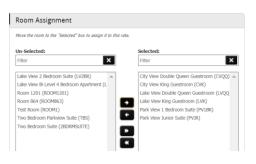
Building an OTA Merchant NET Rate Derived from a Dynamic Best Available Rate

In SynXis CRS from Rate Configuration,

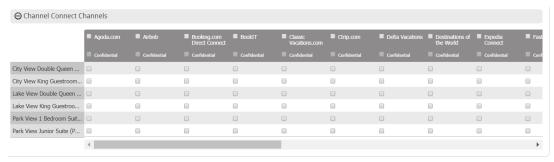
1.) Build the OTA Merchant NET Rate and Choose the Parent Rate to Derive Daily Pricing:

Prefe	ried5	007 Test - Prestige Hotel Chicago 27607 🔍	
Home	Setup	Manage Reports Administration	
Add	Daily Ra	nuration > Add Dally Rate te and rate categories, create derived rates and assign Rooms and Room Groups to rates.	Sa
Active: Categor		MER - Merchant (MER) ■ Public ■	□ Include Tax By Default ☑ Suppress Rate □ Breakfast Included □ Eligible for Accrual Rate □ Commissionable
Code:		MERSAMPLE * (13) Merchant Sample Rate - Margin * (51)	□ Eligible for Loyalty Redemption □ Require Credentials at Check-In □ Only Available as Primany □ Exclude from the Availab □ Use with Groups □ Use With Gro
PMS Co	ode: oup Code:	MERSAMPLE (13) (20) (-Select: ▼ * (GDS Cateoory)	Mandatory Mangaged in CRS Only Bed and Breadfast Package (PKGBNB) (d) Bed Andalba Rate (1gAR) Best Available Rate (1gAR) (250) Best Available Rate 2 (1gAR) (250) Best Available Rate 3 (1gAR) Best Available Rate 4 (1gAR) Best Available Rate 4 (1gAR) Best Available Rate 3 (1gAR) Best Available Rate 4 (1gAR) Best Available Rate 4 (1gAR) Best Available Rate 4 (1gAR) Best Available Rate 5 (1gAR) Best Available Rate 6 (1gAR) B

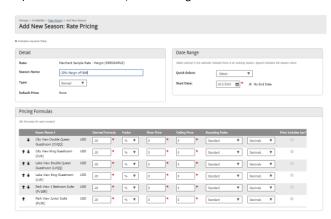
2.) Assign Rooms:



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.

- 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 <u>25% margin</u> to an OTA and you are offering them a <u>20% off promotions</u>. The following formula
will help you derive your rate off of your BAR rate:

```
((1 - 0.25) X (1 - 0.20)) - 1 = ___
(0.75 x 0.80) - 1 = ___
0.60 - 1 = -0.40 (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) X (1 - 0.20)) - 1 = ___
(0.82 x 0.80) - 1 = ___
0.656 - 1 = -.344 (or -34.4%)
```

Training Courses available on Sabre Hospitality University (SHU):

