Oracle® Hospitality BellaVita

Price Management Guide
Release 2.7

March 2016

ORACLE

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Preface

This document has been created to provide a general overview on price management for version 2.7.

Audience

This guide is intended for system administrators and support familiar with BellaVita.

Customer Support

To contact Oracle Customer Support, access My Oracle Support at the following URL:
https://support.oracle.com

When contacting Customer Support, please provide the following:

- Product version and program/module name
- Functional and technical description of the problem (include business impact)
- Detailed step-by-step instructions to re-create
- Exact error message received
- Screen shots of each step you take

Documentation

Oracle Hospitality product documentation is available on the Oracle Help Center at
http://docs.oracle.com/en/industries/hospitality/

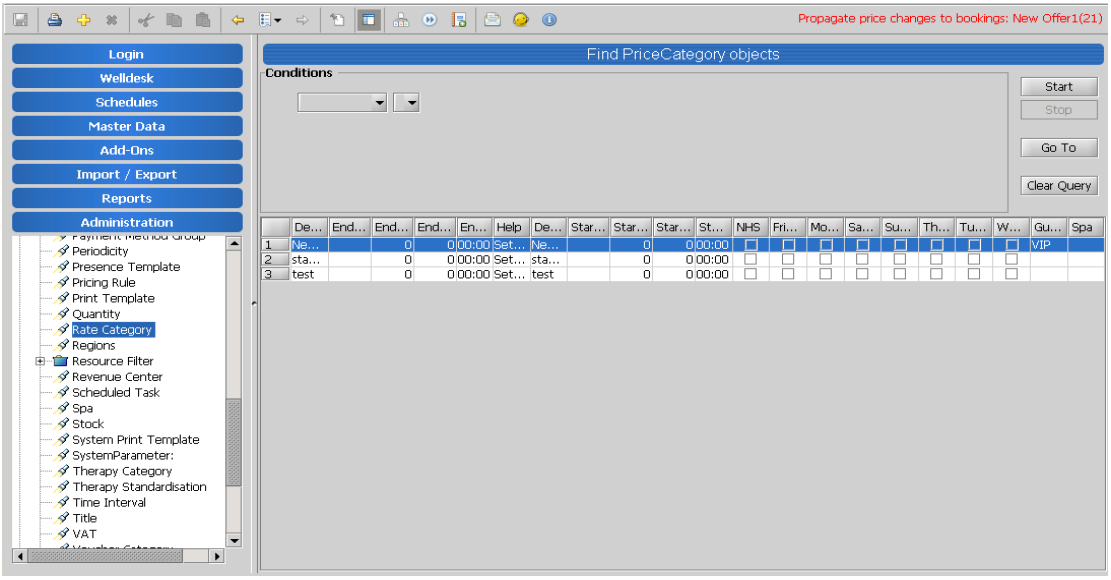
Revision History

Date	Description of Change
June 18, 2013	• Initial publication. Document Version Number: 1.0

