

PREDIKERING

VIKTIG VERKTØY FOR FREMTIDEN
for reiselivsbransjen



Young N. Nguyen
Founder & CEO







DYNAMIC PERFORMANCE MANAGEMENT

HOTELS | RESORTS | RESTAURANTS | CRUISE

VI BETJENER



Hotell & Ressort



Restaurant



Cruise



Hospitality-Management
Skoler

VI BETJENER





PMI

PRODUCTIVITY
MANAGEMENT
INTELLIGENCE





Forecast the
24th of April,
i.e. in 9 days.

	April 2013						
	Mo	Tu	We	Th	Fr	Sa	Su
13	25	26	27	28	29	30	31
14	1	2	3	4	5	6	7
15	8	9	10	11	12	13	14
16	15	16	17	18	19	20	21
17	22	23	24	25	26	27	28
18	29	30	1	2	3	4	5

HQ
consolidation &
benchmarking



Brasserie Mgr



194 Covers/\$11K
175 Hrs

forecasting Conference
staffing



forecasting Bar
staffing

forecasting F&B
staffing



GM & Controller



Collaboration in real-time
as changes happen



175 RN/\$26K
277 GN

RM



forecasting rooms



Forecasting Spa
staffing

Exec. HK



staffing

250 Hrs
(Arr./dept.)

F/O Mgr



staffing

250 Hrs
(Arr./dept.)



Control food cost
Staffing

FC 28%
350 Hrs



forecasting Night Club
staffing



Management Perspective



Front Office

Housekeeping

-176.2

Common Cleaning

Kitchen

PMI Index

9.3

878.6

Live forecast

Forecast

Budget

Last Year

808.0

595.0

659.8

692.6

RevPOLU

Conference

Restaurant

15°

Oslo

Mostly Cloudy

Weather

Breakfast

Administration

Energy

Chemicals

-612

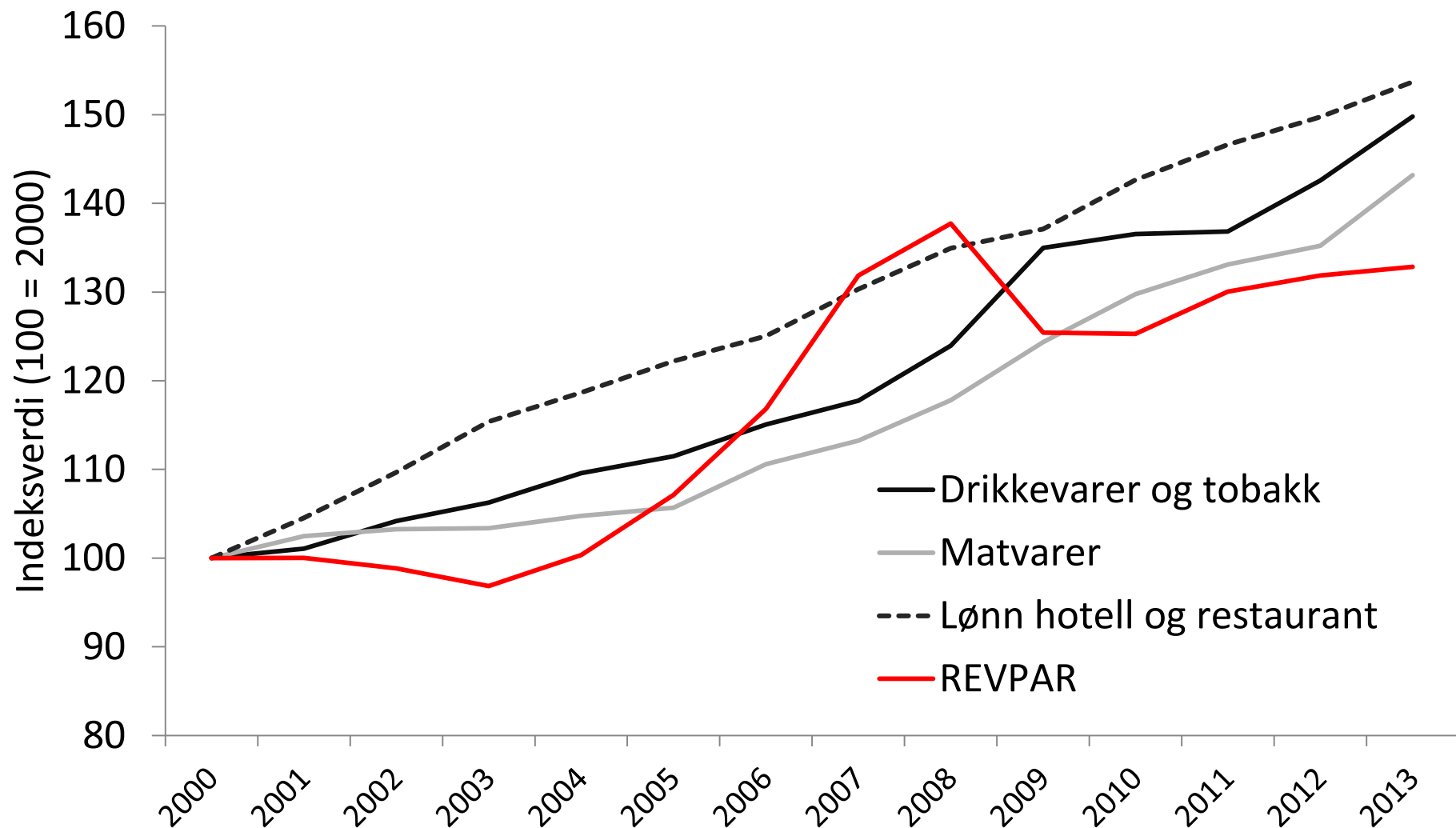
Water

SPA

Boooking

Catering

LØNNSOMHETEN TRUES...



