



ENTERPRISE DNA

Challenge 22

# Hotel Revenue Management

# The Participants

with Federico Pastor

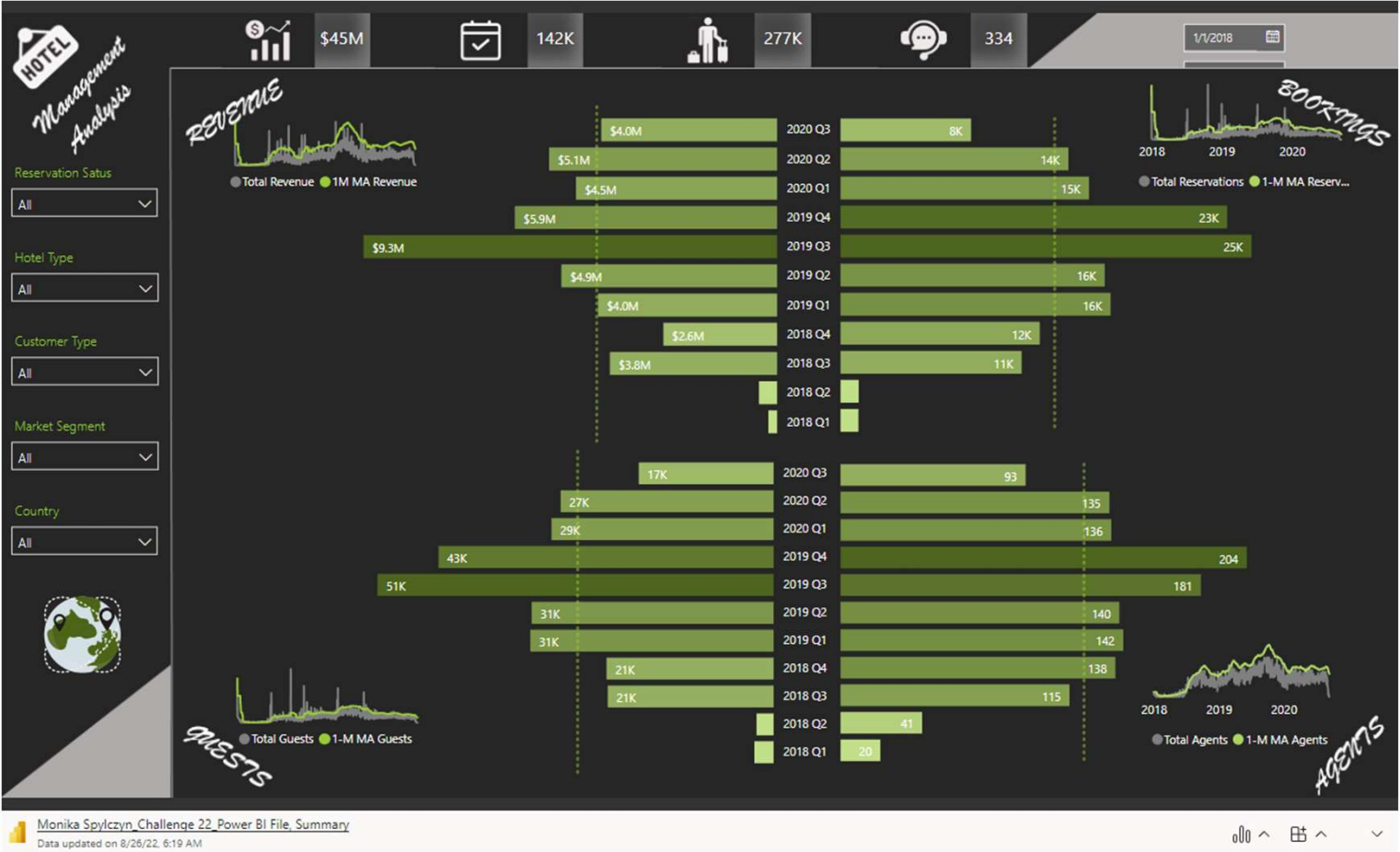
EMPOWERING POWER BI USERS  
TO CHANGE THEIR WORLDS

# Hotel Revenue Management



## Monika Spylczyn

"Had a great time exploring and testing out a few new tricks I've learnt recently thanks to the incredible Enterprise DNA Community here."



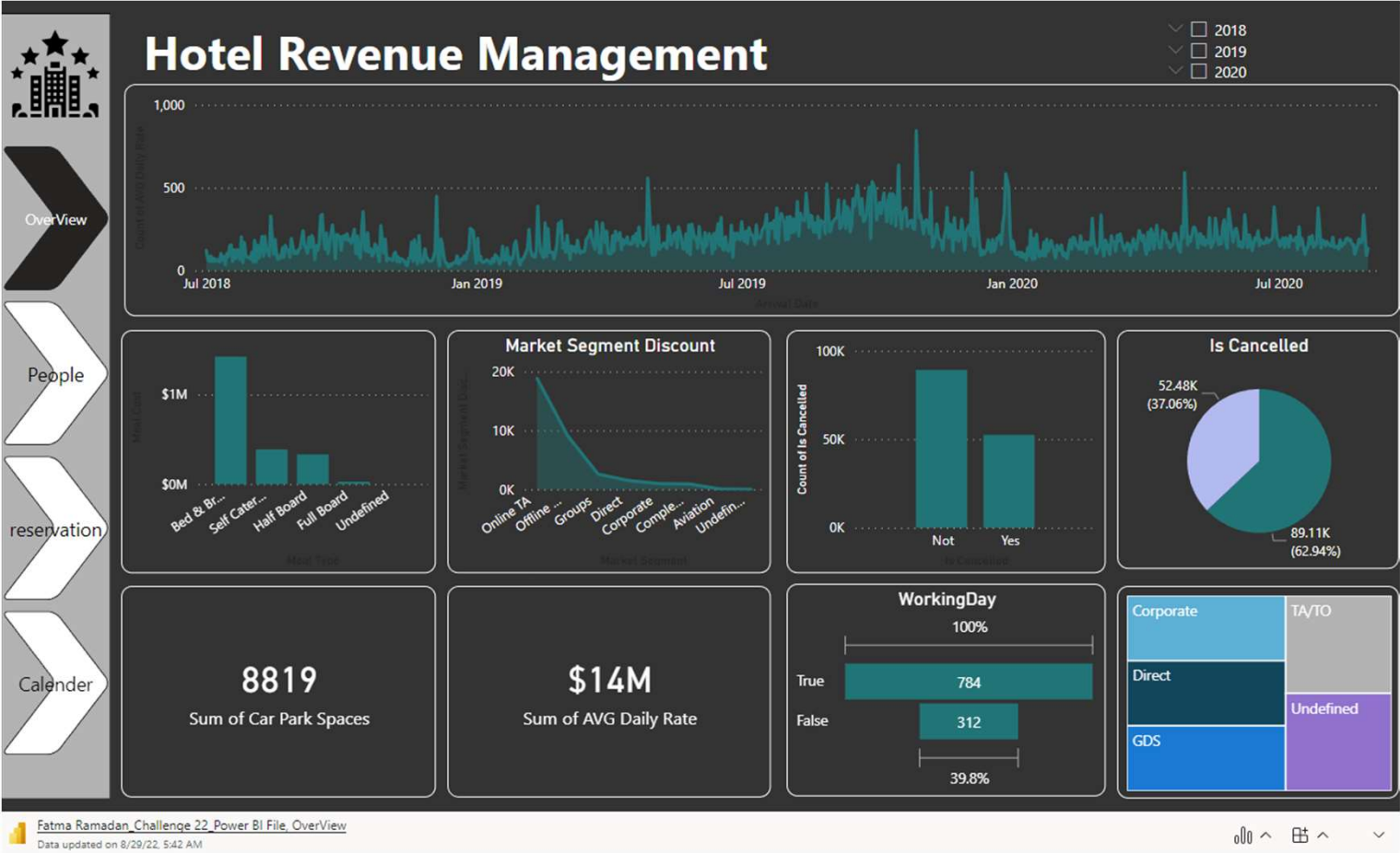
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# Hotel Revenue Management



## Fatma Ramadan

"I had accepted eDNA challenge 22, very interesting dataset to explore. Please see my report and I hope you like it."



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## Fred Bevan

"To help with the time analysis, I generated a separate table containing a separate row for each date of each reservation. This made it much easier to answer questions."



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# Hotel Revenue Management



## Veronica Aide

"I'm very happy because with this Dataset I have learned new things and I continue on the journey of learning Data Analysis, thanks again for all the support"



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# Hotel Revenue Management



## Katy Chiang

"Data can be filtered by calendar year, quarter, month or week. In this project, I learned how to insert a new table using DAX. However, due to the space limitation, I had to use the country abbreviations instead"



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# Hotel Revenue Management



## Seline Beh

"This is my first entry to an Enterprise DNA Challenge. I enjoyed preparing this report very much. I hope you like it."



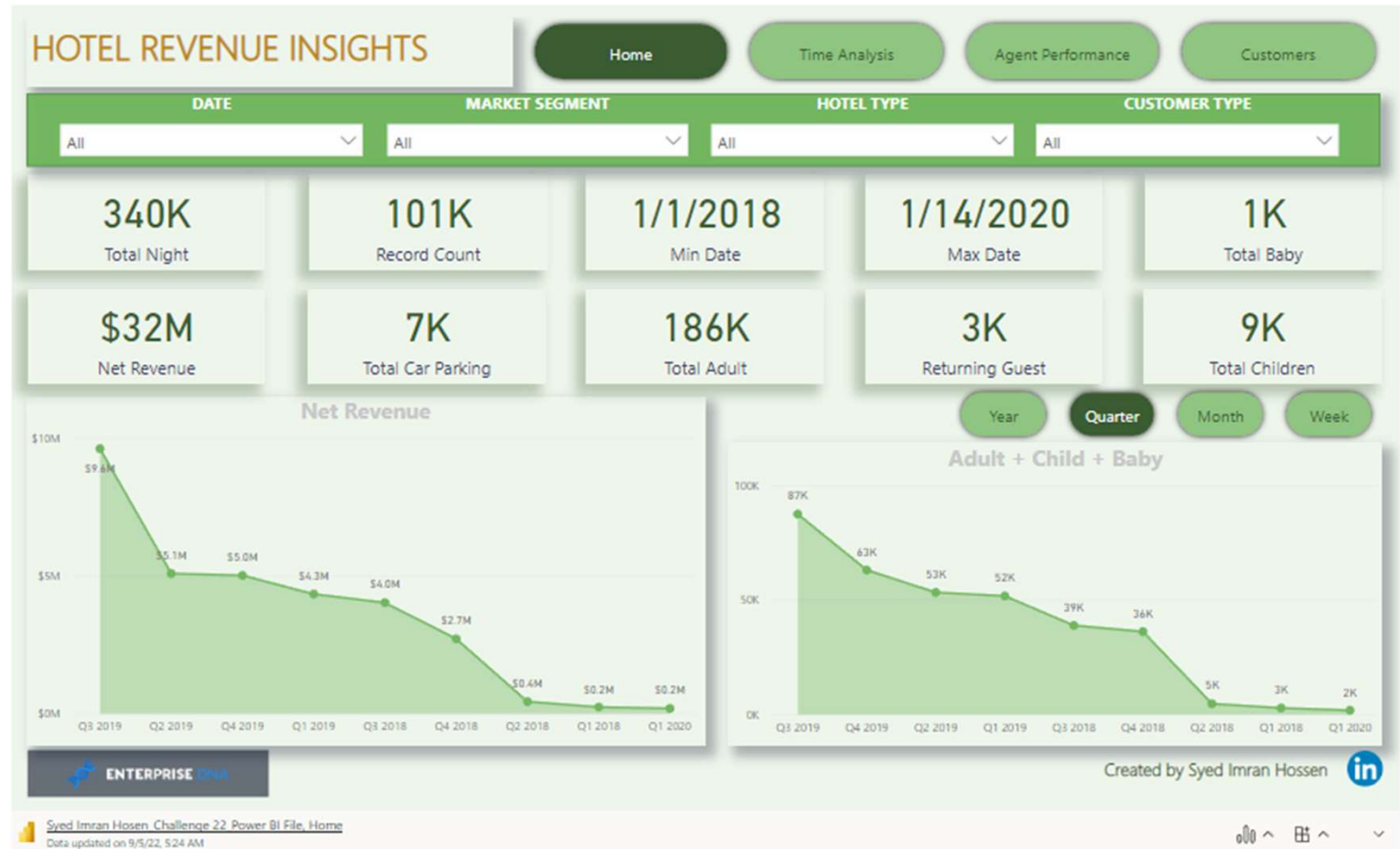
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# Hotel Revenue Management



## Syed Imran Hosen

"I enjoyed preparing this report very much. The dataset was very interesting. I hope you like it."



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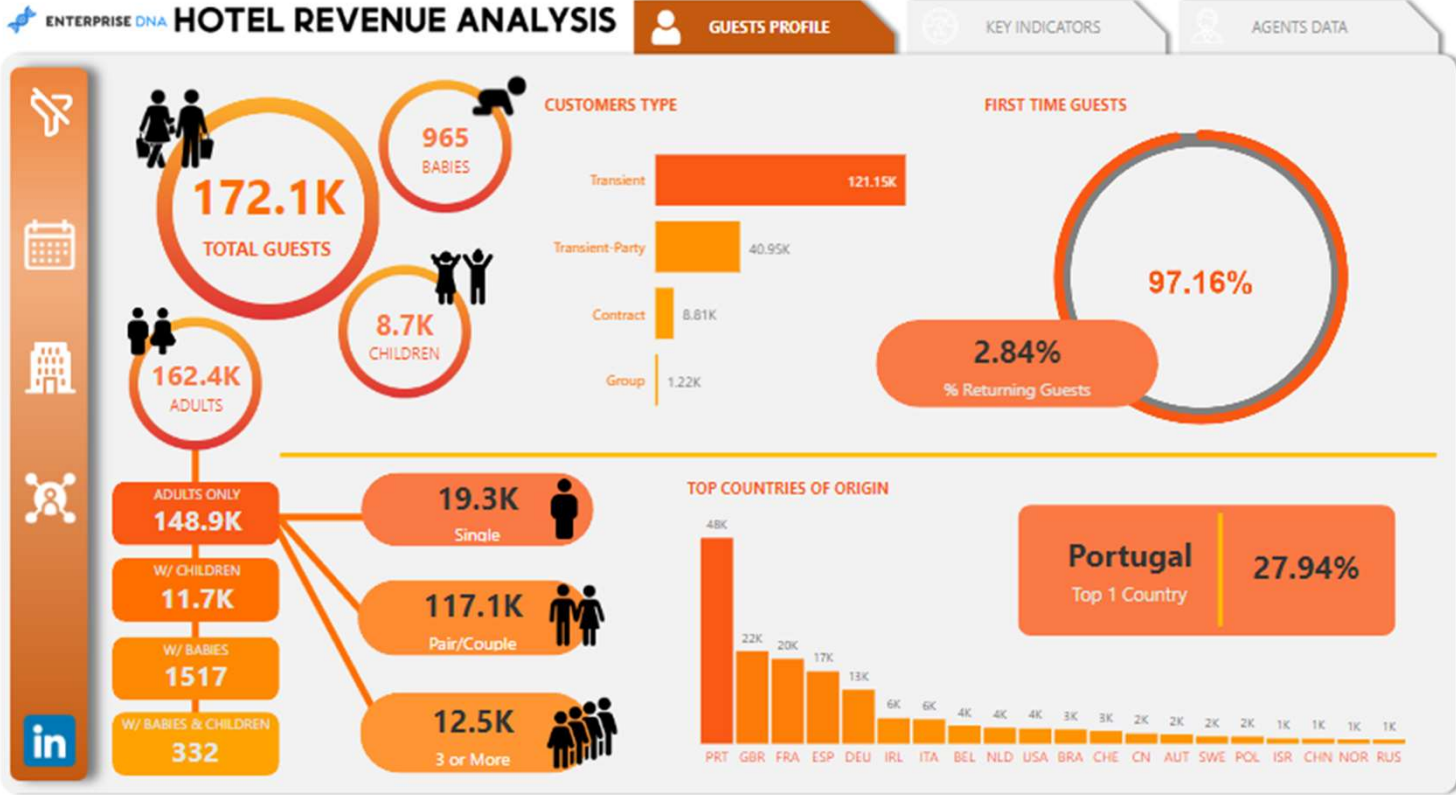


# Hotel Revenue Management



## Jenelyn Rosales

" There are 3 tabs in my report: Guests Profile, Key Indicators and Agents Data. I've broken down the Guests Profile to show the demographics of the hotel's guests."



