in this example:

- Breakfast Revenue – ranked by restaurant
- Breakfast Revenue – twelve month trend
- Lunch Revenue – ranked by restaurant
- Lunch Revenue – twelve month trend
- Dinner Revenue – ranked by restaurant
- Dinner Revenue – twelve month trend
- Beverage Revenue – ranked by restaurant
- Beverage Revenue – twelve month trend

07 – Resort – Department Account Analysis

This dashboard is an example of using graphical analysis to review departmental revenues and expenses. Department(s) are chosen from the drop down list in the upper right hand corner and the table in the top left corner will display the General Ledger (GL) account balance. When a user clicks on an account in this table, the table in the lower left corner will retrieve the GL Journal Entries for the account. Also, the two upper charts will then display the Actual and Budget trends for the selected account.
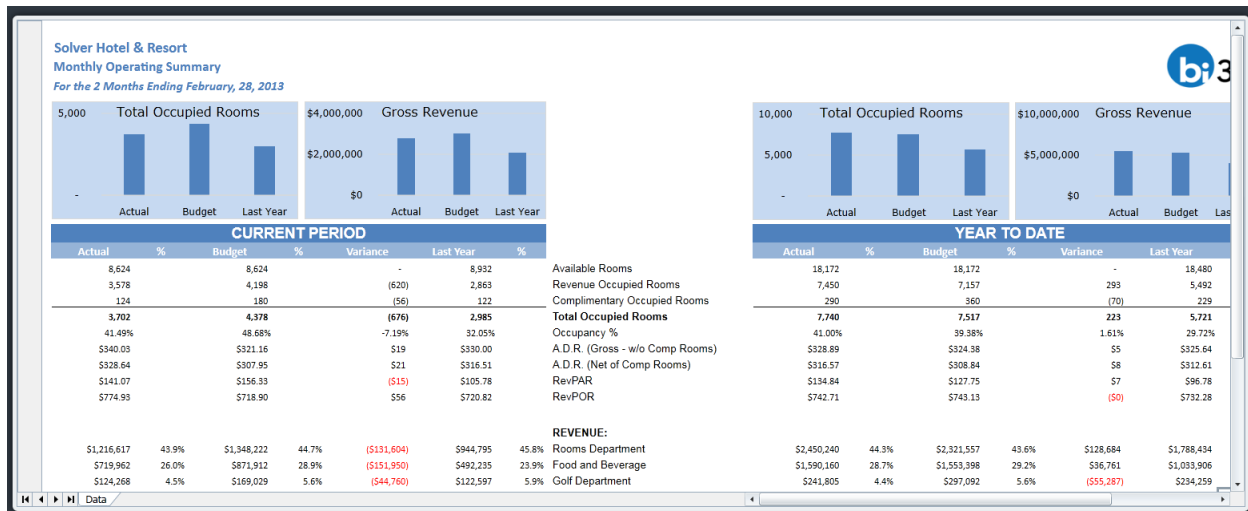
The following information is included in this example:

- General Ledger Trial Balance
- General Ledger Journal Entries
- Account analysis of Actual data – twelve month trend
- Account analysis of Budget data – twelve month trend
- Actual vs Budget comparison – for selected GL Account
- Top 5 Expenses – ranked

08 – Monthly Operating Summary

This is an example of a management report that combines key statistical information (shown below in the top portion of the report) with a Profit & Loss report. The charts embedded on the top of the report helps compare actual and budget data for the month and year-to-date. Users can right click to drill down on any number to see more detail.

Solver Hotel & Resort
Monthly Operating Summary
For the 2 Months Ending February, 28, 2013

	CURRENT PERIOD							YEAR TO DATE					
Actual	%	Budget	%	Variance	Last Year	%		Actual	%	Budget	%	Variance	Last Year
8,624		8,624		-	8,932		Available Rooms	18,172		18,172		-	18,480
3,578		4,198		(620)	2,863		Revenue Occupied Rooms	7,450		7,157		293	5,492
124		180		(56)	122		Complimentary Occupied Rooms	290		360		(70)	229
3,702		4,378		(676)	2,985		**Total Occupied Rooms**	7,740		7,517		223	5,721
41.49%		48.68%		-7.19%	32.05%		Occupancy %	41.00%		39.38%		1.61%	29.72%
$340.03		$321.16		$19	$330.00		A.D.R. (Gross - w/o Comp Rooms)	$328.89		$324.38		$5	$325.64
$328.64		$307.95		$21	$316.51		A.D.R. (Net of Comp Rooms)	$316.57		$308.84		$8	$312.61
$141.07		$156.33		($15)	$105.78		RevPAR	$134.84		$127.75		$7	$96.78
$774.93		$718.90		$56	$720.82		RevPOR	$742.71		$743.13		($0)	$732.28
							REVENUE:						
$1,216,617	43.9%	$1,348,222	44.7%	($131,604)	$944,795	45.8%	Rooms Department	$2,450,240	44.3%	$2,321,557	43.6%	$128,684	$1,788,434
$719,962	26.0%	$871,912	28.9%	($151,950)	$492,235	23.9%	Food and Beverage	$1,590,160	28.7%	$1,553,398	29.2%	$36,761	$1,033,906
$124,268	4.5%	$169,029	5.6%	($44,760)	$122,597	5.9%	Golf Department	$241,805	4.4%	$297,092	5.6%	($55,287)	$234,259

