

The Power of Business Intelligence

Patrick Andres

The Rainmaker Group

Founded in
1998

Singapore
Office in **2015**

More than **100**
associates

Four acquisitions
in last two years



Hospitality



Gaming



Experience and
Expertise

Deep experience and expertise in revenue management and hospitality.



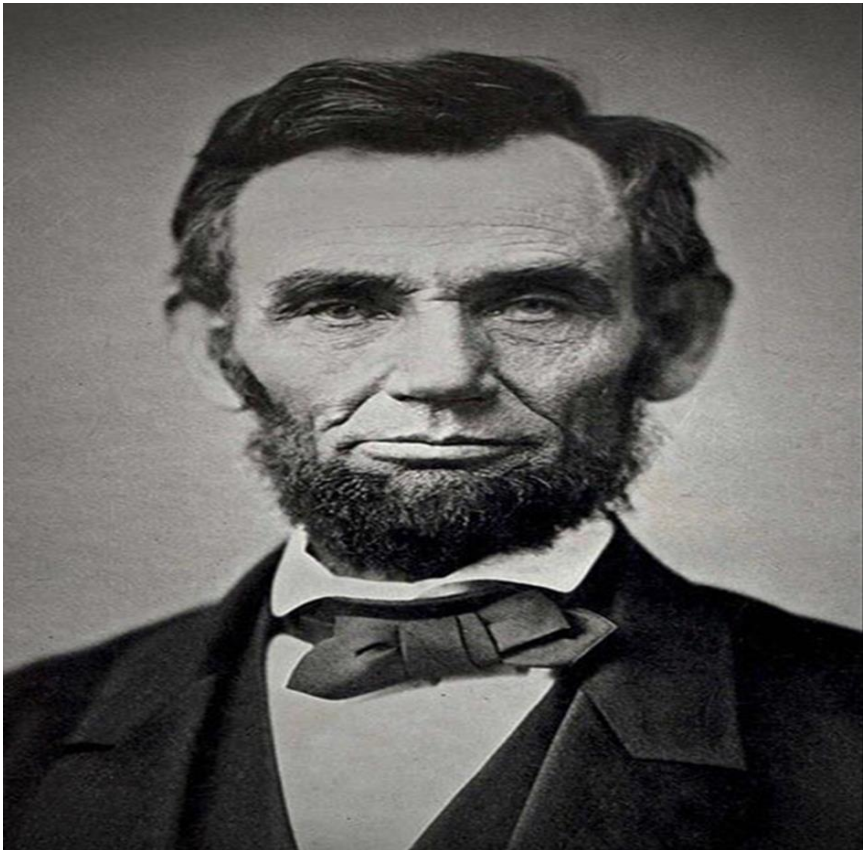
Financial
Stability

Financially stable, with clients who have been with us through multiple up and down cycles.



Growing Revenue
Management Platform

We are growing our functional footprint, both through development and acquisitions.



The problem with quotes
found on the internet is that
they are often not true.