HVORFOR?



**REVENUE MANAGEMENT
NØDVENDIG ONDE!**

PREDIKERING VS. PROGNOTISERING

Prognostisering har med nummer.

F.eks. antall iskrem?

Predikering har med adferds.

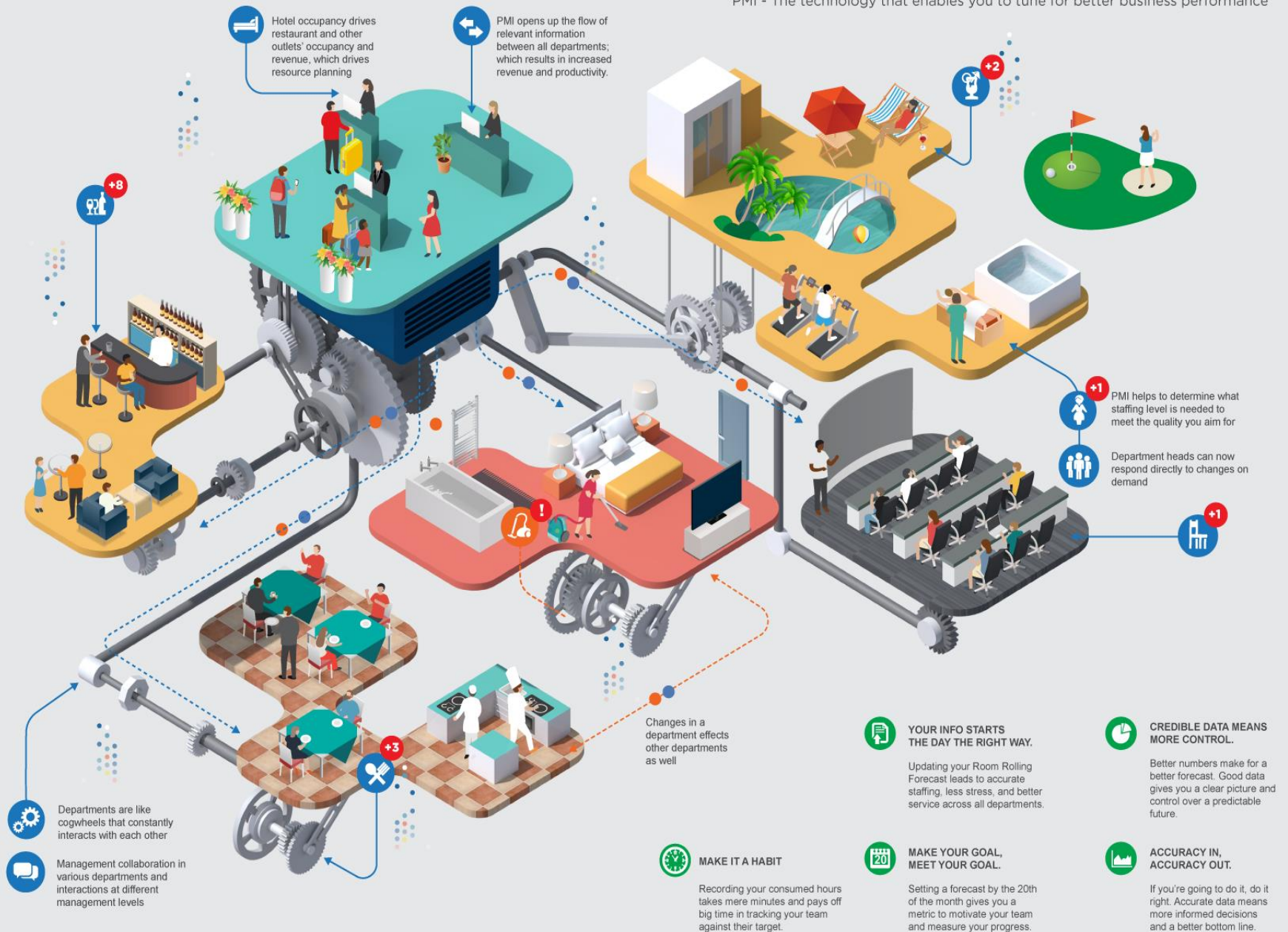
F.eks. hvilken smak foretrekker kundene?

HVORDAN KAN VI ANVENDE PREDICTIVE ANALYTICS?



TUNE YOUR PLANNING FOR BETTER PERFORMANCE

PMI - The technology that enables you to tune for better business performance



Takk for oppmerksomheten.



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