Jenelyn Rosales\_Challenge 22\_Power BI File\_GUESTS PROFILE  
Data updated on 9/7/22, 12:19 PM

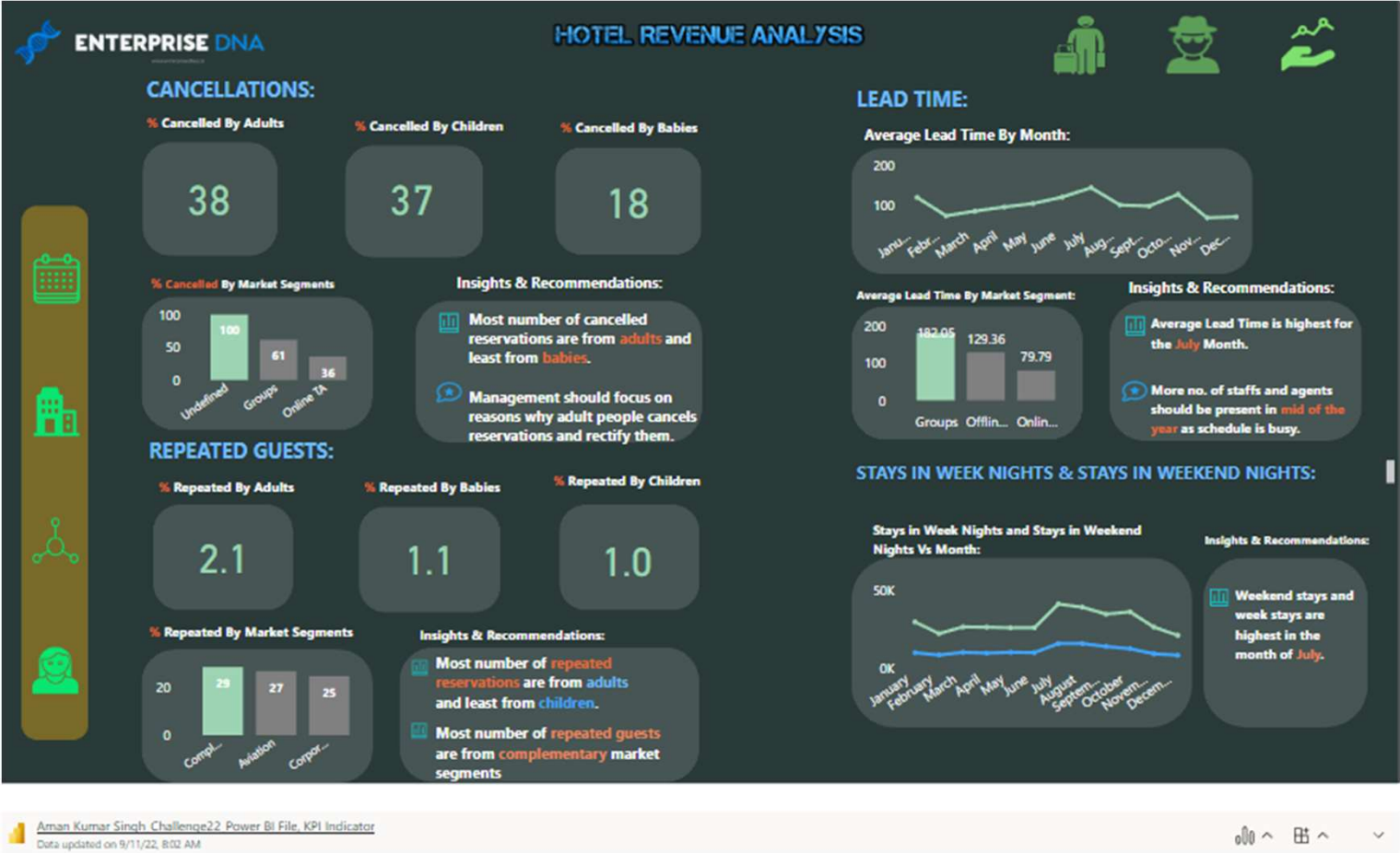
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# Hotel Revenue Management



## Aman Kumar Singh

"I am glad to be a part of the challenge. While making this report for this challenge, I got better in understanding the data and using DAX measures."



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## Vicente A Juan

"I worked on the scorecards in Power BI and put into practice the creation of new comparison graphs with DENEb. Interesting and fun dataset to work on time intelligence."



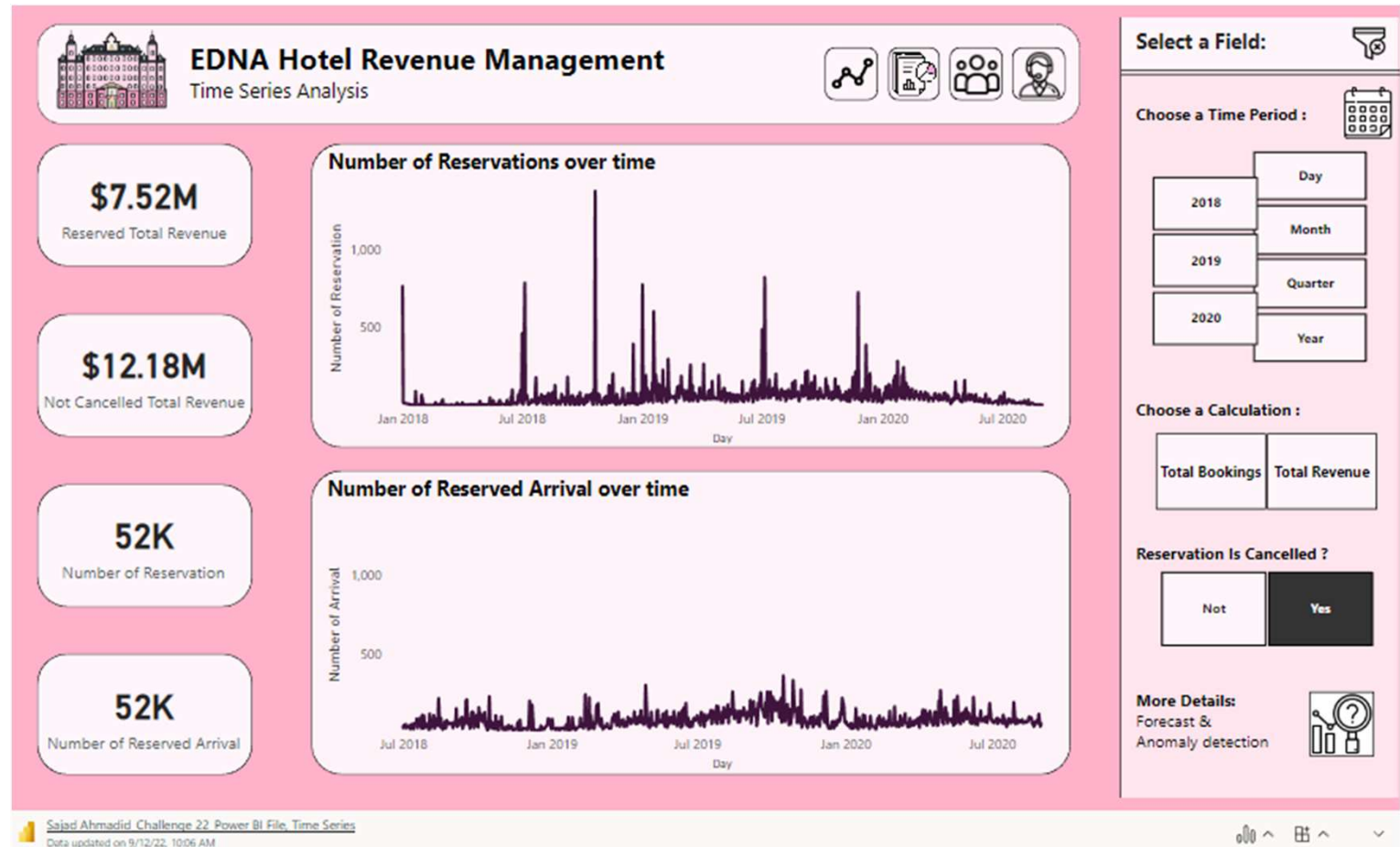
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# Hotel Revenue Management



## Sajad Ahmadi

"I'm participating for the first time in EDNA challenges, Thank you very much for this great opportunity and I hope you like my report. "

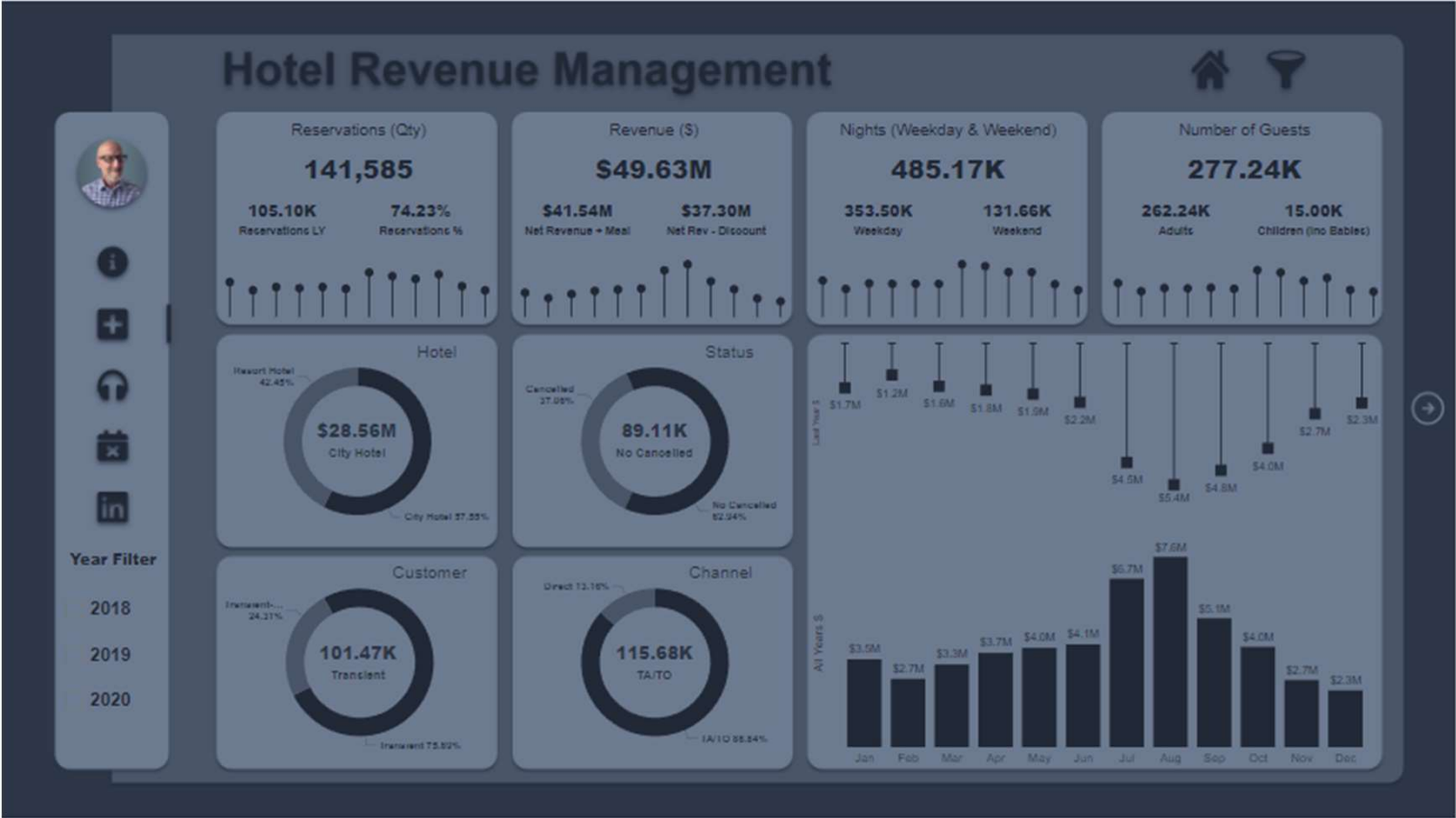


# Hotel Revenue Management



## Federico Pastor

"I continue with my experimentation and visualization tricks with the error bars visuals. The challenge Brief provides some insights into some of the requirements of the project. I hope, I have addressed these."



Federico Pastor Challenge 22 Power BI File, KPIs  
Data updated on 9/12/22, 3:03 PM

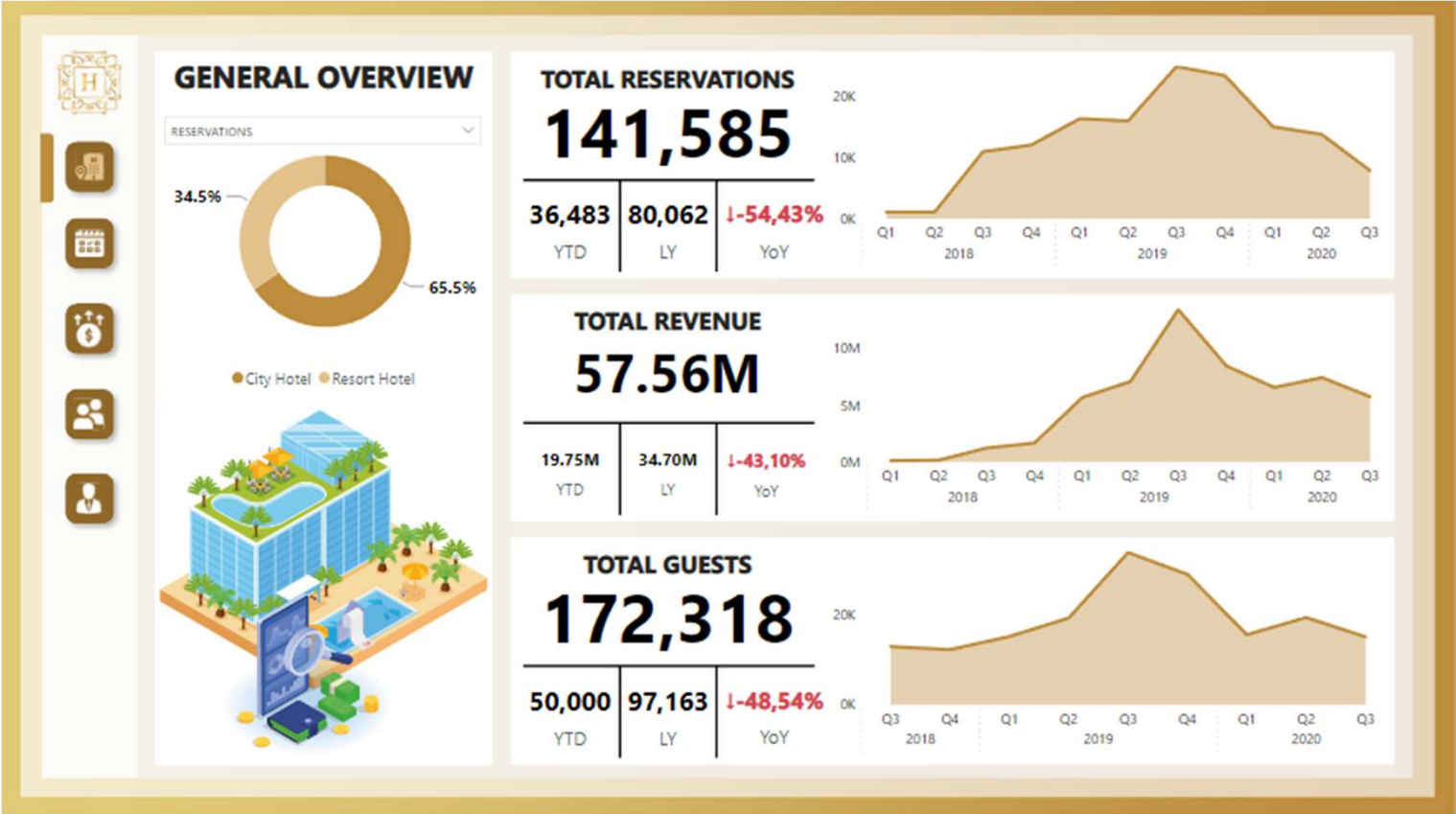
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# Hotel Revenue Management



## Camilo Corrales Gallo

"Hi Everybody I accepted Enterprise DNA Challenge - Hotel Revenue Management. I Hope you like it."

