

ONECLICK from Hammerman Associates creates revenue management spreadsheets with just one click.

Do you spend HOURS each week keeping yield spreadsheets up to date? Are you worried about errors creeping into your projections and therefore influencing your rate management decisions?

Would you like a solution that would automatically organize your statistics and present them in a spreadsheet the way you want to see it?

That solution is available TODAY. [Hammerman Associates, Inc.](#) has created a FoxPro program that extracts the data you want from your database and creates a yield spreadsheet customized to your requirements.

CASE STUDY: A mid-sized hotel in New England wanted a spreadsheet showing 31 performance measures for each day in a future month. The task went to the rooms' manager who was able to produce most of the numbers by printing out multiple reports from HOST. However it consumed a full day each week. Now, using ONECLICK, she produces more performance measures in a matter of minutes.

The columns are shown in the below. Here is the [output](#).

Note: All dates for the previous year are adjusted by one day so the comparisons use the same day of the week.

Column	Description
A	Day of the week
B	Date
C	Available rooms to sell
D	Minimum stay restrictions
E	Last year total rooms sold on the row date
F	Last year rooms sold for the row date <b>as of</b> the report date last year
G	Total rooms on the books this year for each date
H	PACE: Increase or decrease in the number of rooms sold
I	Pace percent: Increase or decrease expressed as a percentage change over last year
J	Last year rooms on the books seven days ago
K	Last year pickup in the past seven days
L	This year rooms on the books seven days ago
M	This year pickup in the past seven days
N	Pickup Pace Comparison: Increase or decrease in the rooms sold in the past week
O	Pick up pace percent: weekly increase or decrease expressed as a percent
P	Transient rooms on the books as of the report date for each date
Q	Transient rooms on the books as of seven days ago for each date
R	Transient pickup: Transient rooms sold in the past seven days
S	Group rooms on the books as of the report date for each date

T	Group rooms on the books as of seven days ago for each date
U	Group pickup: Group rooms sold in the past seven days
V	Block rooms that have not been picked up as of the report date.
W	Total ADR for all the rooms on the books for each date as of the report date
X	Transient ADR
Y	Group ADR
Z	Transient revenue on the books for each date as of the report date
AA	Group Revenue
AB	Total Revenue
AC	Lost room nights
AD	Lost ADR
AE	Lost Revenue

Most of these statistics can be obtained by running several HOST reports with the correct parameters. Some are unique transformations. In the past the rooms' manager spent up to 8 hours a week preparing the spreadsheet for the weekly meeting. Now she spends 15 minutes.

If you would like a report like this for your hotel or resort, please contact me, [Howard Hammerman](#). Telephone: 410-430-3019 (eastern time). The cost is reasonable and your satisfaction is assured.