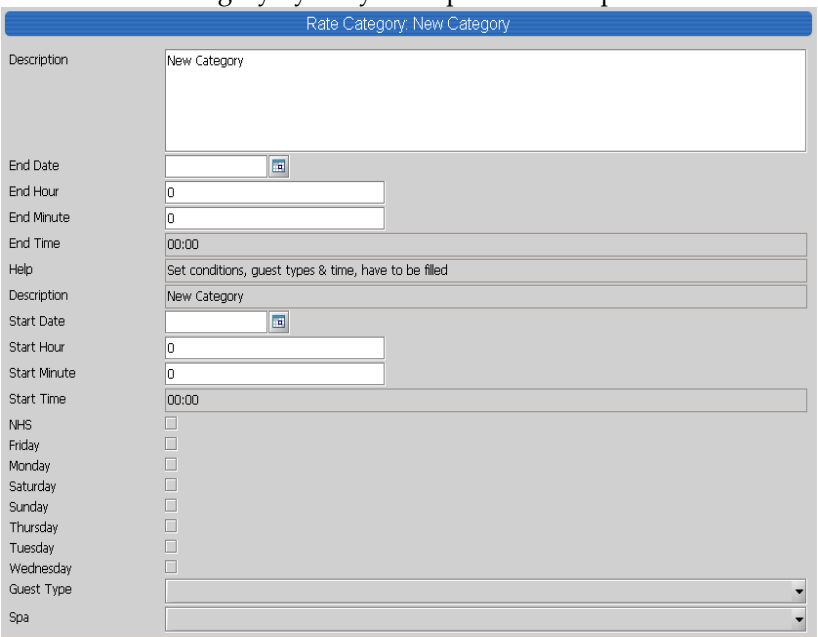
1 Rate Categories

Setup in Administration

Go to Administrator – Settings – Rate Category:



Add new rate category by the yellow plus in the top tool bar.



Add a description – this is how you will see it in the application in use.

You can set up – not mandatory –any of the below condtions:

Guest type: this rate category can only be used for bookings, sales where guest type is matching this.

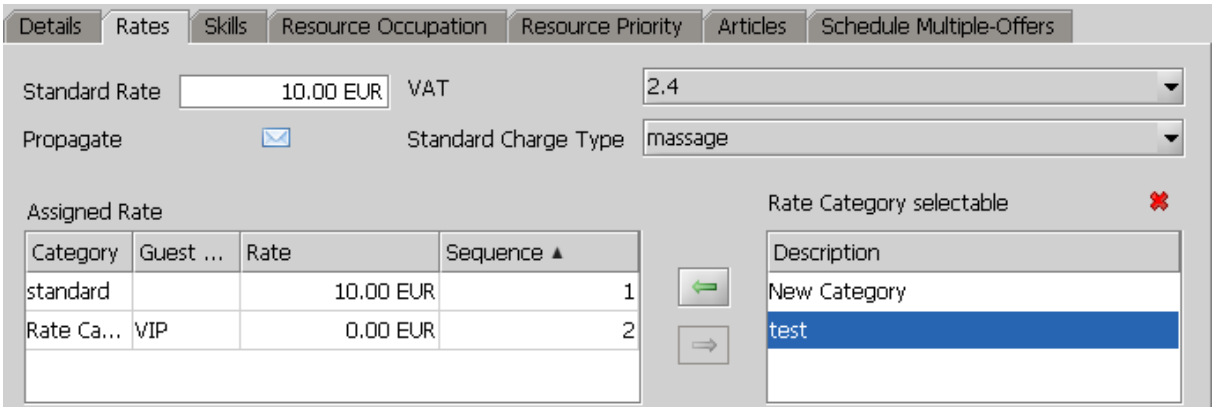
Start/End date and time: when the rate is valid. For example if you tick Thursday this means that this is only valid for offers booked for Thursday, or items sold on Thursday.

Spa: to be selected in multi spa environment if the rate category is not valid in all spas.

NHS will be only available for medical module – to be available in later stage of medical module.

Assigning Rate Categories – Master Data

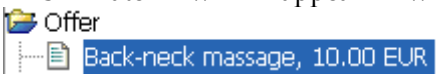
Once the changes are saved, the rate category is available to be assigned in Master Data: Offers/Articles Rate tab:



Select the rate category on the right side (Rate Category selectable) then use the arrow pointing to the left to assign it to this particular item (Offer/Article)

2 Use of rates

Scenario 1 Only one standard rate exists for an item

Fill out the standard rate on the Rates tab. Do not assign any other rates.
This rate will appear with the description in the search of offers 

in Master Data and in the booking process as well.
This will be the only rate available for these items.

Scenario 2 More rate categories are available for an item

Fill out the standard rate on the Rates tab. Assign the necessary rate categories, starting with Standard (has to be set up in Administration). Make sure the sequence is correctly set.
The standard rate in the top will still be the one shown with the description of the offer it will be not used in the booking process.
The assigned standard rates will be the rates automatically assigned when booking this offer (selling an article) or available for selection depending on the conditions set up in Administration.
Upon booking (after the guest is selected) the rate is automatically chosen by the first (lowest sequence) rate category where the conditions are met.
The rest of available rate categories can be chosen automatically.