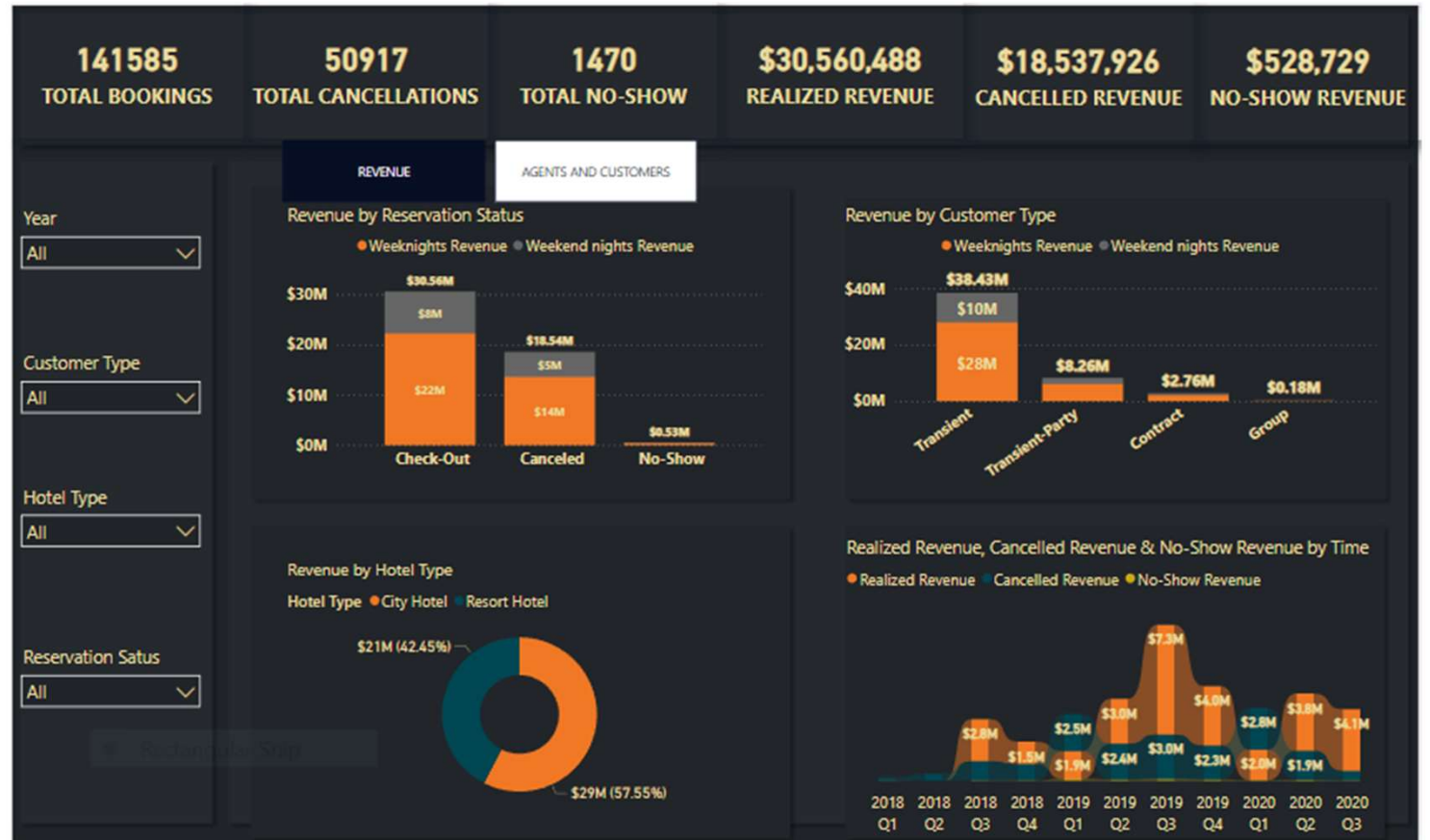


# Hotel Revenue Management



**Sneha  
Jadhav**

"Hi Everybody I accepted Enterprise DNA Challenge - Hotel Revenue Management. I Hope you like it."



Sneha Jadhav Challenge 22 Power BI File: REVENUE  
Data updated on 9/13/22, 5:43 AM

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# Hotel Revenue Management



## Bolaji Olatunde

"Hi Everybody I accepted Enterprise DNA Challenge - Hotel Revenue. My first time entering an EDNA Challenge as a member. I am glad I was able to join the Challenge. "



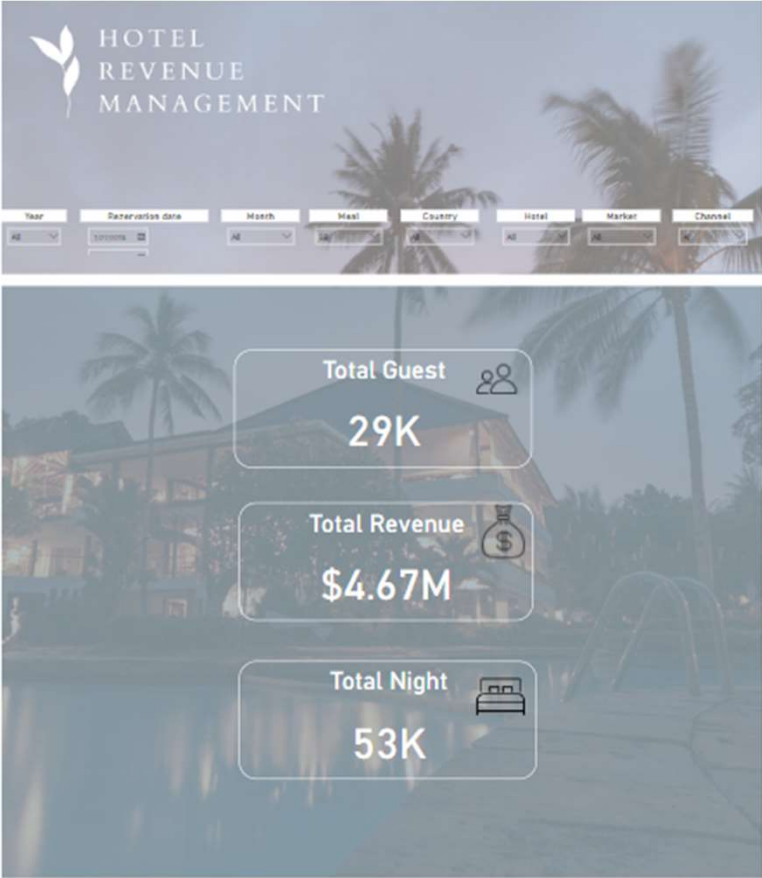


# Hotel Revenue Management



## Ayşe Ayaz

"Hi Everybody I accepted Enterprise DNA Challenge - Hotel Revenue. I am glad I was able to join the Challenge. I hope you like it. "



Ayşe Ayaz Challenge 22 Power BI File, landing  
Data updated on 9/15/22, 6:06 AM



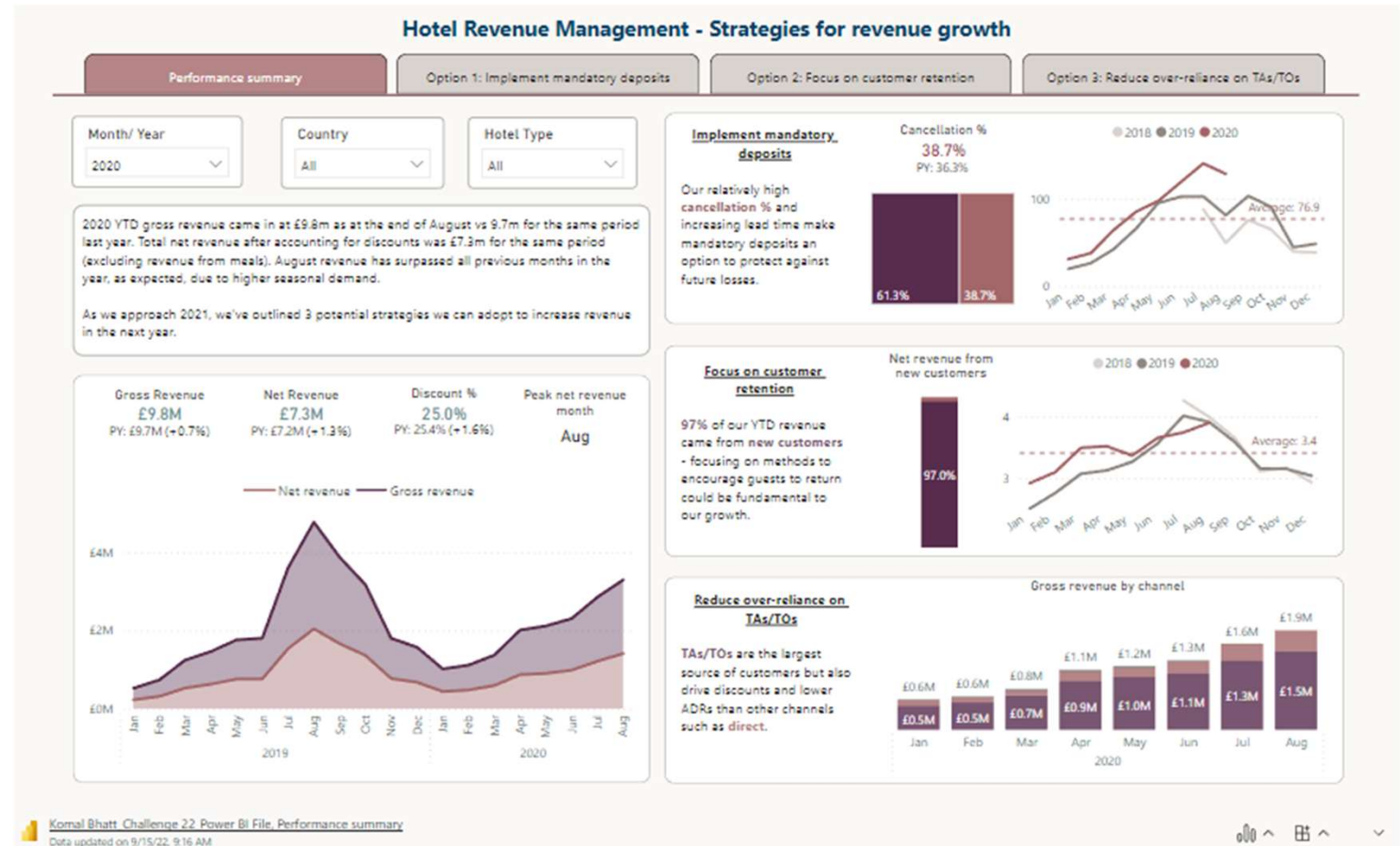
# Hotel Revenue Management



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**Komal Bhatt**

"Had a go at analyzing this month's Enterprise DNA Challenge 22 dataset - Hotel Revenue Management. There were a lot of possibilities with this one but decided to go with exploring some revenue growth strategies."



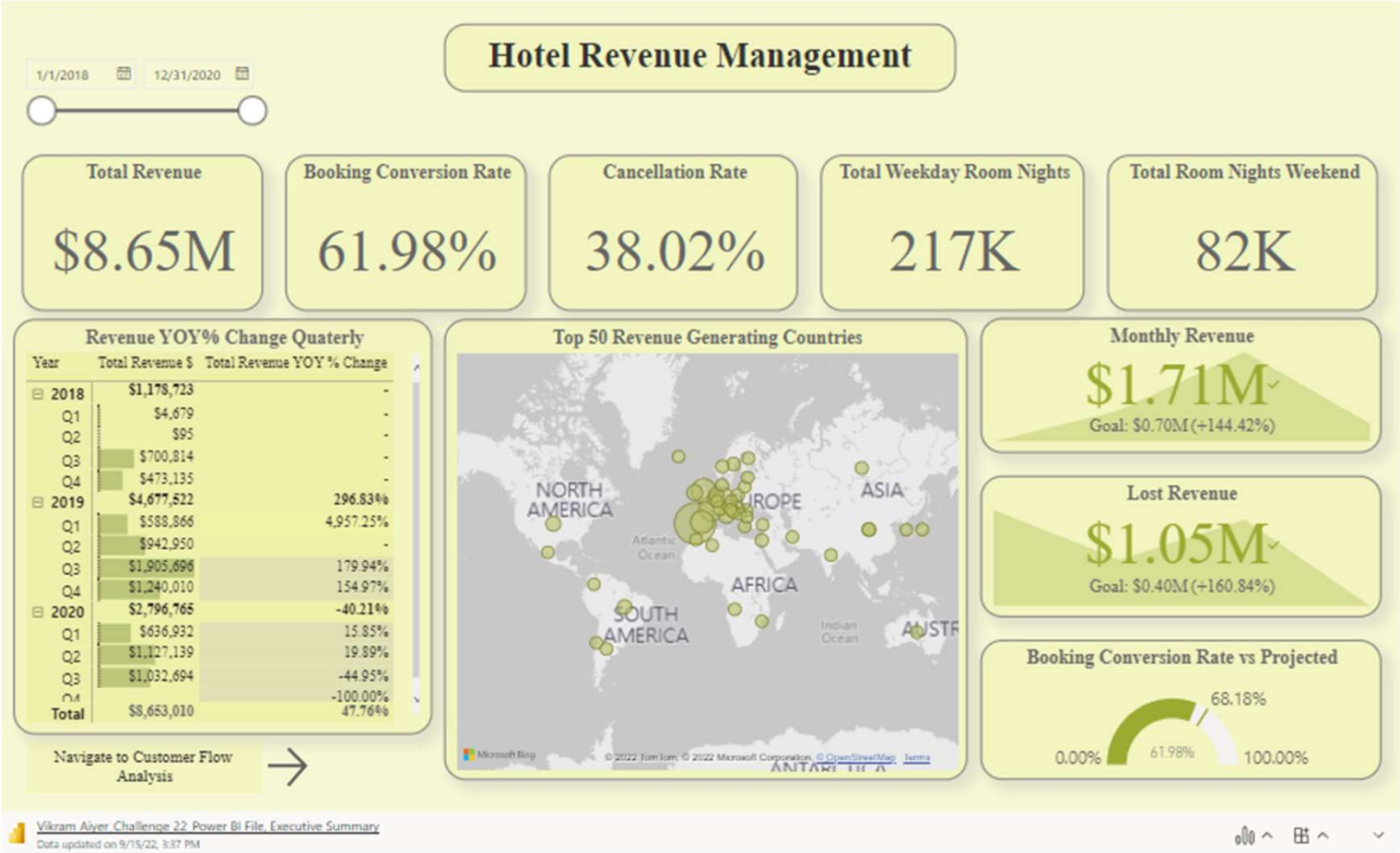
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# Hotel Revenue Management



## Vikra Aiyer

"The modelled data set was really very handy and useful with a great amount of exploration points from which I used a fraction of it."



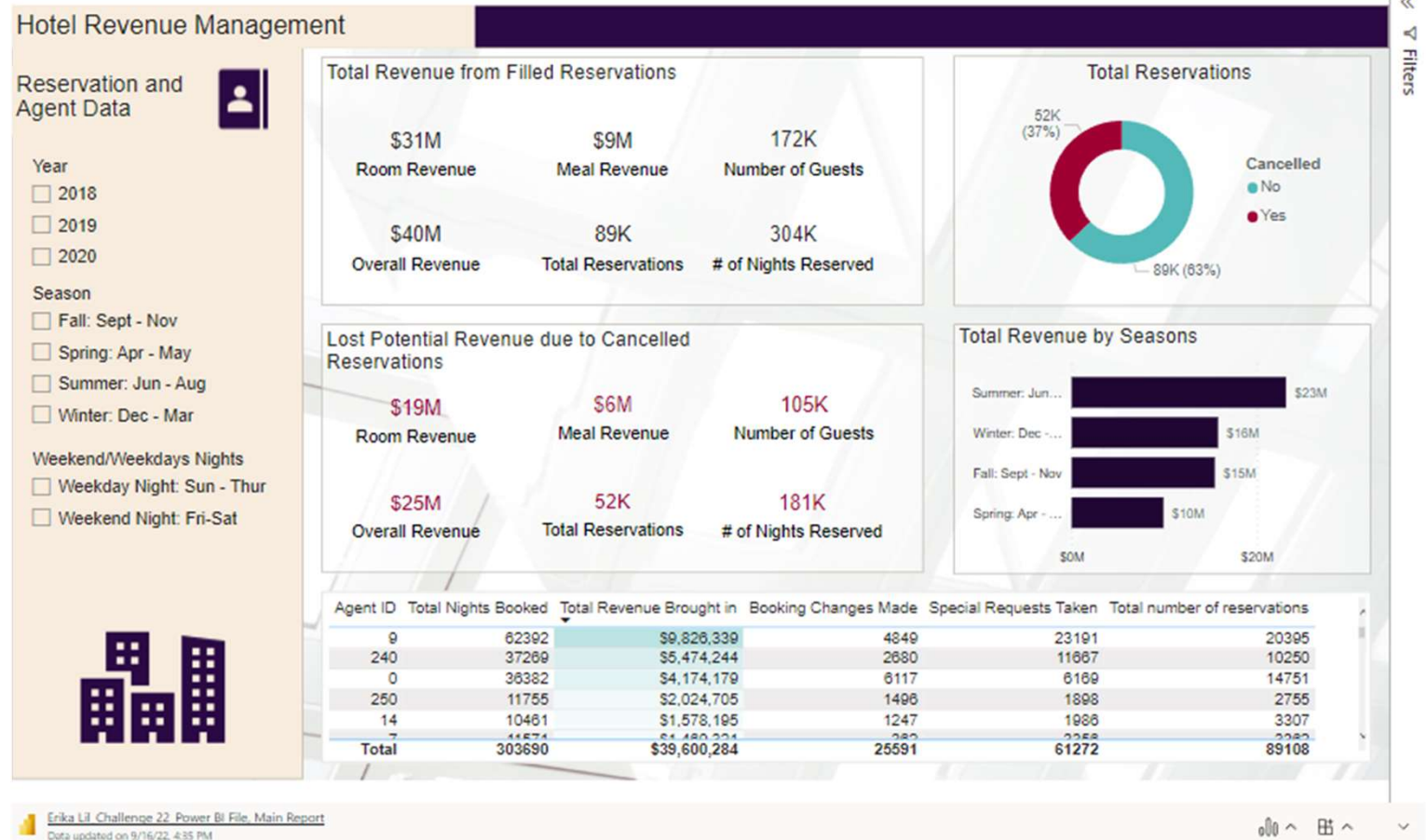
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## Erika Lil

"In my report I ended up using a lot of calculated columns to get some totals for different categories, like revenue, reservations etc. I also heavily used the grouping function to make the data more easily filterable for the end user."



