SMS

SPRINGER-MILLER SYSTEMS

SMS|Host Secure Data Extract for Datavision

Functionality

Acting as a protective gateway to your system, the SDE facilitates rapid, reliable and more frequent access to the data that Revintel needs in order to provide Business Intelligence services to you and your staff.

Beginning with SMS|Host version 22.1 and the release of our Personal Data Privacy Controls Package, officially sanctioned exports will be required for all vendors that utilize data from SMS|Host.

Utilizing a custom Product Profile, the SDE targets the databases they require and tracks all changes compressing, encrypting and transporting them automatically via a secure channel on a scheduled basis.

Secure Data Extract Benefits

By employing Springer-Miller's SDE for Datavision, properties gain the following benefits:

- **Security**: increased through elimination of direct/uncontrolled external access to SMS|Host
- **Protection**: sensitive data are removed prior to export; encryption in transmission complies with data privacy requirements
- **Reliability**: consistent and dependable delivery of data
- **Automation**: fully autonomous processing
- **Speed**: much smaller data feeds result in much shorter transmission periods
- **Frequency**: smaller extracts enable greater frequency of exports
- **Economy**: the SDE supports multiple vendor exports from a single installation
- **Performance Safeguard**: reliance on an official export protects against unintended performance degradation

Software and Hardware Requirements

The product is compatible with, and requires, the following:

- SMS|Host version 22.5 and higher
- Multi-Interface Processor (see Exhibit A, Rev. 5.0, Section 3, page 8 for details)

SPRINGER-MILLER SYSTEMS
SDE Export for Datavision

Datavision Features

Datavision utilizes data from the systems that are already in place (PMS, POS, Time clock, Sales & Catering, etc.) and creates an integrated data warehouse. Once data is automatically extracted and consolidated, users can access the information in various ways - web-based reports, dashboards, self-service BI and Microsoft Excel. Reports and dashboards are accessible from desktop and mobile devices for On-demand delivery of critical information.

Since Datavision retains massive amounts of information in its data warehouse, it's effortless to compare yesterday's information to data from years prior or compare against budgets and forecasts. With built-in time intelligence, data can be automatically aggregated for weekdays, weekends, week-to -date, month-to-date, year-to-date, etc. Endlessly customizable, Datavision allows you to add your own reports to the system in minutes, reports that would otherwise take hours or, in some cases, be almost impossible to duplicate manually.

An SDE Export for Datavision offers properties the following features:
- Integrates data from many sources including Operations, Finance and Marketing
- Create self-service reports using MS Excel
- Self-service dashboards using MS Power BI
- Employs an automated ETL process (Extract/Transform/Load)
- Option to host locally or in the cloud

Data Included in Product Profile

The following ^{SMS}|Host information is incorporated in the Datavision Product Profile:

- Guest Information
- Active & Historical Reservations and Transactions
- Retail Point-of-Sale Details
- Room Types and Room Details
- Rate and Package Details

- Messages, Notes, Traces and Changes
- Owner Contracts and Accounting
- Resort Scheduling and Golf Details
- Marketing Sources and Lost Business Tracking
- Group, Corporate and Travel Agency Details

For More Information

To learn more about **Springer-Miller Systems** and integrations with our ^{SMS}|Host Hospitality Management System, please visit our web site at www.springermiller.com or call (802) 253-7377.

To learn more about **Datavision** and their business intelligence capabilities, visit www.datavisiontech.com, contact sales@datavisiontech.com or call (954) 433-3633.

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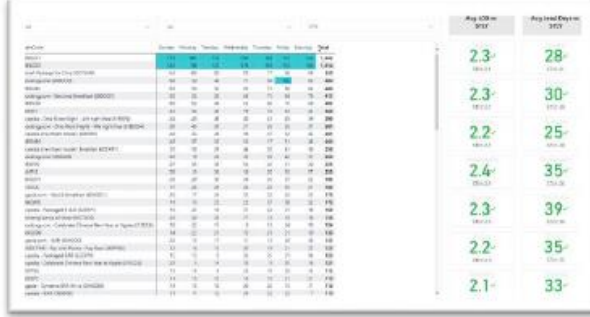+1.702.896.8200

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SDE Export for Datavision

Rate & Occupancy Analysis

Golf Summary

SMS

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SDE Export for Datavision

F&B Analysis

F&B Analysis — Datavision

CategoryLevel3 ● Beverages ● Food ● Cost%

Family Group Breakdown

Date: 2017 / 2018 — January, February, March, April, May, June, July

Revenue Contribution: Rio, Dubai, Tokyo, $1.49M, $1.25M, $1.72M, Sydney, London, Cairo, Bolivia, Los Angel..., New York, $0.93M