09 – Balance Sheet

This is an example of a typical Balance Sheet report. The chart embedded on the top of the report helps compare Current Assets. Users can right click to drill down on any number to see more detail.
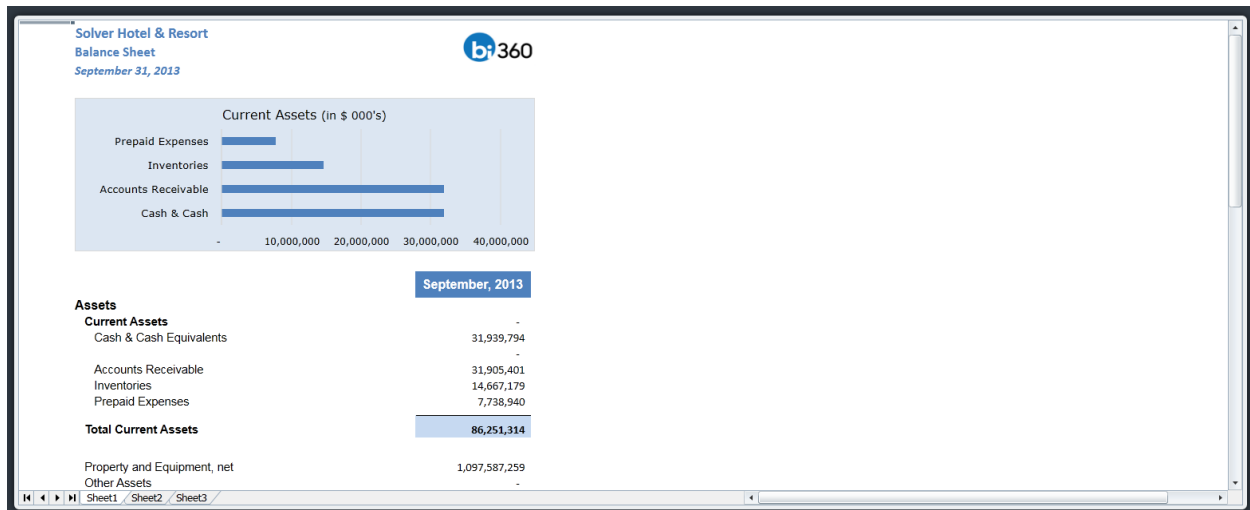
10 – Statement of Cash Flows

This is an example of a Cash Flow trend report that, in the columns, shows each month from the beginning of the year up until the month the user runs the report for. Users can right click to drill down on any number to see more detail.

Solver Hotel & Resort
Statement of Cash Flows
April 30, 2013

	January	February	March	April	Total
Cash Flows from Operating Activities					
Net Income (Loss)	(1,249,405)	(1,072,604)	(439,282)	(125,142)	(2,886,433)
Adjustments to Reconcile Net Income (Loss) to					
Net Cash Provided by Operating Activities					
Depreciation	564,342	564,342	564,342	564,342	2,257,368
Loss (Gain) on Derivative Instrument	0	0	0	0	0
Loss (Gain) on Sale of Asset	0	0	0	0	0
(Inc) Decr in Accounts Receivable	206,157	59,864	(350,952)	(175,524)	(260,455)
(Inc) Decr in Inventories	15,162	4,346	22,007	16,151	57,666
(Inc) Decr in Prepaid Expenses and Other Assets	658,798	(2,764)	(16,977)	10,176	649,232
Inc (Decr) in Accounts Payable and Taxes Payable	(593,769)	(461,465)	748,007	77,078	(230,149)
Inc (Decr) in Deferred Revenue - Adv Dep & Gift Cards	936,878	185,412	606,416	215,109	1,943,815
Inc (Decr) in Accrued Payroll & Related Taxes	417	(156)	34,217	(34,883)	(404)
Inc (Decr) in Accrued Liabilities & Other	(28,551)	234,397	155,187	(431,684)	(70,651)
Net Cash Provided (Used) by Operating Activities	510,029	(488,628)	1,322,966	115,624	1,459,990
Cash Flows from Investing Activities					
(Inc) Decr in Capital Expenditures	(1,686,544)	(101,036)	(181,538)	(235,250)	(2,204,368)
Capital Lease	0	0	(15,854)	(180)	(16,034)
Proceeds from Sale of nvestments	0	0	0	0	0
(Inc) Decr in Investments Held in Trust	0	0	0	0	0