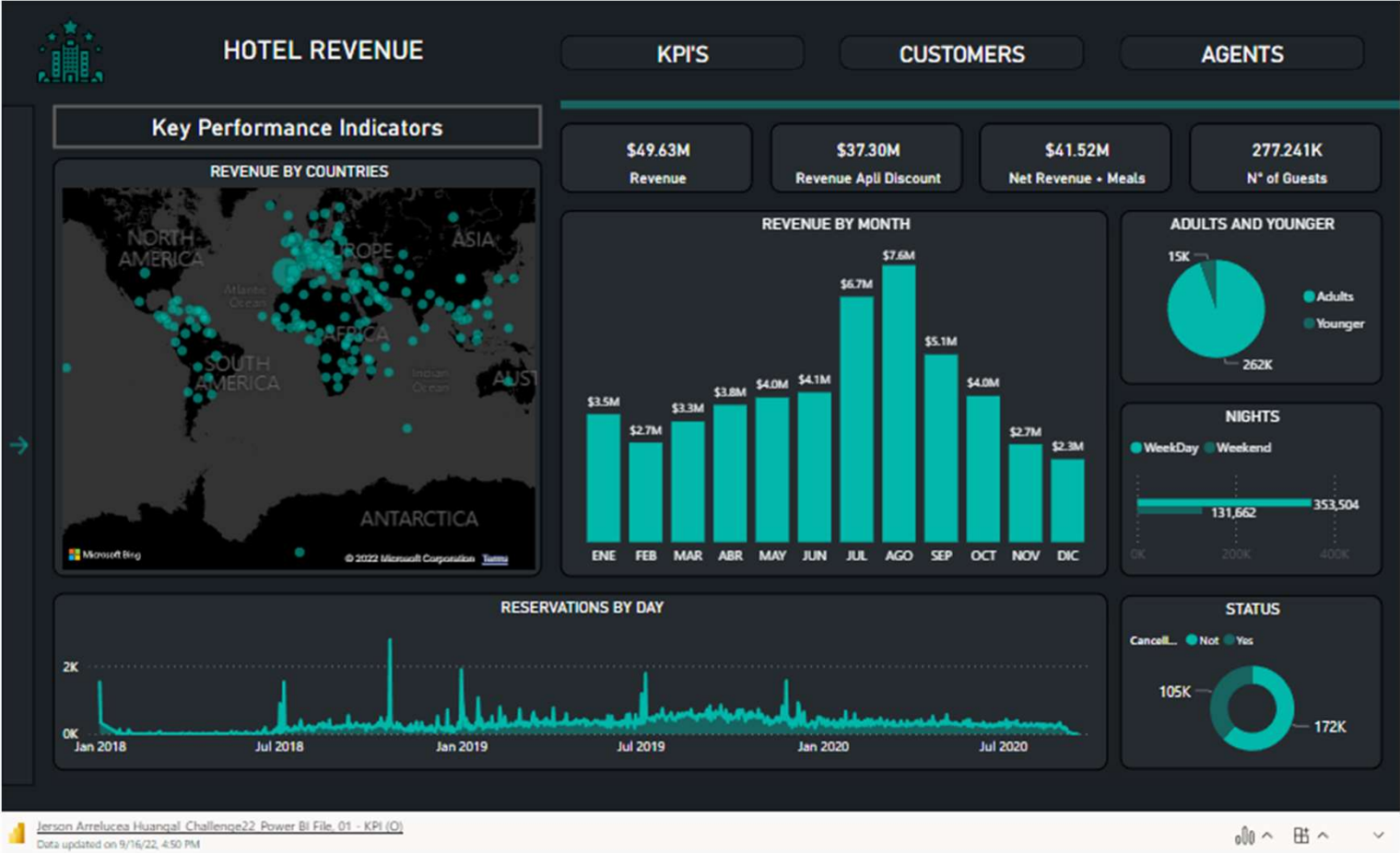
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# Hotel Revenue Management



## Jerson Andre Arrelucea

"This is my first entry in an EDNA Challenge. I hope you like it, and any criticism or constructive comment will always be well received."



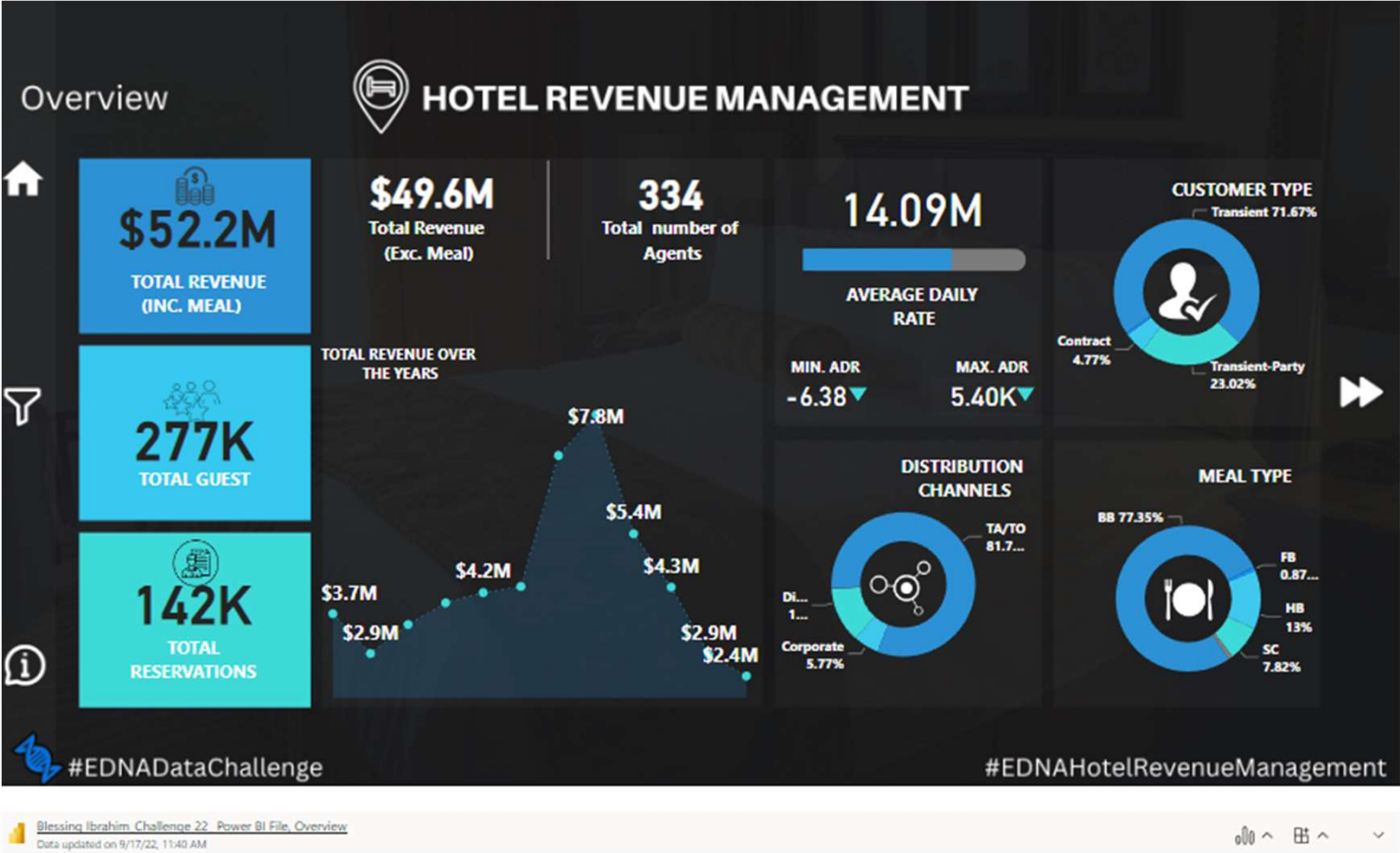
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# Hotel Revenue Management



## Blessing Ibrahim

"Taking the role of a Report Developer, I produced this report after analyzing the dataset. The report contains the following pages: Overview, Revenue, Reservation, Guest and Agent performance."



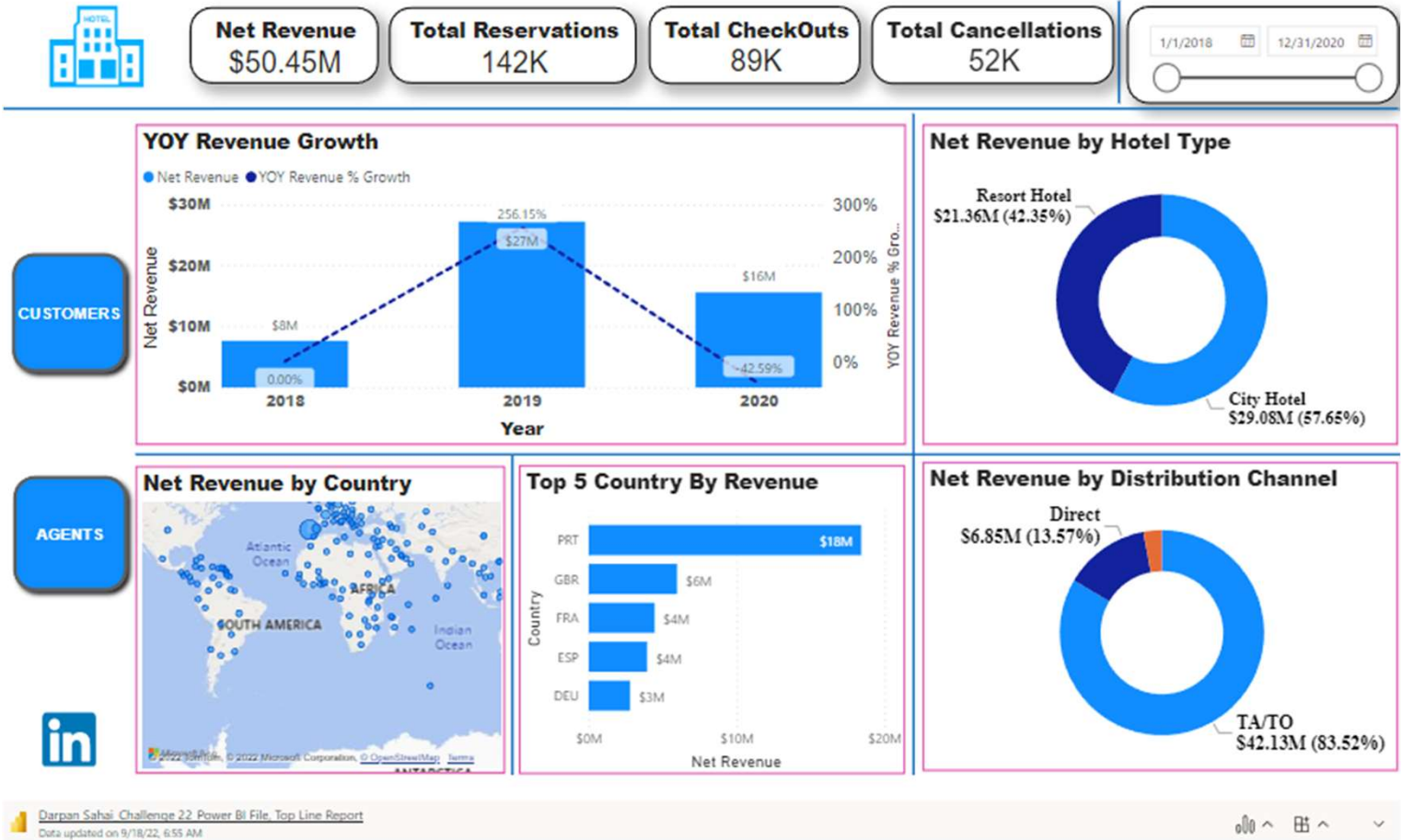
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# Hotel Revenue Management



## Darpan Sahai

"I prepared four pages in this report which contains Top Line Report, Customers Page, Agents Page and a drill through page known as Agent Details page which shows the details of every individual agent."



# Hotel Revenue Management



## Juan Pierre Louw

"This is my entry for EDNA Challenge 22 "Hotel Revenue Management". I hope you like it, and any criticism or constructive comment will always be well received."





# Hotel Revenue Management



## Balqees Al Mashjari

"This is my entry for EDNA Challenge 22 "Hotel Revenue Management". I hope you like it."



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# Hotel Revenue Management



## Asma Ben Cheikh

"This is my entry for EDNA Challenge 22 "Hotel Revenue Management". I hope you like it."

**Hotel Revenue Management**

Overview Revenue Guests Booking Agent

334 Number of Agents | \$148.58K Avg Revenue by agent | 423.91 Avg Reservation by agent

Top Bottom

Agent ID	Gross Revenue
9	\$13,487,925.00
240	\$8,376,628.00
0	\$4,594,220.00
1	\$2,171,536.00
250	\$2,075,842.00
<b>Total</b>	<b>\$30,706,151.00</b>

Agent ID	Total reservation
9	34292
0	19555
240	16684
1	11035
6	4506
<b>Total</b>	<b>86072</b>

Agent ID	% canceled reservation
1	71.31 %
9	40.53 %
240	38.56 %
0	24.57 %
250	17.93 %
<b>Total</b>	<b>39.57 %</b>

Agent ID: 9

Revenue Generated: \$13.49M

Nbr of Reservation: 34K

Number of Nights: 90.32K

Percentage of Cancelled Reservation: 40.53%

The **Top 5 agents** has generated **61.87%** of the total Revenue and **59.59%** of the total Reservation.

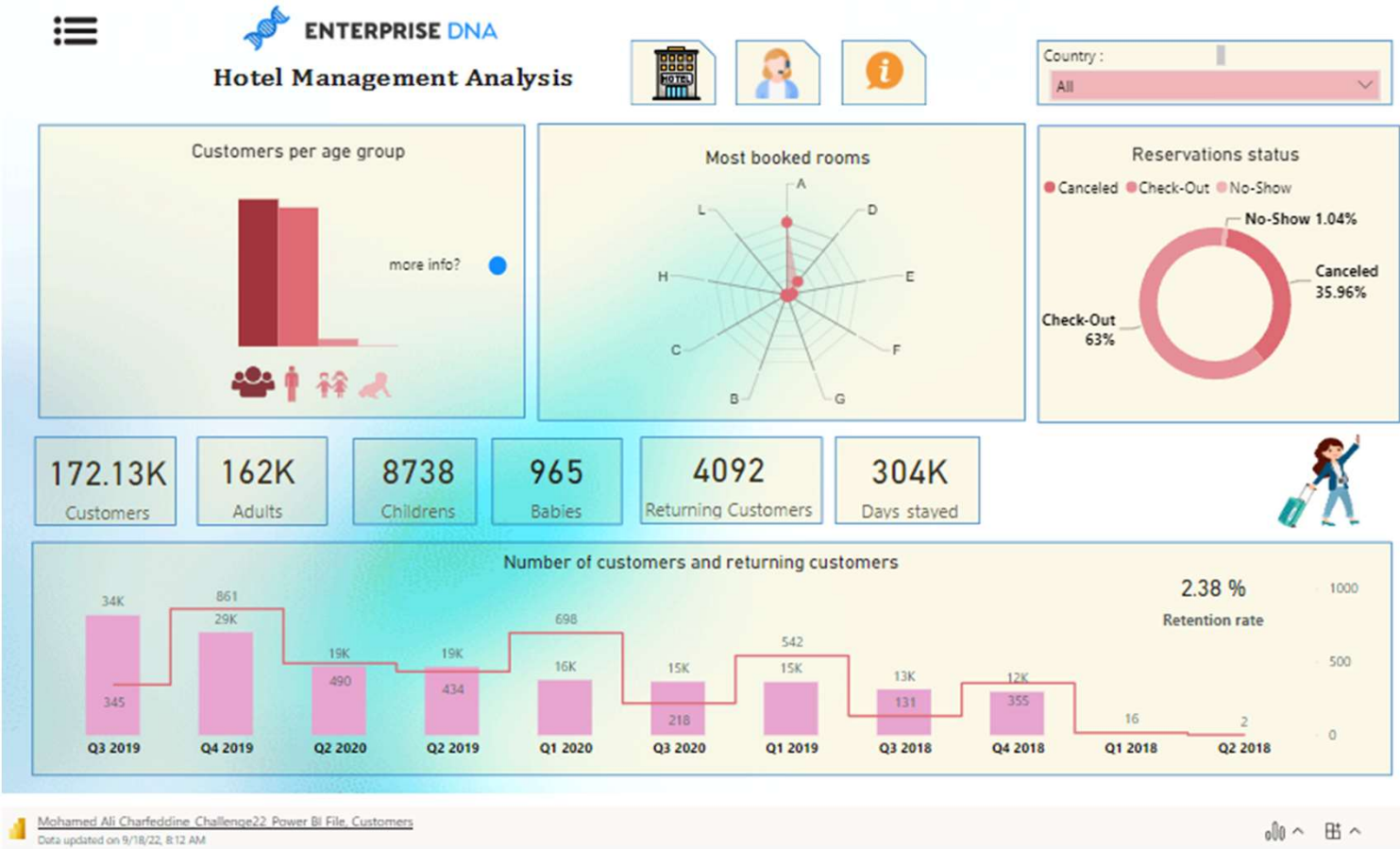
Asma Ben Cheikh Challenge 22 Power BI File, Agent  
Data updated on 9/18/22, 7:51 AM

# Hotel Revenue Management



## Charfeddine Mohamed Ali

"This is my second entry for and EDNA challenge. Challenge 22 "Hotel Revenue Management". I hope you like it."



