



Delphi[®] Catering Performance

Newmarket International is putting catering performance at your fingertips, giving you an easy way to view your business goals and measure against them. With flexible reporting options, Delphi's newest functionality will allow your business to maximize your catering revenues.

CATERING PERFORMANCE: BOOKING REVENUE TYPE

Delphi's Booking Manager has built in flexibility so when reporting, you can select "Catering Only" to designate which bookings are Catering Only or Banquet. Now, with catering performance, you have the ability to report on pace and productivity against Catering Only and Banquet Revenue bookings.

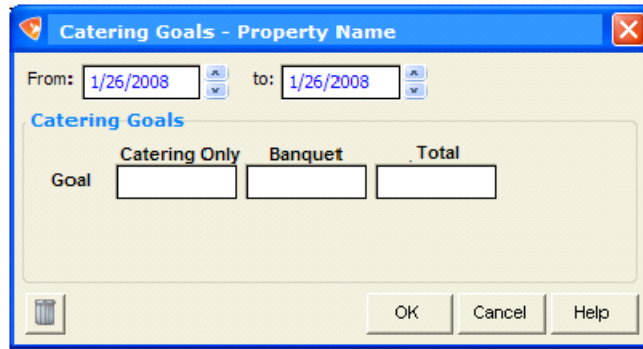
- Define a booking's revenue type by selecting Catering Only in the Booking Manager tab
- All bookings will be considered Banquet if Catering Only is not selected
- This field is included in Delphi Data Views and the Delphi Report Model for easy reporting

The screenshot shows the 'Booking Manager' application window. The 'Catering Only' checkbox is checked and highlighted with a red circle. Below this, a table displays booking details for three dates: 11/10/2008, 11/11/2008, and 11/12/2008. The table includes columns for 'Agreed', 'Forecast', 'Blocked', and 'Pickup' status, and a 'Totals' column.

	Mon 11/10/2008	Tue 11/11/2008	Wed 11/12/2008	Totals
Agreed				0
Forecast				0
Blocked				0
Pickup				0

CATERING BUDGET AND GOALS

Measuring catering performance based on goals has never been easier. For example, as a director of catering, you can measure your pace against a defined property budget for catering revenue. Or, you can measure your employees' productivity against their personal goals. This is easily accomplished within Delphi.



REPORTING

Delphi's Data Views provide an unparalleled flexibility for viewing your data and reporting with ease. Reports are run in the SQL 2005 reporting services environment. New performance reports that will be delivered* include Catering Pace and Catering Productivity.

CATERING PACE

Rate the health of your business with a Catering Pace report. The ability to measure the pace of a property relative to catering and guestroom revenue, budget values, and to the previous year will help you to benchmark the overall health of your property. This consolidated pace report measures guestroom, banquet and catering only revenue and can be grouped by:

- Property by year by month
- Year by month by property

CATERING PRODUCTIVITY

Determine sales effectiveness with Catering Productivity reports. Compare sales managers productivity related to catering revenue, specified date ranges and sales goals in order to determine sales manager effectiveness.

To learn more contact your Newmarket International sales representative at salesinfo@newmarketinc.com.

**Please note, Catering Performance functionality is part of a Delphi 9.5.2 Service Pack in Q4 2008. Other functionality and capabilities, such as ad hoc reporting, are also slated to be included. However, all images and functionality are subject to change.*

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