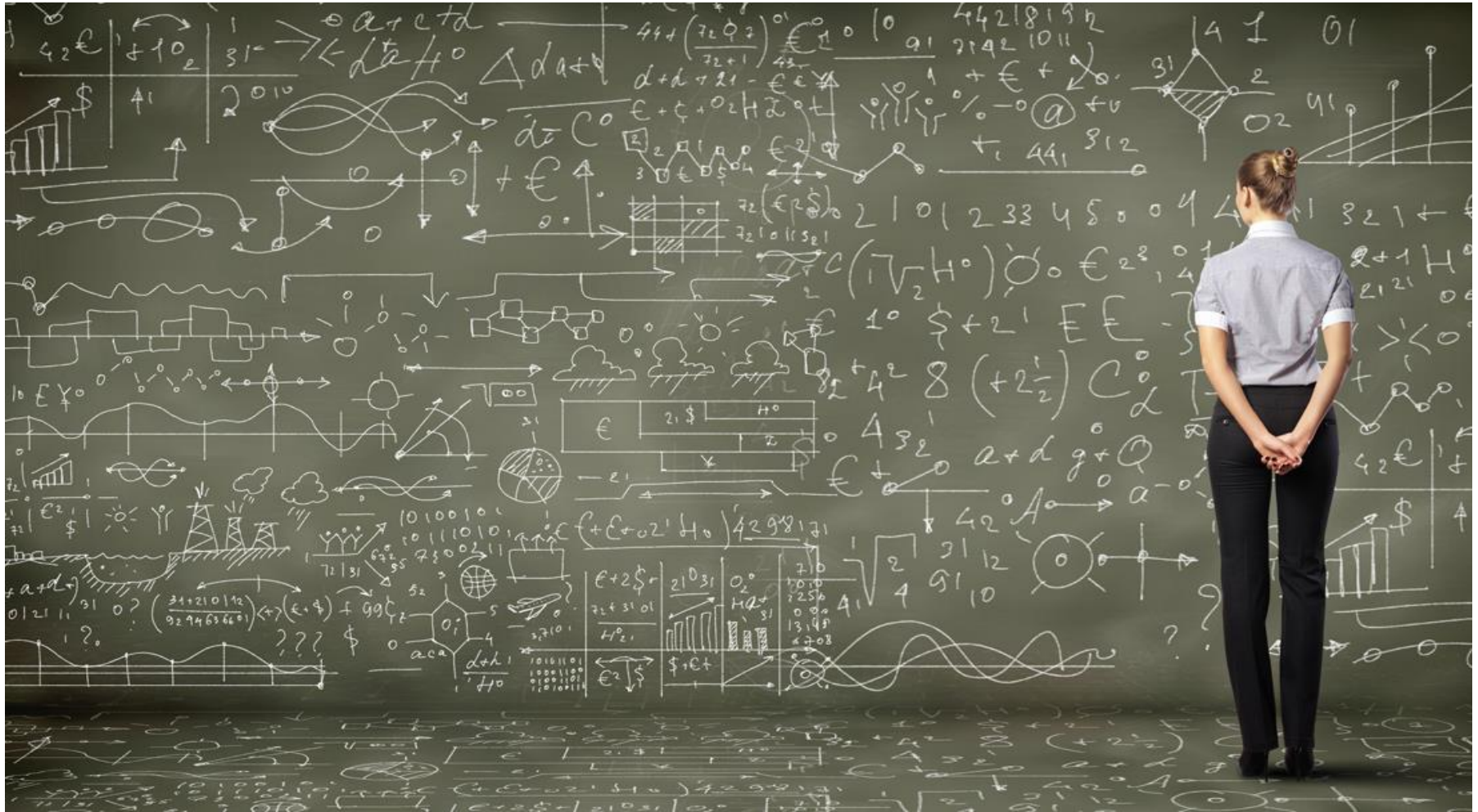
– *Abraham Lincoln*



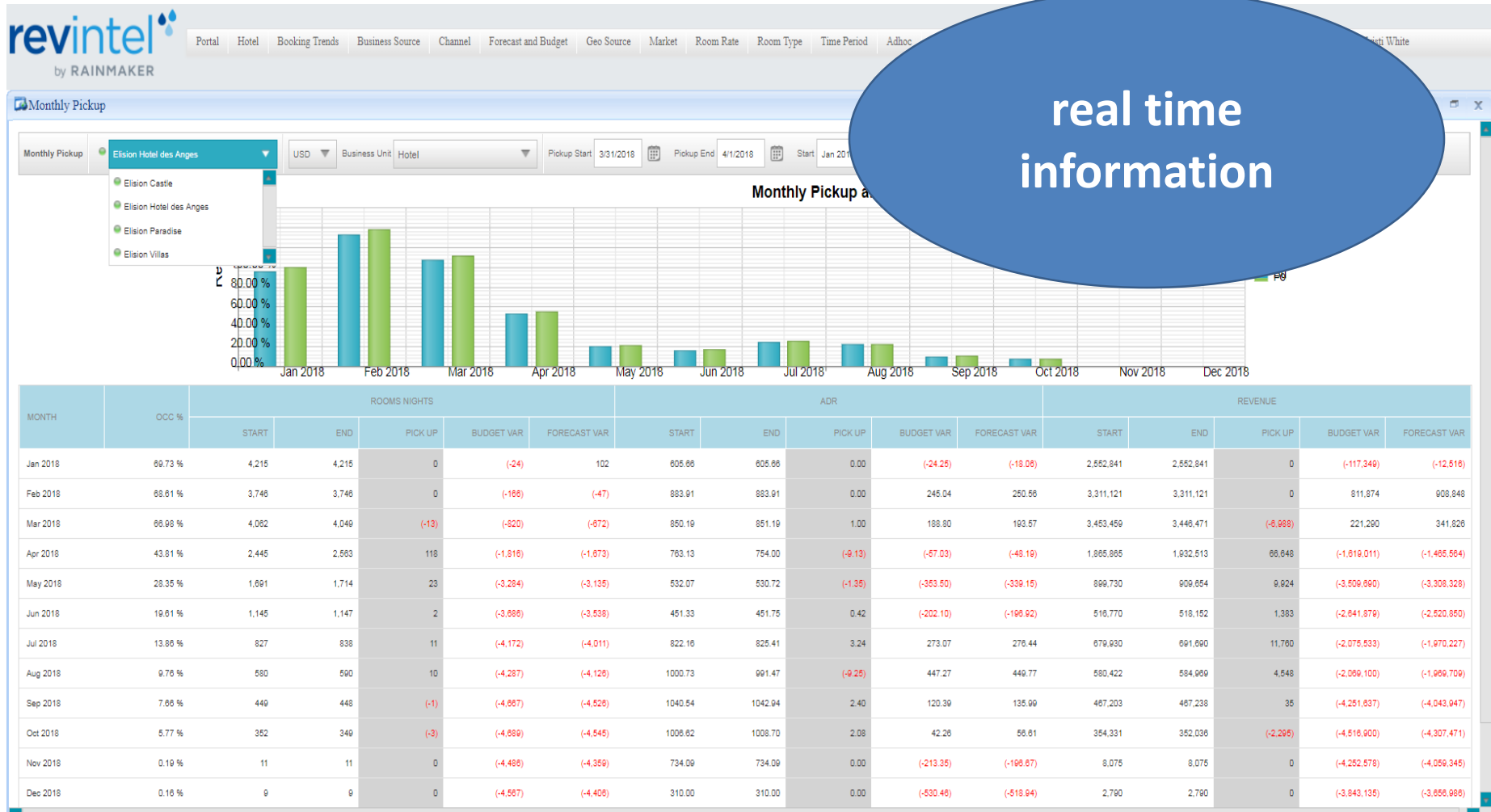