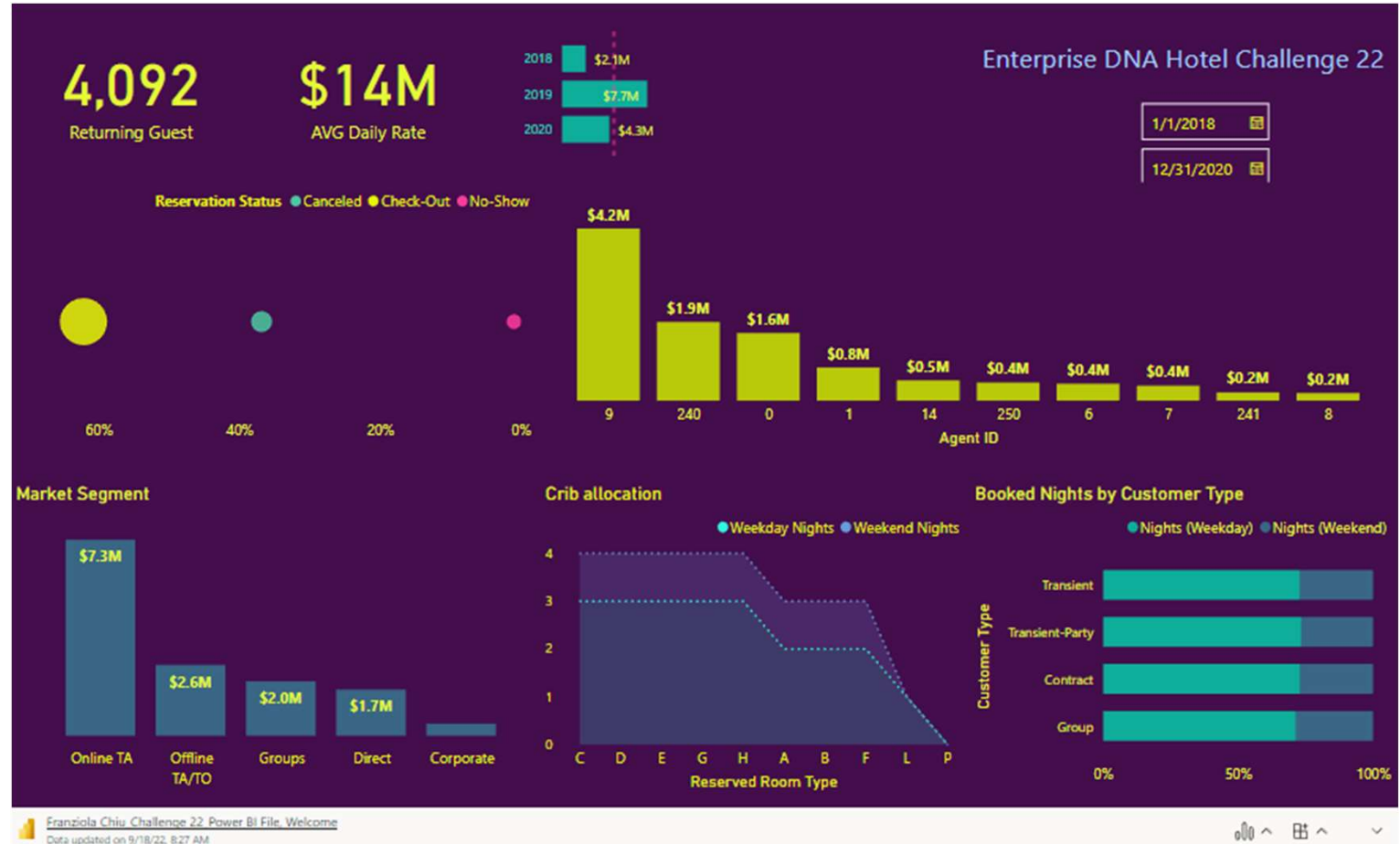
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# Hotel Revenue Management



## Franziola Chiu

"This is my entry for and EDNA Challenge 22 "Hotel Revenue Management". I hope you like it."



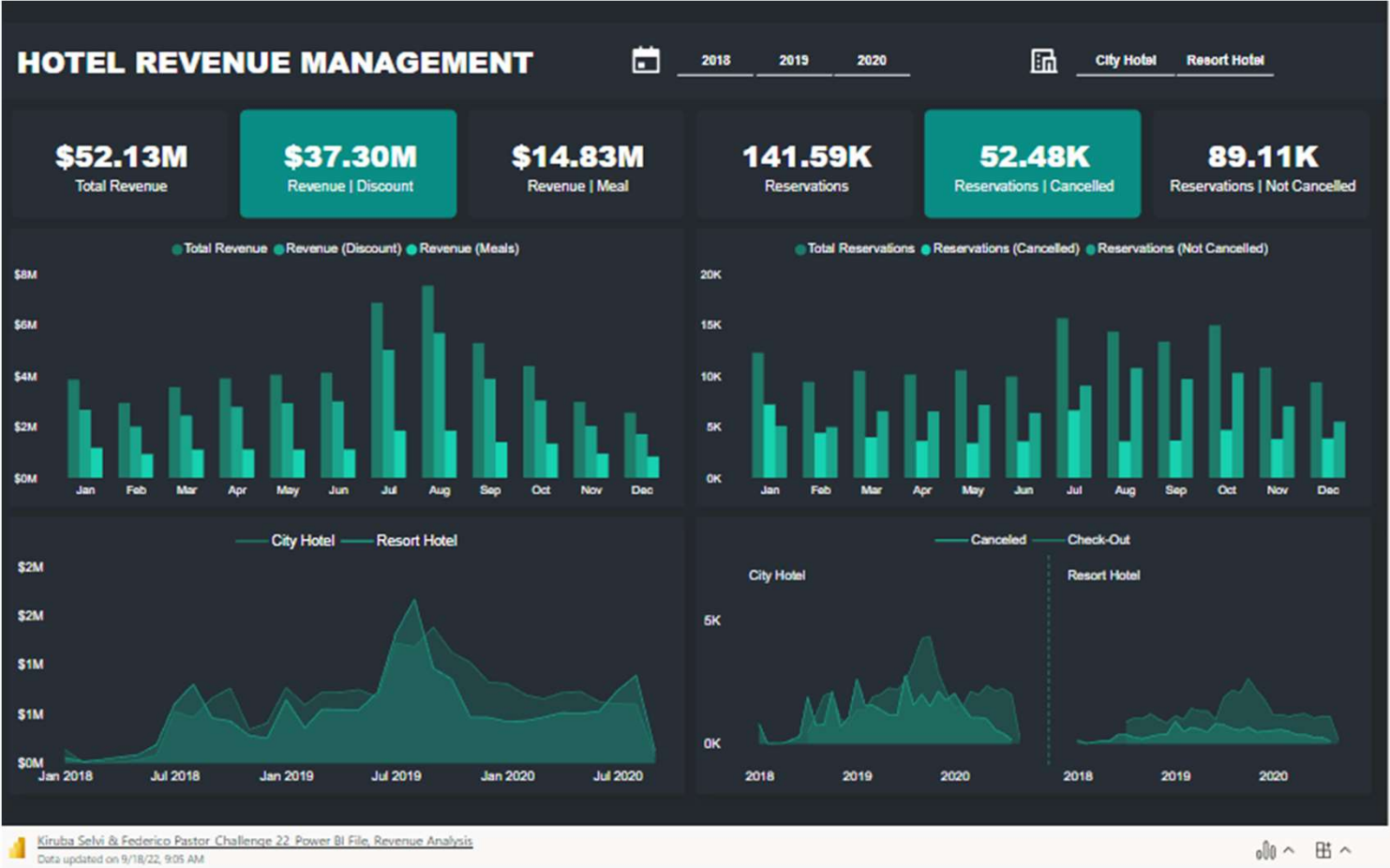
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# Hotel Revenue Management



## Kiruba Selvi

"It was fun exploring the data and making the report. Challenge22 gave me a great chance to self-analyze How much I know , and how much I have to improve further."



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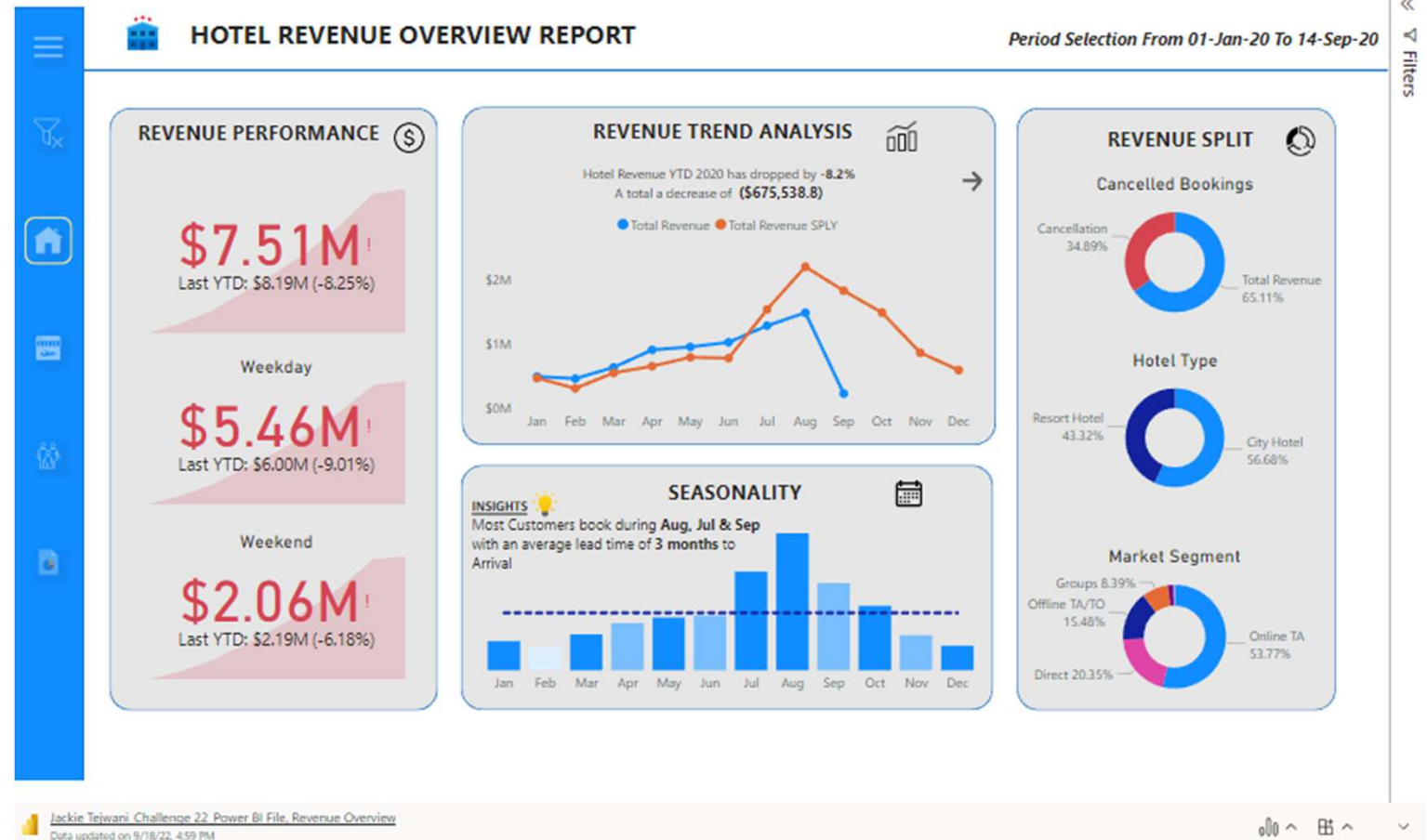
# Hotel Revenue Management



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## Jackie Tejwani

"It's great to be learning so much. This time I have tried to focus on the dynamic text values as a part of my development."



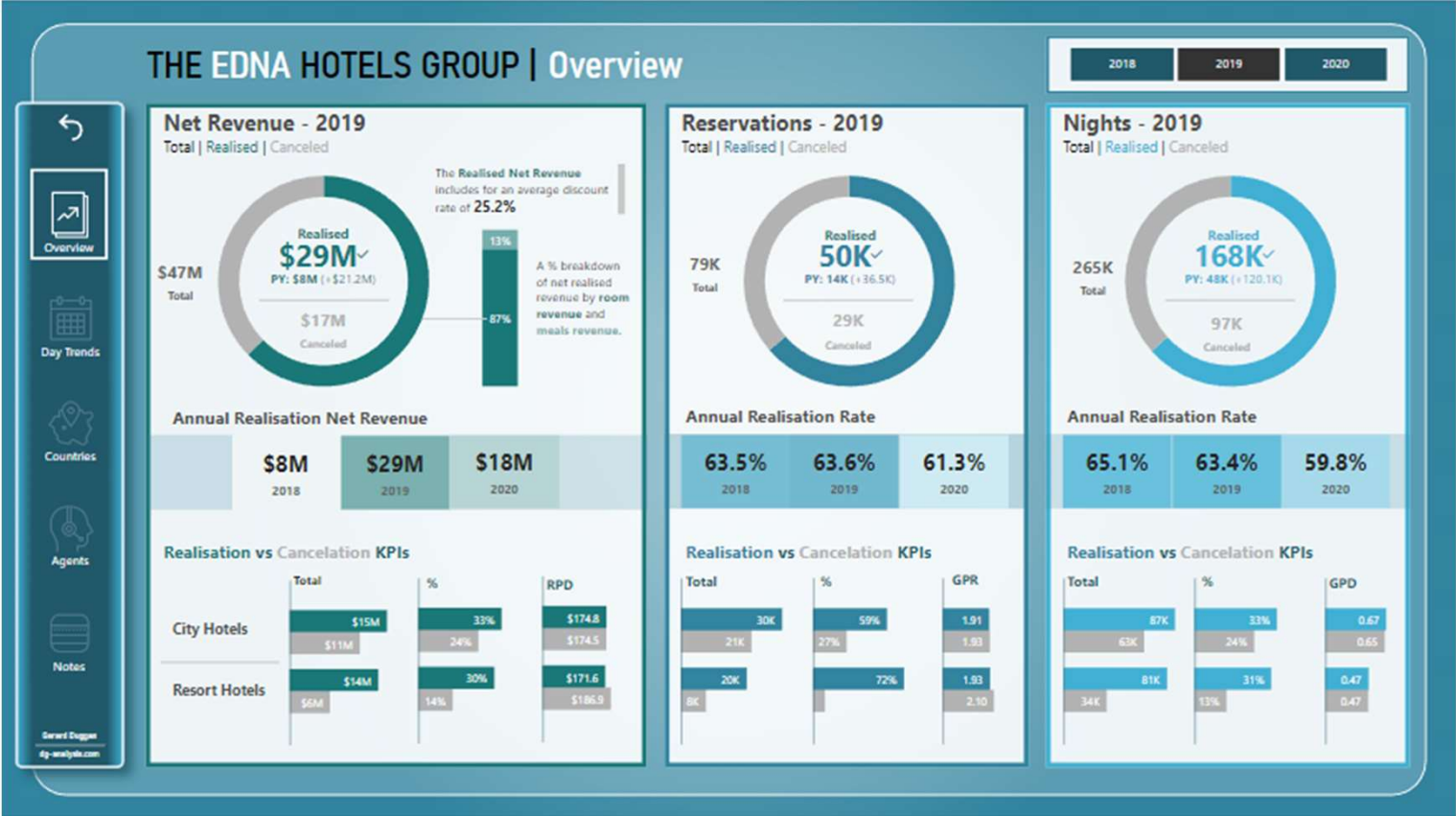
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# Hotel Revenue Management



## Gerard Duggan

"My approach was to assess KPIs based on revenue, reservations, nights and guest numbers, with a key KPI being revenue per guest."



