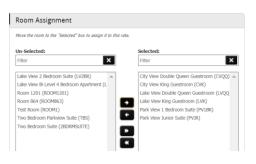# Building an OTA Merchant NET Rate Derived from a Dynamic Best Available Rate

In SynXis CRS from Rate Configuration,
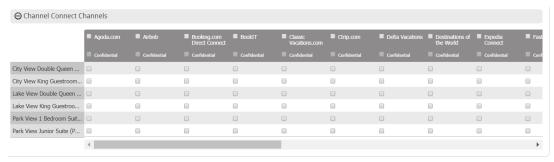
1.) Build the OTA Merchant NET Rate and Choose the Parent Rate to Derive Daily Pricing:
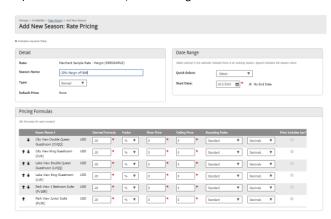

2.) Assign Rooms:

3.) Assign Channel:

4.) Add Rate Seasons / Rate Pricing

5.) Use the appropriate formula to calculate rates

The following formula can be used for more complex pricing other than basic margin off of BAR:
((1 - Margin %) x (1 - Discount %)) - 1 = Total Percentage Off
Note: Use the decimal form of the percentages for Margin % and Discount % in the above formula (i.e. 20%=0.20, 15%=0.15, etc.).

Enter the amount calculated as Total Percentage Off in the rate season.

1. Go to Setup > Rates > **Rate Configuration**.

2. Select **Manage Pricing**.

3. Select either **Edit** or **Add** depending on your need.

Examples

- Let's say you give a 25% margin to an OTA and you are offering them a 20% off promotions. The following formula will help you derive your rate off of your BAR rate:

$$((1 - 0.25) \times (1 - 0.20)) - 1 = \_\_\_$$
$$(0.75 \times 0.80) - 1 = \_\_\_$$
$$0.60 - 1 = -0.40 \text{ (or -40%)}$$

- If your hotel has a margin of 18% off and includes a 20% promotion, the following formula could be used:

$$((1 - 0.18) \times (1 - 0.20)) - 1 = \_\_\_$$
$$(0.82 \times 0.80) - 1 = \_\_\_$$
$$0.656 - 1 = -.344 \text{ (or -34.4%)}$$

Training Courses available on Sabre Hospitality University (SHU):