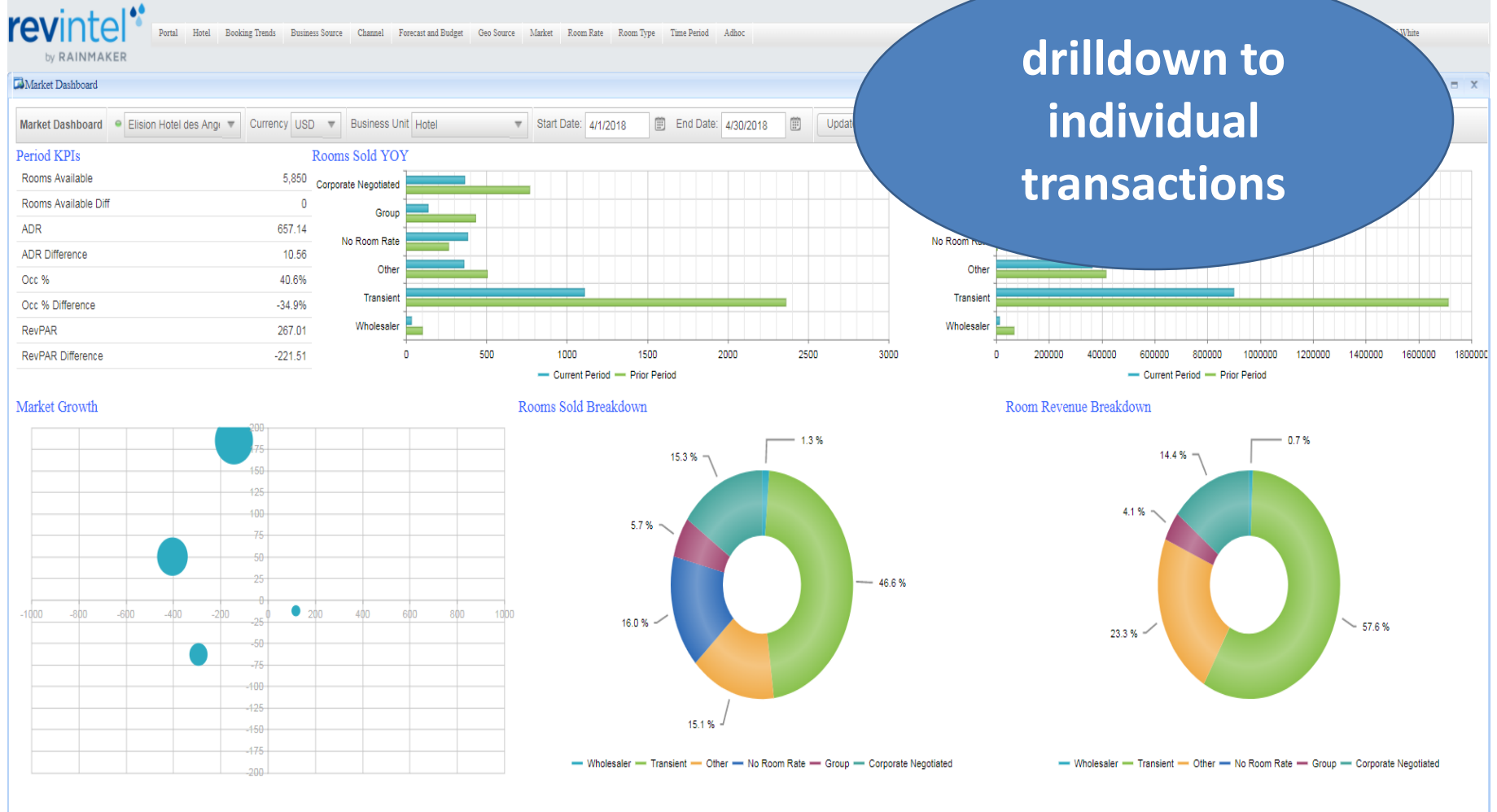


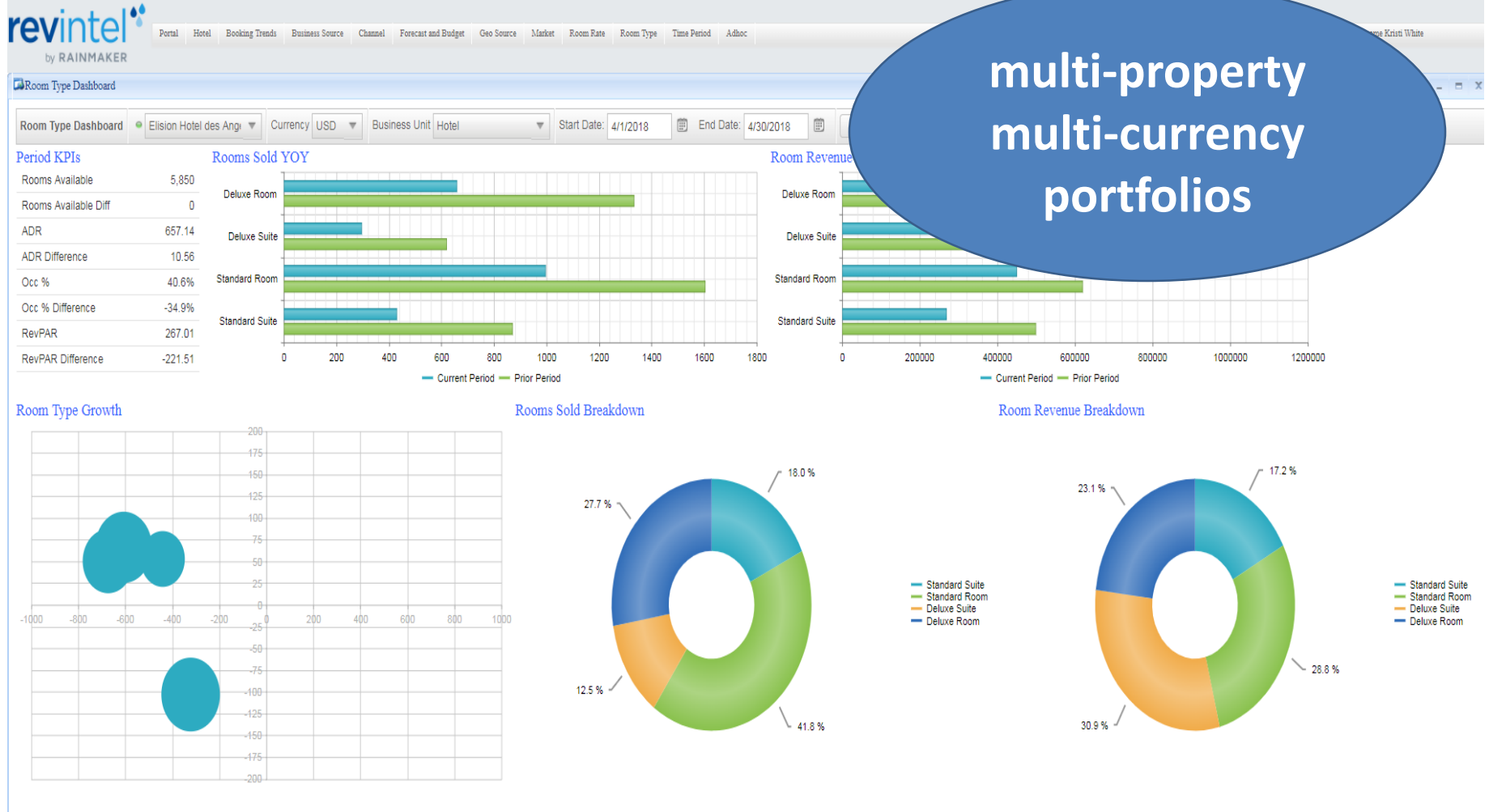