Gerard Duggan\_Challenge 22 Power BI File\_Overview  
Data updated on 9/18/22, 5:11 PM

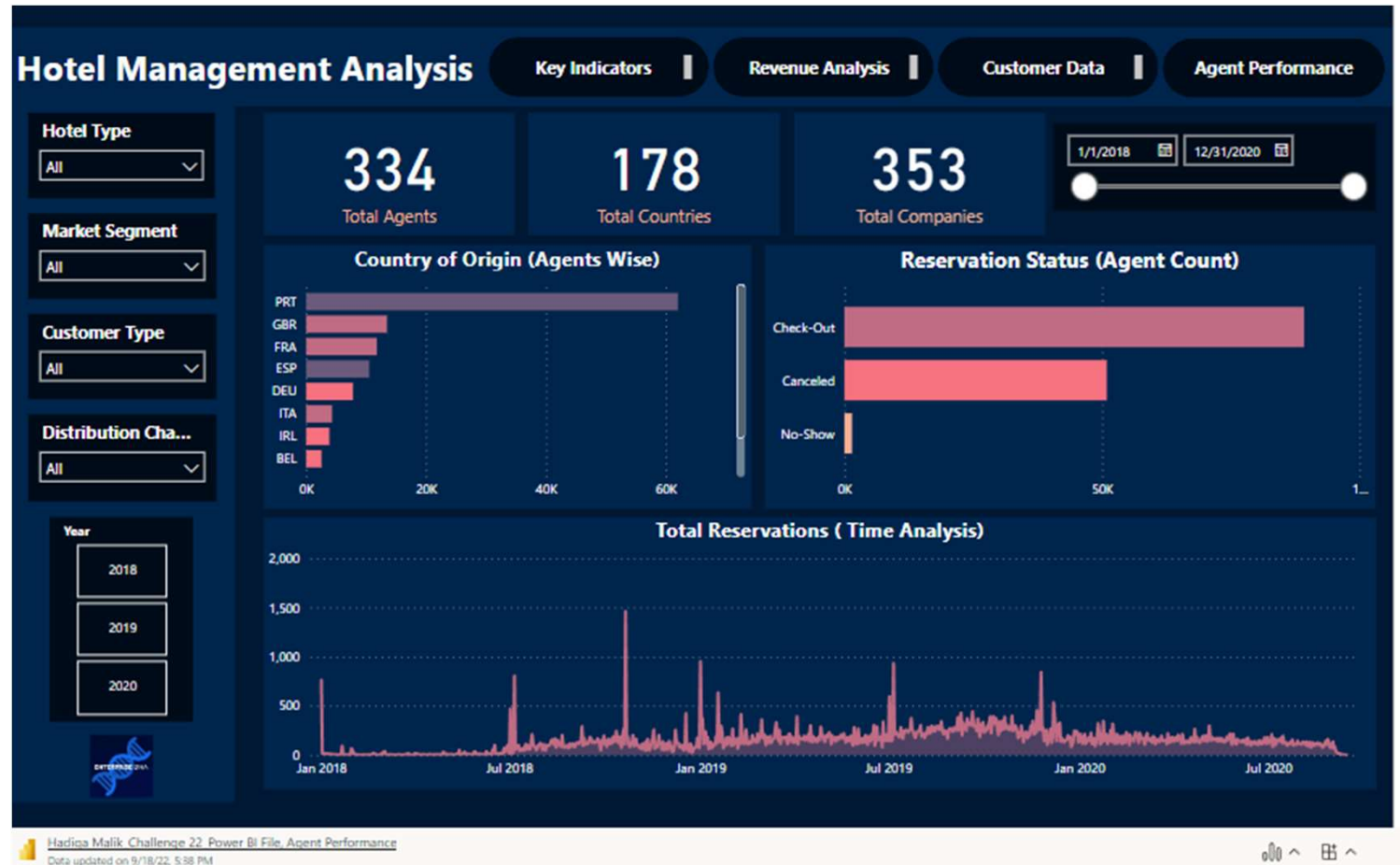
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# Hotel Revenue Management



## Hadiqa Malik

"This is my entry for and EDNA Challenge 22 "Hotel Revenue Management". I hope you like it."



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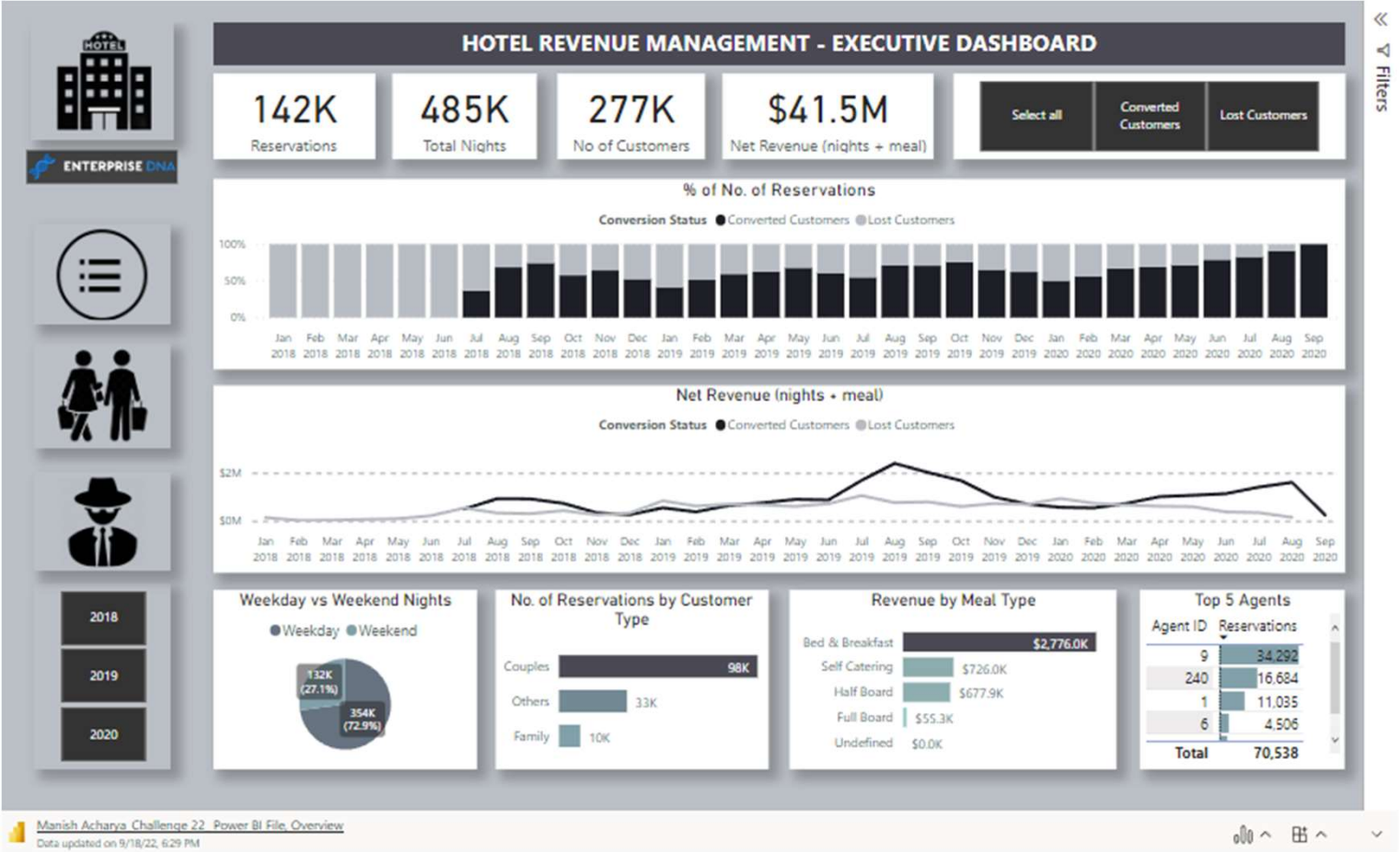


# Hotel Revenue Management



## Manish Acharya

"This is my first submission to the challenge and glad to say, I have thoroughly enjoyed the process and learned a lot."



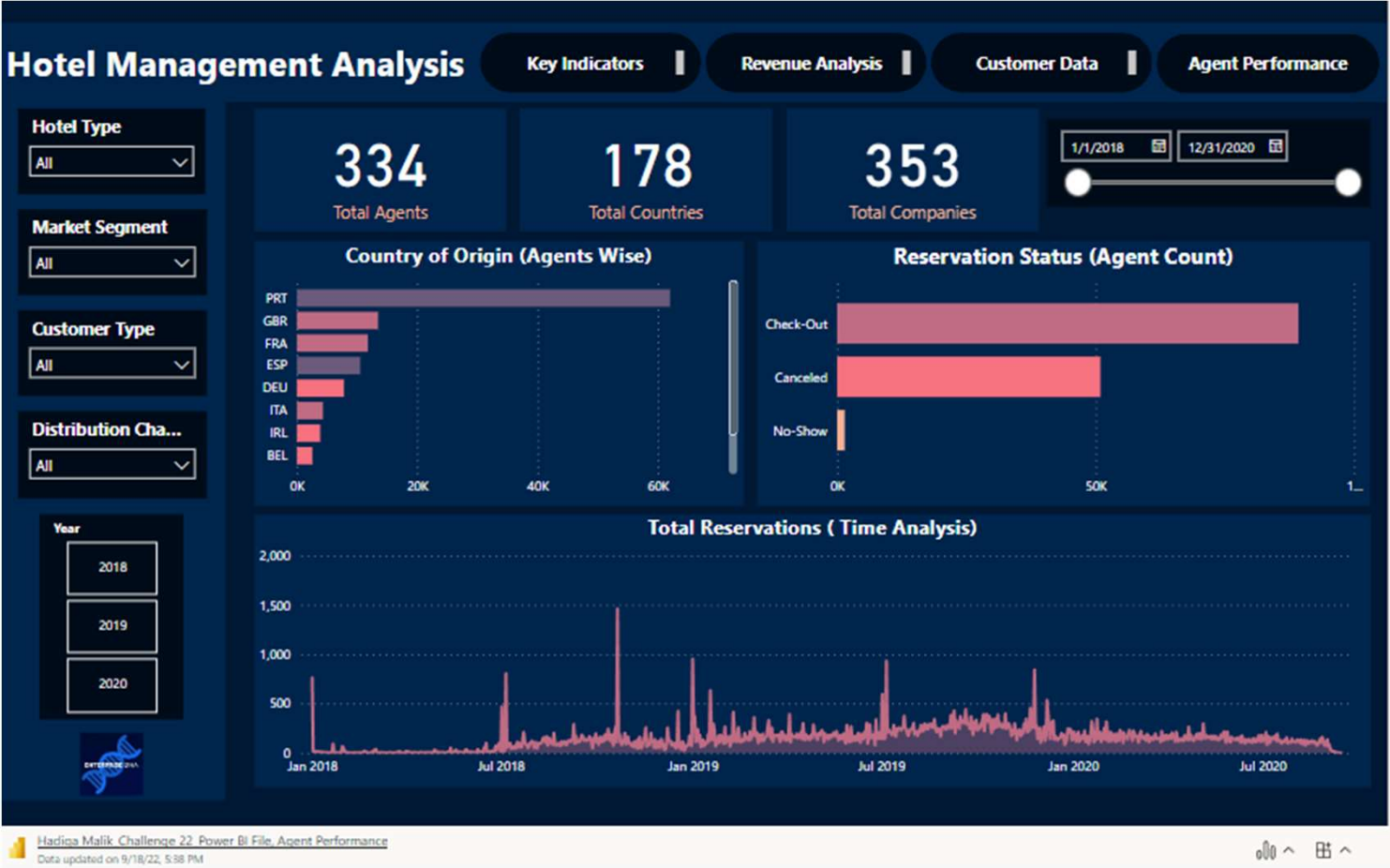
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# Hotel Revenue Management



## Maja Spanic Kezan

" This is my submission to the challenge and glad to say. I have thoroughly enjoyed the process and learned a lot. "



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# Hotel Revenue Management



## Mateusz Plonka

" This is my submission to the challenge and glad to say. I have thoroughly enjoyed the process and learned a lot. "



Mateusz Plonka Challenge 22 Power BI File Overview  
Data updated on 9/19/22, 6:33 AM

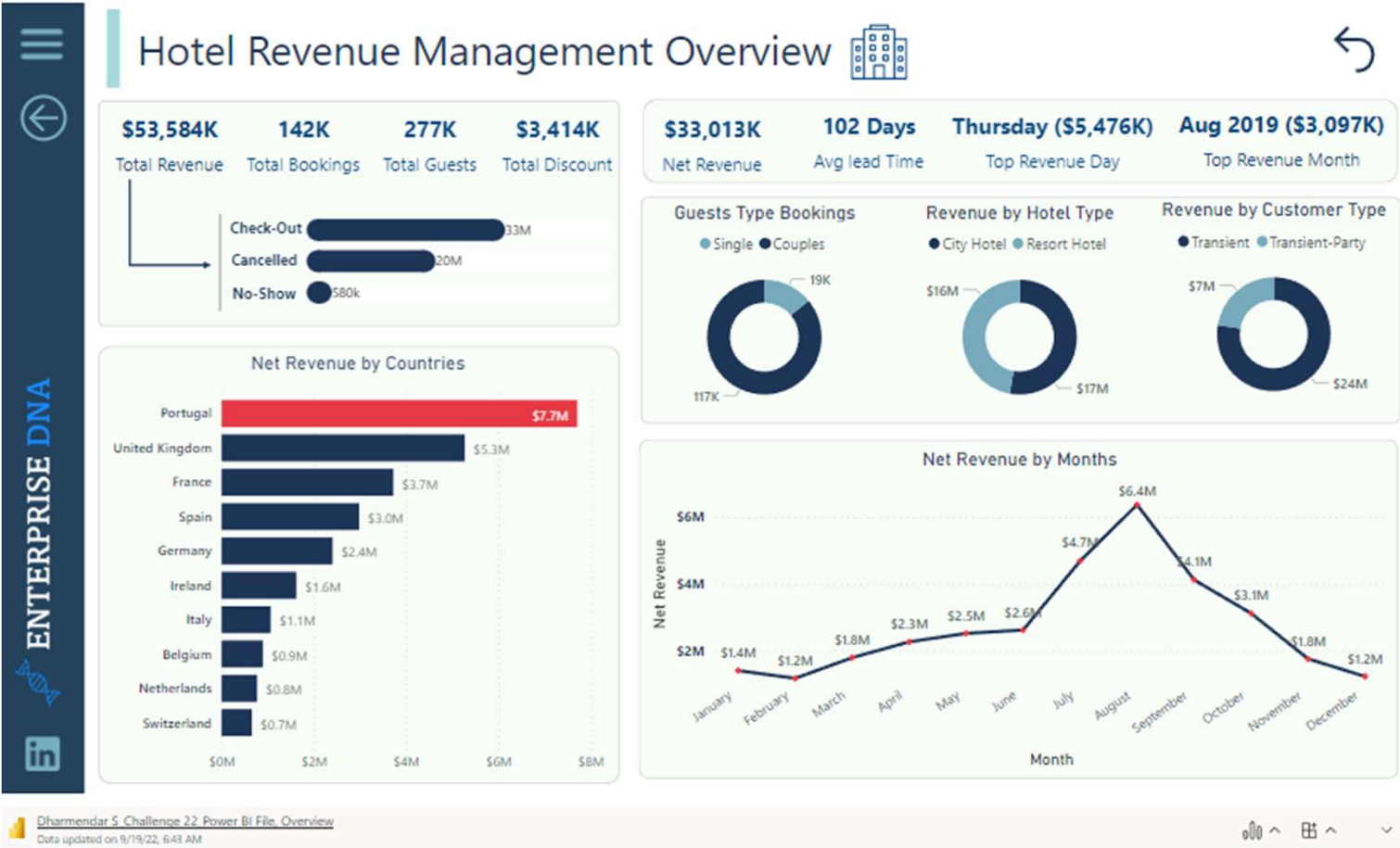
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# Hotel Revenue Management



**Dharmendar S**

"Please see my entry for Challenge 22 "Hotel Revenue Management". I hope you like it"

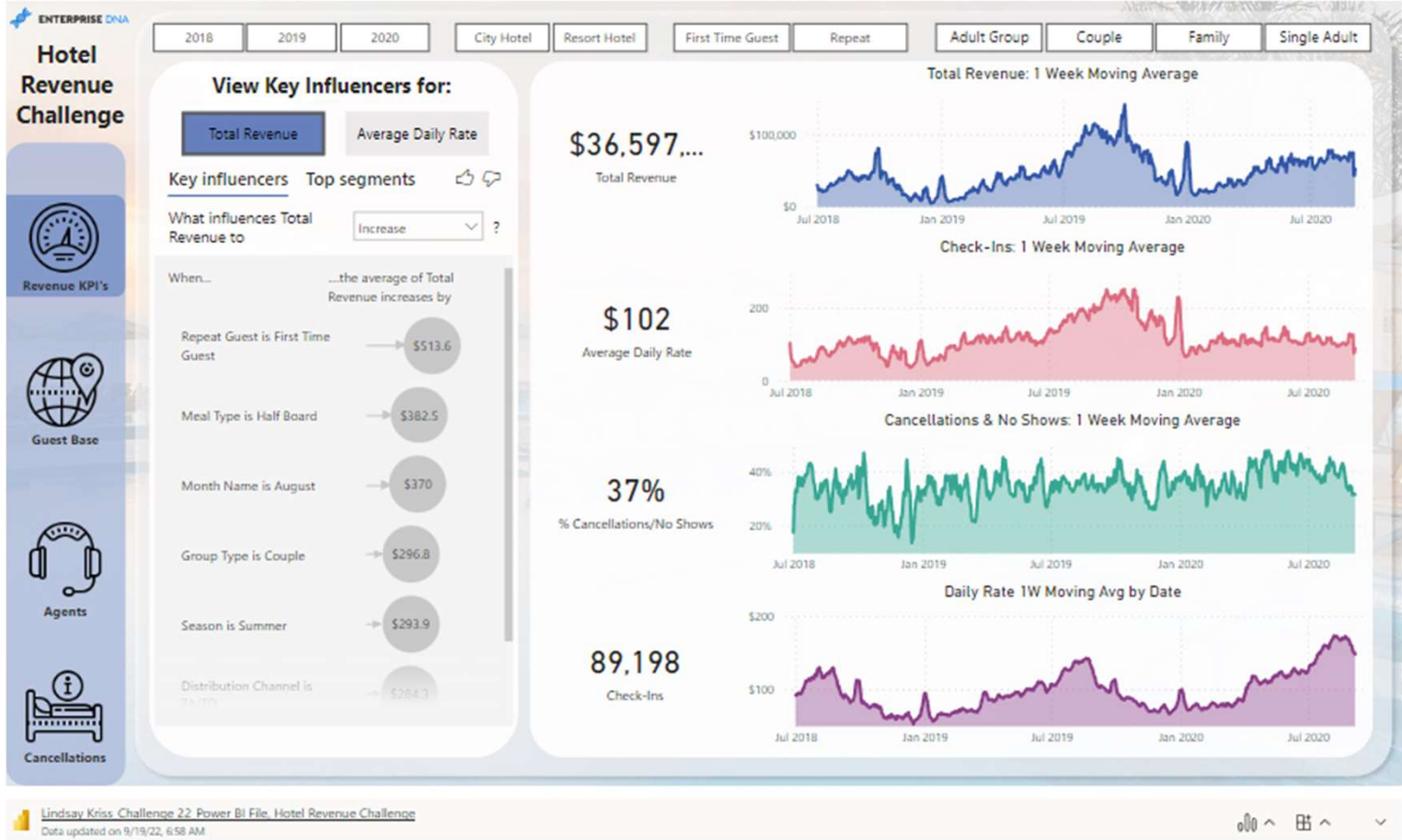


# Hotel Revenue Management



## Lindsay Kriss

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights I didn't expect. I approached this looking at it from how the company would increase future revenues and decrease cancellations/no-shows. "



