

# 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:

007 Test - Prestige Hotel Chicago 27607

Home Setup Manage Reports Administration

Setup > Rates > Rate Configuration > Add Daily Rate

### Add Daily Rate

Establish rates, descriptions and rate categories, create derived rates and assign Rooms and Room Groups to rates.

Active:

Category: MER - Merchant (MER)

Type: Public

Code: MERSAMPLE (13)

Name: Merchant Sample Rate - Margin (51)

PMS Code: MERSAMPLE (13)

PMS Group Code: (20)

Class: -Select- (GDS Category)

- Include Tax By Default
- Suppress Rate
- Breakfast Included
- Eligible for Accrual Rate
- Commissionable
- Eligible for Loyalty Redemption
- Require Credentials at Check-In
- Only Available as Primary
- Exclude from the Availab
- Use with Groups
- Mandatory
- Managed in CRS Only
- Last Room Available
- Map as Negotiated Rate
- Allow Single Use Credit C

Bank or America Rate (NEGBOA) (0)  
 BAR (ONEFARRERBAR)  
 BAR Plus Add-On (ONEFARRERADDON) (d)  
 BAR with LOS OFFSETS (DIRBAR)  
 BCD Travel (CONBCD) (d)  
 Bed and Breakfast Package (PKGBNB) (d)  
 Bed and Breakfast Plus Package (PKGBNZ) (d)  
**Best Available Rate (BAR)**  
 Best Available Rate 1 (BAR1 (250))  
 Best Available Rate 2 (BAR2)  
 Best Available Rate 3 (BAR3)  
 Best Available Rate 4 (BAR4)

## 2.) Assign Rooms:

### Room Assignment

Move the room to the "Selected" box to assign it to this rate.

Un-Selected: Filter

- Lake View 2 Bedroom Suite (LV2BR)
- Lake View B1 Level 4 Bedroom Apartment (L...)
- Room 1201 (ROOM1201)
- Room 864 (ROOM863)
- Test Room (ROOM1)
- Two Bedroom Parkview Suite (TBS)
- Two Bedroom Suite (2BRMSUITE)

Selected: Filter

- City View Double Queen Guestroom (CVQ2)
- City View King Guestroom (CVK)
- Lake View Double Queen Guestroom (LVQ2)
- Lake View King Guestroom (LVK)
- Park View 1 Bedroom Suite (PV1BR)
- Park View Junior Suite (PVJR)

## 3.) Assign Channel:

### Channel Connect Channels

	Agoda.com	Airbnb	Booking.com Direct Connect	BookIT	Classic Vacations.com	Ctrip.com	Delta Vacations	Destinations of the World	Expedia Connect	Fast
City View Double Queen ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
City View King Guestroom...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lake View Double Queen ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lake View King Guestroo...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Park View 1 Bedroom Suit...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Park View Junior Suite (P...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## 4.) Add Rate Seasons / Rate Pricing

### Add New Season: Rate Pricing

Includes required fields.

Detail

Rate: Merchant Sample Rate - Margin (MERSAMPLE)

Season Name: 20% Margin off BAR

Type: Derived

Default Price: None

Date Range

Quick Select: [Select]

Start Date: 10/1/2019 [No End Date]

Pricing Formulas

Set formula for each product

Room Name	Derived Formula	Factor	Floor Price	Calling Price	Rounding Rules	Price Includes Tax
City View Double Queen Guestroom (CVQ2)	USD [20] %	%	0	0	Standard	Decimals
City View King Guestroom (CVK)	USD [20] %	%	0	0	Standard	Decimals
Lake View Double Queen Guestroom (LVQ2)	USD [20] %	%	0	0	Standard	Decimals
Lake View King Guestroom (LVK)	USD [20] %	%	0	0	Standard	Decimals
Park View 1 Bedroom Suite (PV1BR)	USD [20] %	%	0	0	Standard	Decimals
Park View Junior Suite (PVJR)	USD [20] %	%	0	0	Standard	Decimals

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:

$$((1 - \text{Margin \%}) \times (1 - \text{Discount \%})) - 1 = \text{Total Percentage Off}$$

**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:

$$\begin{aligned} ((1 - 0.25) \times (1 - 0.20)) - 1 &= \underline{\hspace{2cm}} \\ (0.75 \times 0.80) - 1 &= \underline{\hspace{2cm}} \\ 0.60 - 1 &= \underline{-0.40 \text{ (or -40\%)}} \end{aligned}$$

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

$$\begin{aligned} ((1 - 0.18) \times (1 - 0.20)) - 1 &= \underline{\hspace{2cm}} \\ (0.82 \times 0.80) - 1 &= \underline{\hspace{2cm}} \\ 0.656 - 1 &= \underline{-0.344 \text{ (or -34.4\%)}} \end{aligned}$$

Training Courses available on Sabre Hospitality University (SHU):

The screenshot shows a web interface for Sabre Hospitality University (SHU) training courses. The main heading is "Basic CR Rate Configuration". Below this, there is a "Lessons" section with six items, each with a description, lesson contents, status, and take-by date.

Lesson	Description	Lesson Contents	Status	Take by
1. Create A New Daily Rate Type For Your Property	Learn how to create a daily rate type that you can combine with a room to create a bookable product.	<ul style="list-style-type: none"><li>Create A New Daily Rate Type For Your Property   SCORM   [ Est.6 minutes]</li><li>Daily Rate Type: Step by Step   PRINT   PDF  </li></ul>	Incomplete	12/30/2016
2. Set Up Your Daily Rate Plan Assignments	Learn how to assign essential items to your daily rate plans. Such as rooms, channels, and taxes to name a few.	<ul style="list-style-type: none"><li>Set Up Your Daily Rate Plan Assignments   SCORM   [ Est.3 minutes]</li><li>Daily Rate Plan Assignments: Step by Step   PRINT   PDF  </li></ul>	Incomplete	12/30/2016
3. Create Channelized Descriptions for a Daily Rate Type	Add daily rate descriptions customized to each of your property's available channels.	<ul style="list-style-type: none"><li>Channelized Descriptions for Daily Rate Types: Step by Step   PRINT   PDF  </li></ul>	Incomplete	12/30/2016
4. Create Rate Pricing For A Daily Rate Plan	Learn how to create a daily rate price with seasons for your daily rate type.	<ul style="list-style-type: none"><li>Create Rate Pricing For A Daily Rate Plan   SCORM   [ Est.3 minutes]</li><li>Daily Rate Pricing: Step by Step   PDF  </li></ul>	Incomplete	12/30/2016
5. Set Up a Pricing Offset For A Daily Rate Plan	Learn how to adjust your daily rate price base rate using rate offsets. Includes adjustments for day of week, occupancy, and length of stay	<ul style="list-style-type: none"><li>Set Up a Pricing Offset For A Daily Rate Plan   SCORM   [ Est.4 minutes]</li><li>Rate Pricing Offsets: Step by Step   PRINT   PDF  </li></ul>	Incomplete	12/30/2016
6. (PRINT RESOURCE) Basic Rate Configuration Class Presentation		<ul style="list-style-type: none"><li>Basic Rate Configuration Class Presentation   PDF  </li></ul>	Incomplete	12/30/2016