The basic idea is that the guest should always get the best available price – for this, the lowest price has to be set up with the lowest sequence.

EXAMPLE
This way if I have an offer with

- standard rate 10 EUR
- special offer valid for December 9 EUR
- VIP rate 8 EUR

The best setup is:

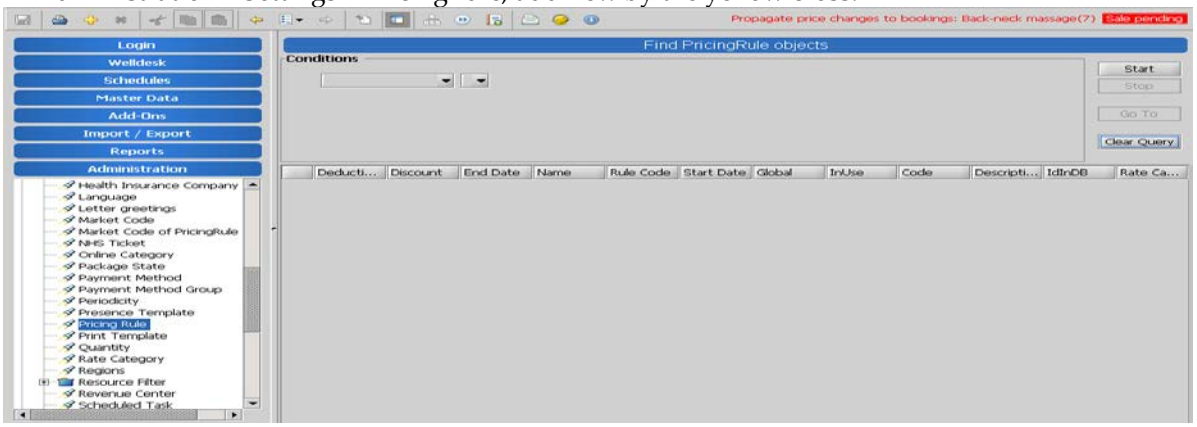
Standard rate on top 10 EUR
Assigned rate categories:
VIP sequence 1
Special offer sequence 2
Standard sequence 3

This means that if my guest is a VIP, they get 8 EUR on every booking. Non VIP guests who are booking for December get 9 EUR. Non VIP guests who are not booking for December get the standard 10 EUR rate.

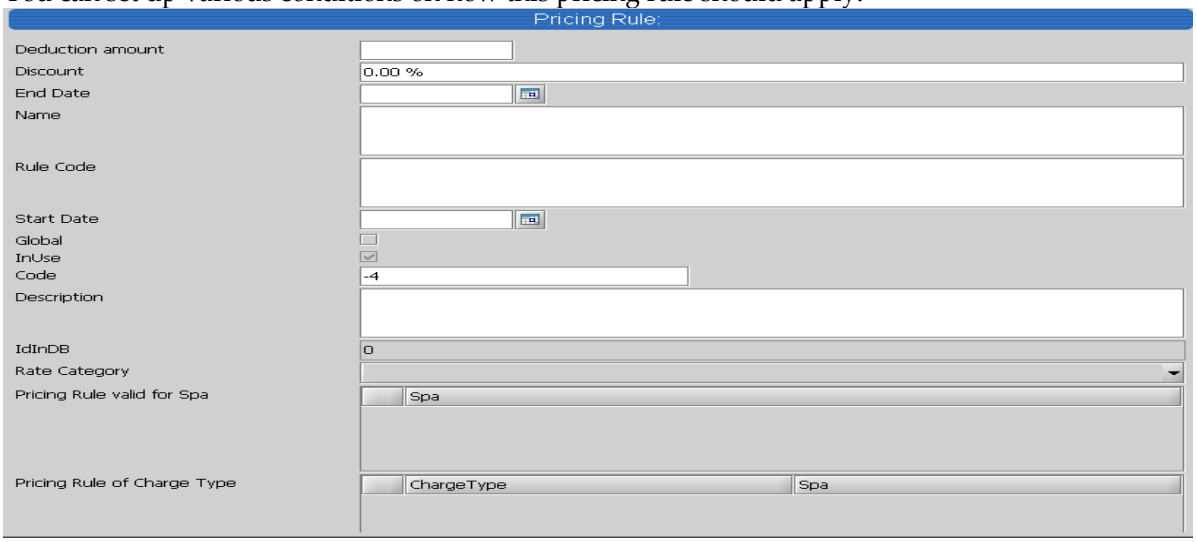
3 Pricing rules

Setup in Administration

In Administration – Settings – Pricing rule, add new by the yellow cross:



You can set up various conditions on how this pricing rule should apply:

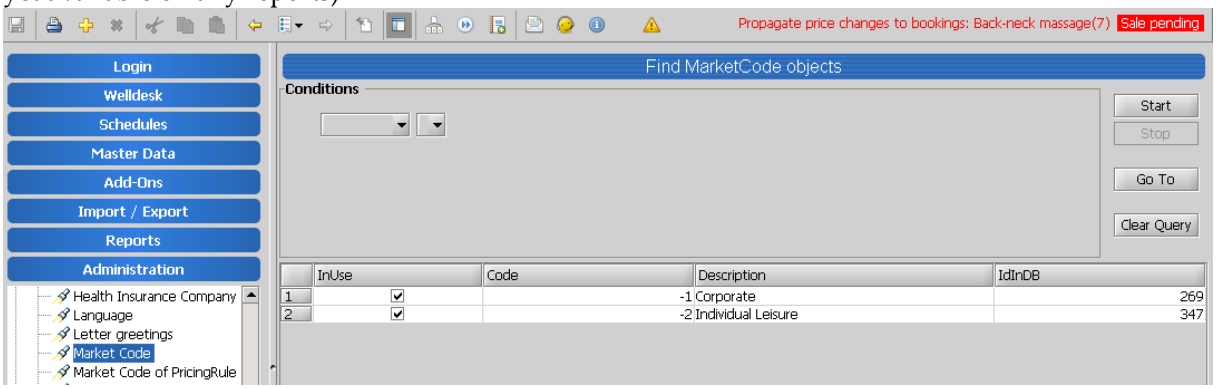


Deduction amount. If this is set up, when selecting the pricing rule, the original price will be deducted by this amount.
Discount: If this is set up, when selecting the pricing rule, the original price will be deducted by this percentage.
Rate category: If this is set up, when selecting the pricing rule, this rate category will be used (even if not assigned to the offer)
Pricing rule valid for spa: used in multi spa environment
Pricing rule of charge type: to be used if the pricing rule is limited to certain charge types.
Please make sure you select the global tick box in single spa environment!
Please note: Pricing rules are not available for product sales.

Market codes for pricing rules

The benefit of using pricing rules is that you do not need to assign the rate category to each offer, but can be applied on booking level.

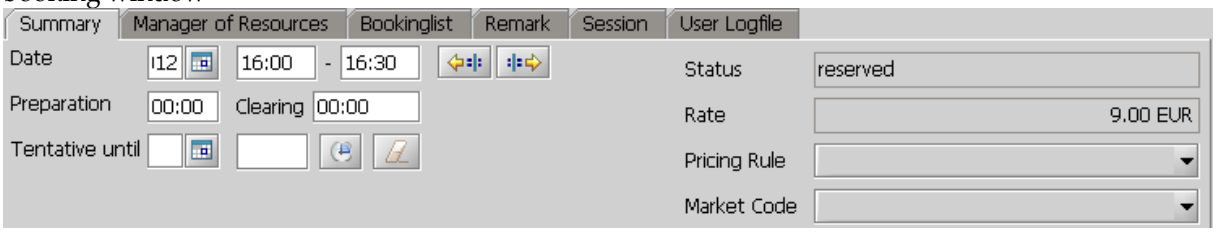
In Administration – Settings – Market Code you can set up a market code for statistics. (This is not yet available on any reports)



Under Administration – Settings – Market Code of pricing rule, you can link the created market code to the pricing rule.

Use of pricing rules

On any booking, you can select the pricing rule available for selection on the Summary tab of the booking window



Market code is not mandatory.