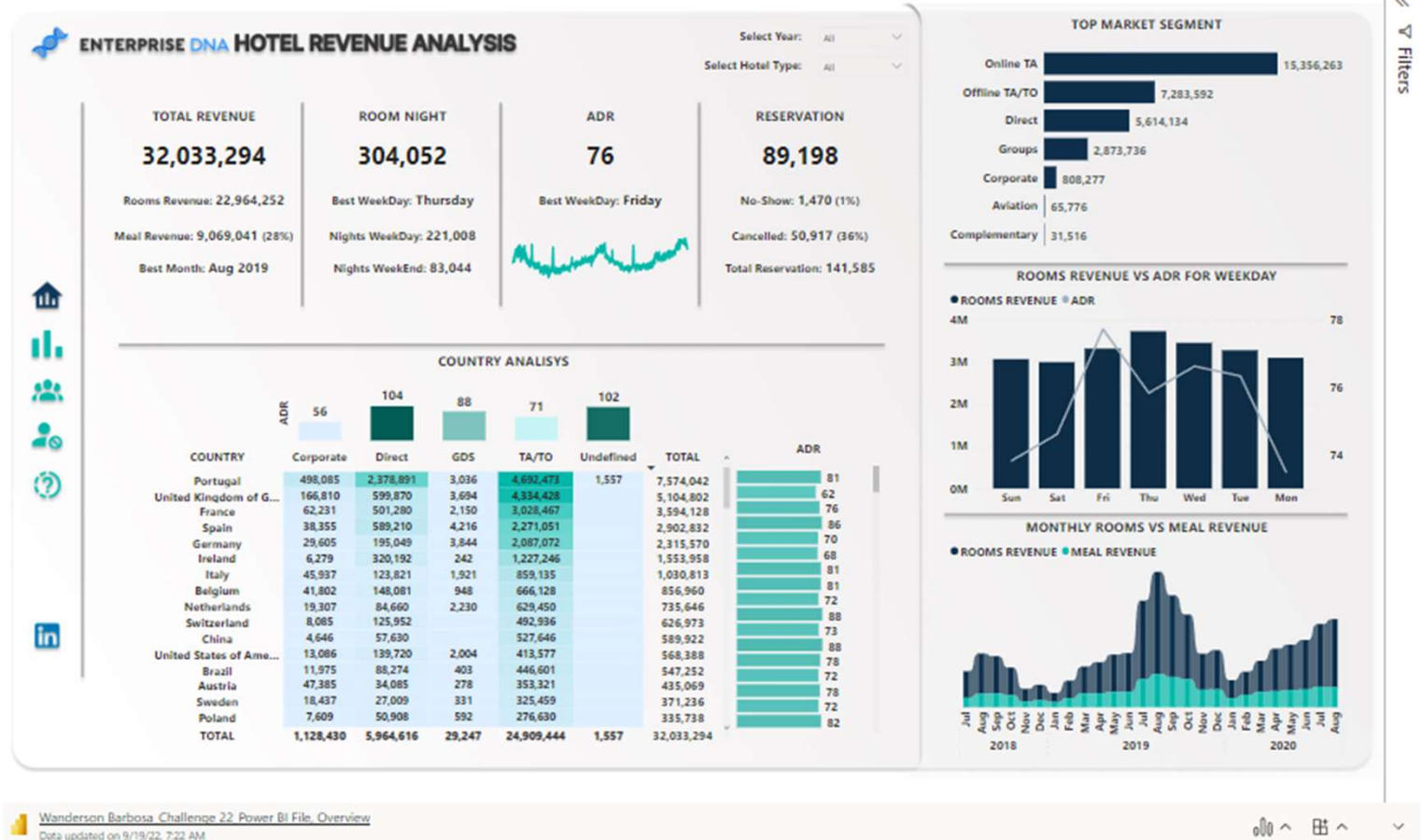
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# Hotel Revenue Management



## Wanderson Barbosa

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it."



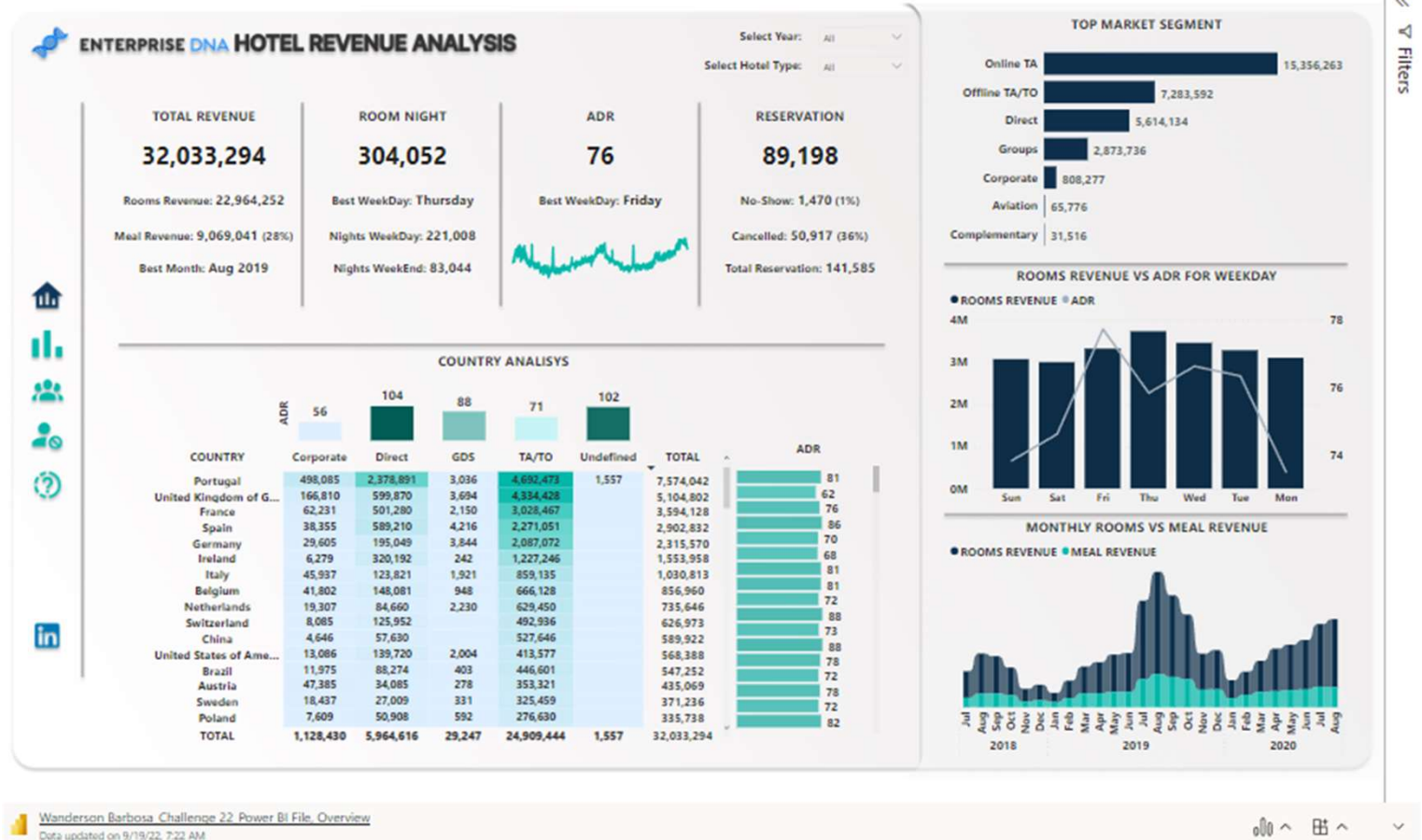
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# Hotel Revenue Management



## Azadeh Rad

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it. Thank you so much for providing this opportunity to practice."



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# Hotel Revenue Management



## Wan Teck Chung

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it. Thank you so much for providing this opportunity to practice."



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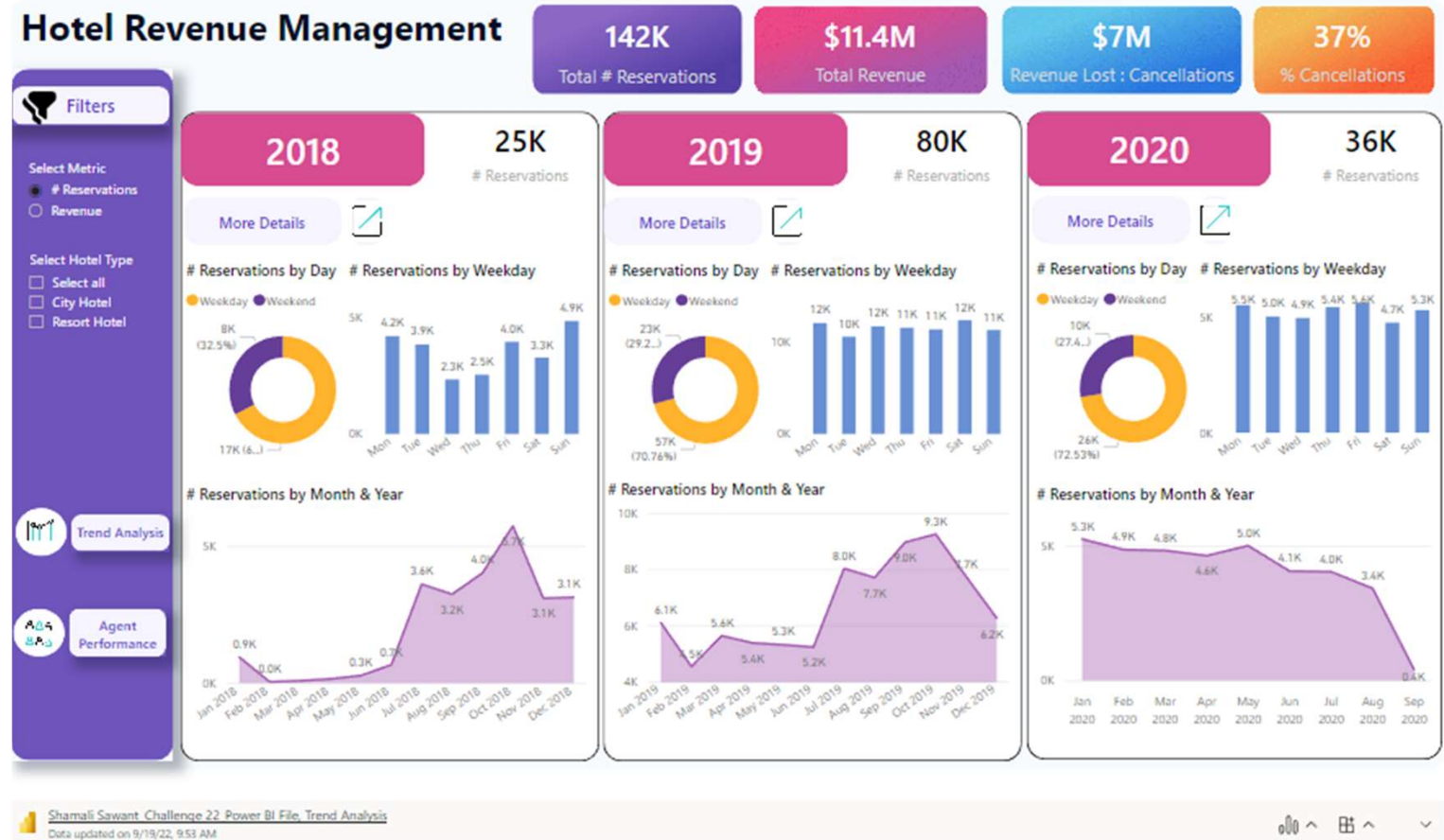


# Hotel Revenue Management



## Shamali Sawant

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it. Thank you so much for providing this opportunity to practice."

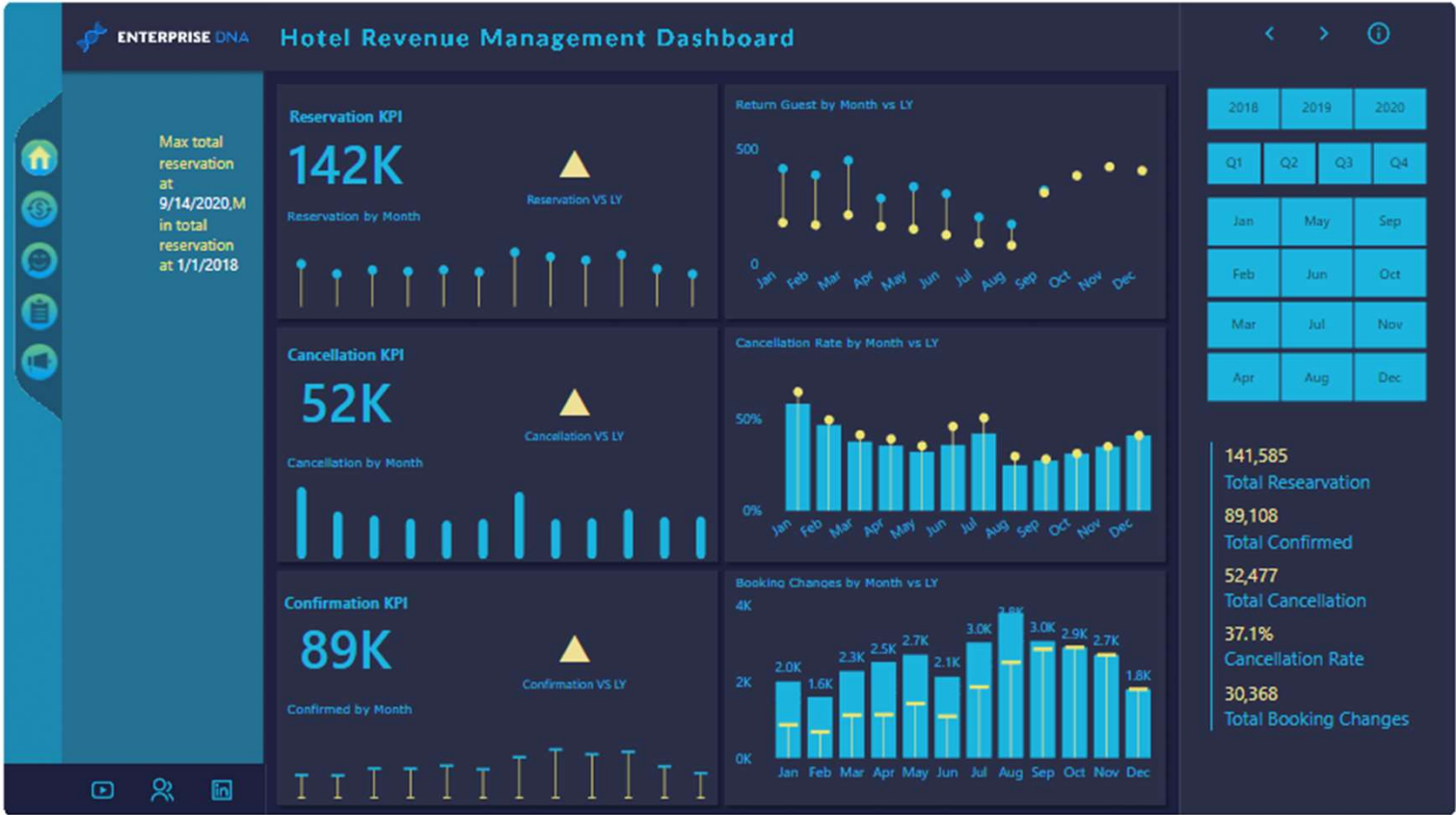


# Hotel Revenue Management



## Solar Zhu

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it. Thanks to Federico and work with the error bars visualization tricks."