Food Cost by Property

Top Selling Food Items	Amount
Open Food(928001)	$234,314.2
Breakfast Adult(141...	$113,908.4
Adult Brkfst(141001)	$100,700.0
Dinner Adlt $21.(10...	$91,346.4
Brkfst Adlt $14.(100...	$91,169.1
Adult Dinner(141009)	$74,702.6
$12.99 Adult Bre(10...	$56,597.4
Brkfst Kid $8.99(100...	$47,979.6
Dinner Adult $9(14...	$44,277.8
Food(928001)	$37,459.4
Dinner Kid $9.99(10...	$37,332.6
Breakfst Child(1410...	$34,052.3
Breakfast Buffet(14...	$32,229.1
Total	**$3,475,740.6**

Revenues $7.99M
Discounts ($47.84K)
Covers 336K
Checks 66K
F&B Cost $1.54M

Top Selling Beverages	Amount
20oz Bud Light(30150...	$9,241.48
*Adlt Soda 2.49(1102...	$8,324.07
Coffee – Cup(199252)	$7,299.44
Bottled Soda(199505)	$6,772.86
16oz Soda(199425)	$6,093.09
Pum Spi Lat 16oz(900...	$5,756.75
SODA(195401)	$5,555.42
Open Liquor(928003)	$5,452.62
Sipper w/Soda(199559)	$5,295.11
Open Beer(928002)	$5,178.25
HotBrwCoffee 16o(25...	$5,089.56
Fin Fruit Daiqui(2006...	$5,032.87
2.99 Soda(199157)	$4,999.28
Total	**$439,671.74**

Revenue Grid

OutletLevel3	Cairo	Chicago	Dallas	Dubai	London	Los A...
Restaurant 2	$77,202.55	$106,369.45	$58,672.44	$176,973.83	$7.00	$79.
Restaurant 1	$126,139.97		$30,512.03	$178,803.49	$196,653.94	$24.
Snack Bars	$67,100.99	$34,519.25	$20,010.11	$98,581.79	$170,210.91	$30.
46653-T33						
Banquet	$188,693.05		$4,061.33	$216,219.27	$52,906.15	
Casual Diners	$32,641.79	$31,332.37	$23,245.98	$60,506.07	$66,539.25	$30.
15653-T33						
G15653-T33				$350,446.28		
59591-T33					$348,831.72	
739931-VW2						
A59931-T33	$277,824.90					
Fast Food Outlets	$26,008.09			$16,443.99	$13,075.94	
Rise and Shine	$50,296.79				$60,148.80	
39683-T33		$163,172.67				
38401-T33						
In Room Dining	$11,949.96				$40,164.28	$12.

F&B Cost % – Cairo 35%
F&B Cost % – Chicago 37%
F&B Cost % – Dallas 34%
F&B Cost % – Dubai 37%
F&B Cost % – London 38%
F&B Cost % – Los Angeles 34%

Payroll Analysis

Datavision — Region: All — Property: All

YESTERDAY

Total Payroll	Regular Pay	Overtime Pay
$43,801	41,066	2,735
STLY: 138,017 (+68.26%)	STLY: 138,017 (+70.25%)	STLY: 138,017 (+98.02%)

MONTH TO DATE

Total Payroll	Regular Pay	Overtime Pay
$897,819	874,958	22,860
STLY: 2,653,056 (+66.16%)	STLY: 2,653,056 (+67.02%)	STLY: 2,653,056 (+99.14%)

Payroll by Date — August 2020

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
							1 $48,085
	2 $44,191	3 $43,103	4 $48,275	5 $50,094	6 $50,673	7 $53,730	8 $49,209
	9 $43,299	10 $40,650	11 $48,399	12 $49,405	13 $50,012	14 $53,725	15 $46,001
	16 $43,801	17 $42,540	18 $46,364	19 $46,242	20	21	22
	23	24	25	26	27	28	29
	30	31					

	F&B	Housekeeping	Front Office	Room Service
Cost % Revenue	75%	7%	4%	28%
	Budget: 14.07%	Budget: 5.77%	Budget: 2.87%	Budget: 27.52%
Cost Per Unit	$160	$23	$12	$6
	Budget: $24	Budget: $19	Budget: $10	Budget: $7

Wages by Dept: Golf Maintenance, Golf Club Kitchen, Housekeeping, A&G..., The..., Members Grill, The Grills, Kitchen, Beach, Room, A&G – Controller

Category	Wages	Future Wages	Projected Month End Wages	Wages – Budget	Variance
Golf Maintenance	$63,363	48,350	111,713		-111,713
Kitchen	$54,406	46,031	100,437		-100,437
Golf Club Kitchen	$38,295	29,222	67,517		-67,517
Members Grill	$59,550		59,550		-59,550
Administration and General	$47,076	35,922	82,998	25,232	-57,766
Golf Course and Pro Shop	$49,564		49,564		-49,564
Golf Club - Marketing/Member Relat	$25,696	19,608	45,304		-45,304
The Grills	$24,165		24,165		-24,165
Golf Club Catering	$4,438	18,377	22,816		-22,816
Total	**$897,819**		**897,819**	**120,747**	**-777,072**