# Hotel Revenue Management



## Argenis Chaffardet

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it."

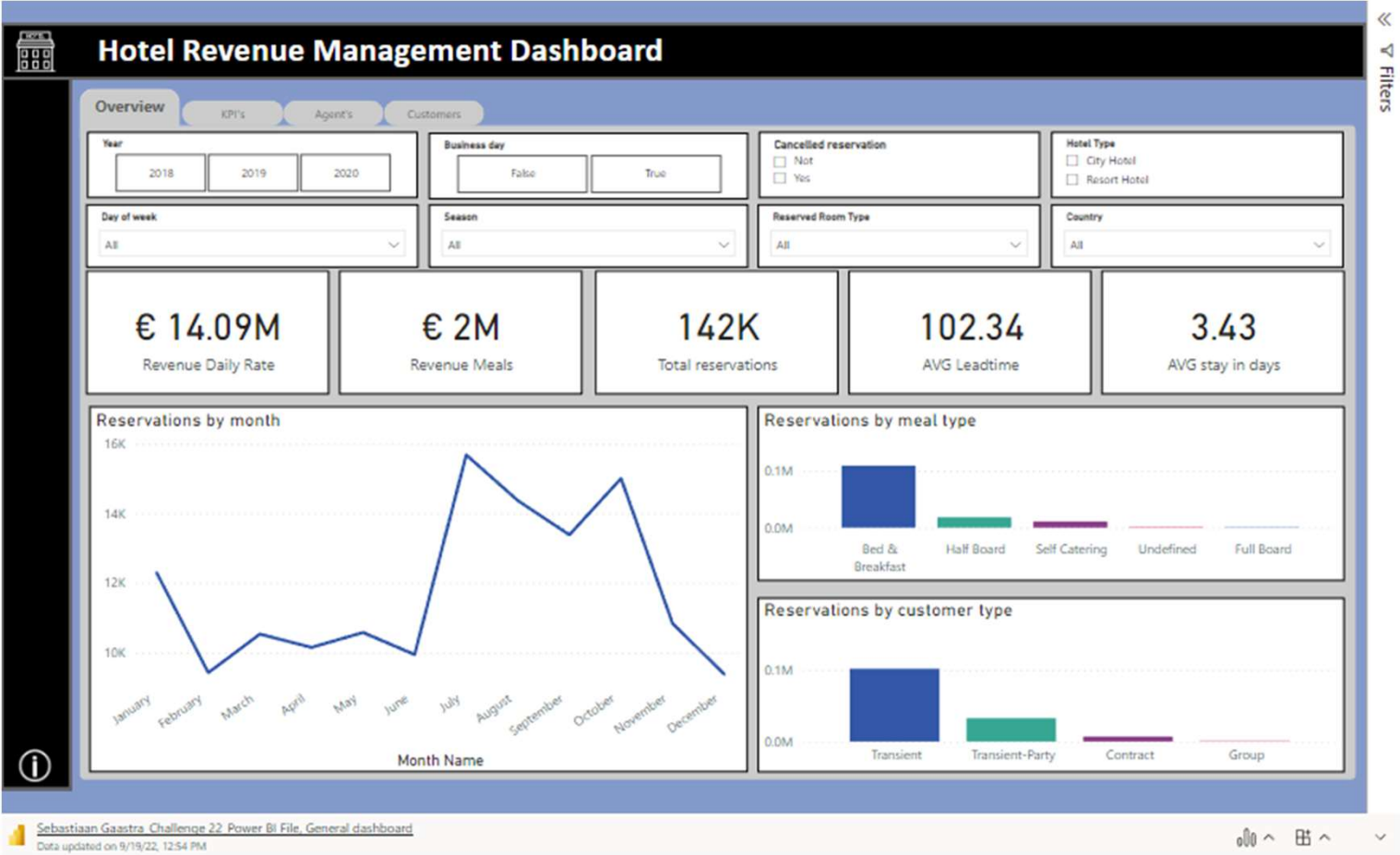


# Hotel Revenue Management



## Sebastiaan Gaastra

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it."



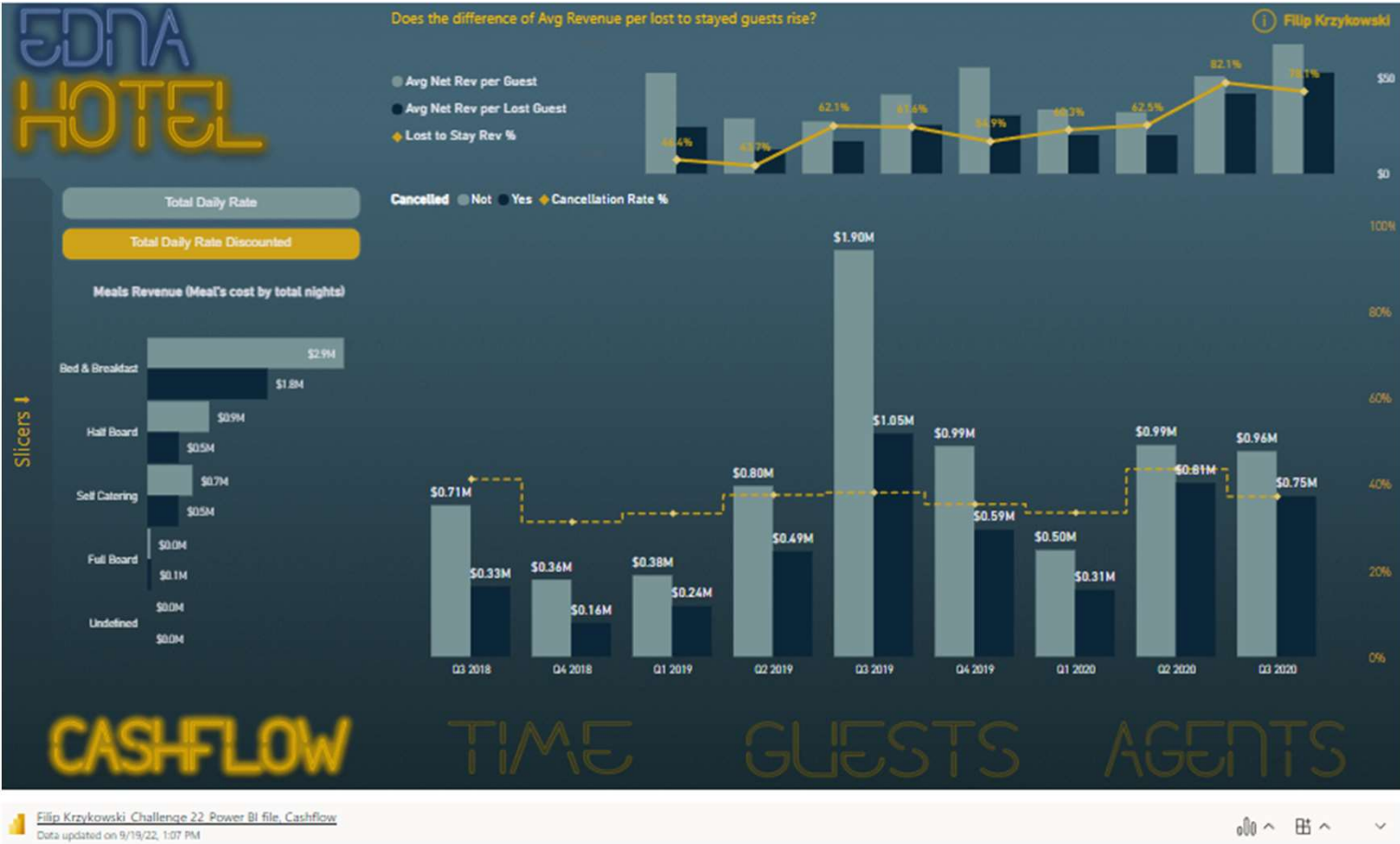
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# Hotel Revenue Management



## Filip Krzykowski

"In the report I have exploited the idea of field parameters as much as I could. When it comes to "twinkle" Logo it is a GIF Wallpaper for each page with Hotel Neon Theme. Hope you will like it."



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# Hotel Revenue Management



## Jose A Fernandez

"I really enjoyed this challenge. It was a very interesting dataset with some interesting insights. I hope you like it."



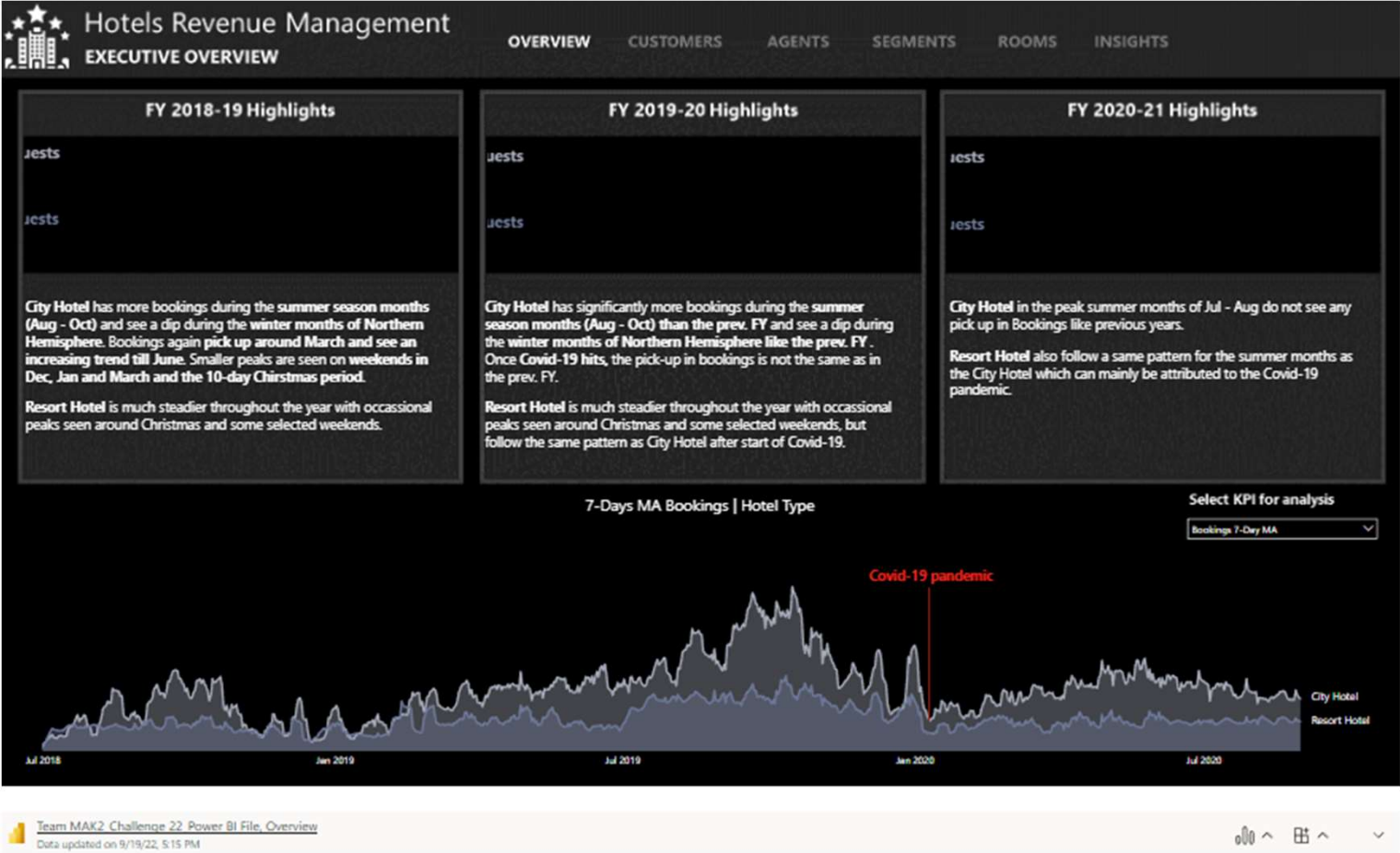
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# Hotel Revenue Management



## Team MAK2

"The Team really enjoyed this challenge. It was a very interesting dataset with some interesting insights. We hope you like it."



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# Hotel Revenue Management



## Hossein Seyedagha

"It was so fun and challenging for me, and I learned a lot as always. Hope you enjoy it as well."





# Hotel Revenue Management



## Muhammad Ahmed

"Please see my entry for Challenge 22. Excellent Dataset, I've learned a lot as always. Hope you like it."



Muhammad Ahmed\_Challenge 22\_Power BI File\_1  
Data updated on 9/20/22, 6:01 AM

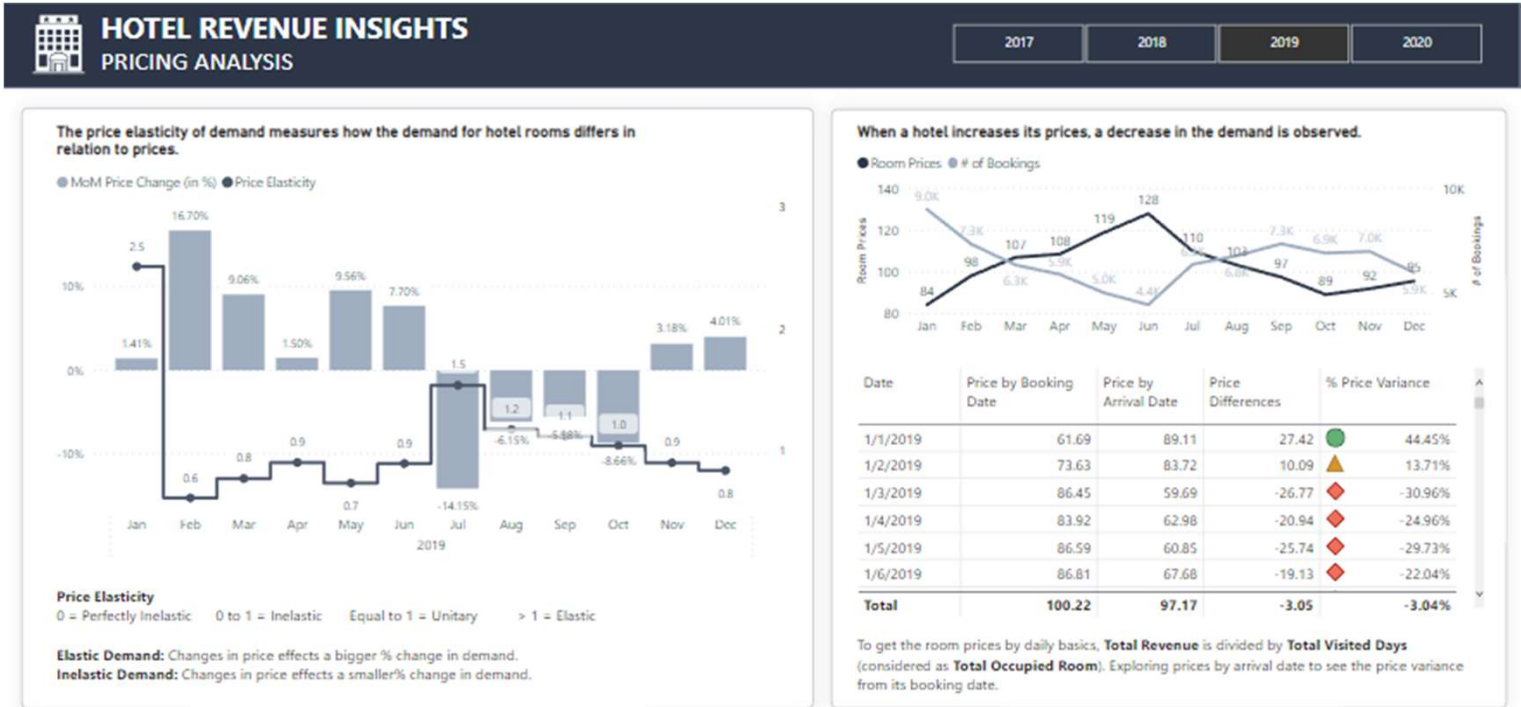
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# Hotel Revenue Management



Pa  
Pa

"Please see my entry for Challenge 22. Excellent Dataset, I've learned a lot as always. Hope you like it."



**Reservation status date** is the date at which the last status was set. This variable can be used to understand when was the booking canceled or when did the customer checked-out of the hotel, rather than when was the booking made. So that, the **booking date** is generated by subtracting the lead time from the arrival date in order to analyze the room reservations.

# Hotel Revenue Management



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## Omar Sherif

"It was an amazing experience and challenging in the same as i managed to complete it in 2 days! I performed a report doing customer analysis, revenue analysis and Agents Performance Analysis"



# Hotel Revenue Management



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## Gustaw Dudek

"It was an amazing experience and challenging in the same as i managed to complete it in 2 days! I performed a report doing customer analysis, revenue analysis and Agents Performance Analysis"



Gustaw Dudek Challenge 22 Power BI File, Hotel management - overall  
Data updated on 9/20/22, 6:36 AM

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# Hotel Revenue Management

**THANK YOU**

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