dashboards and reports

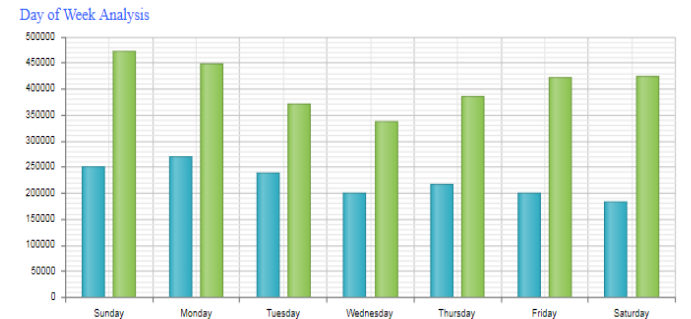
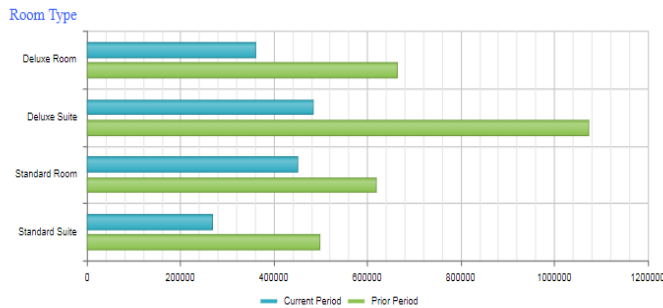
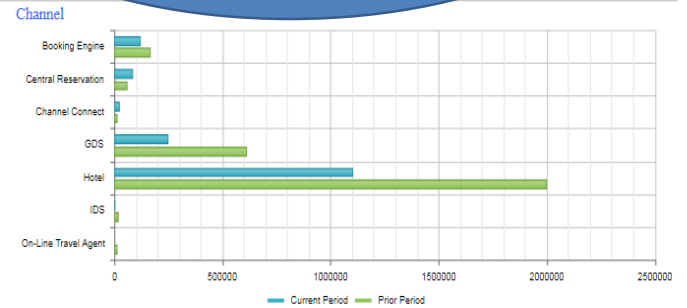
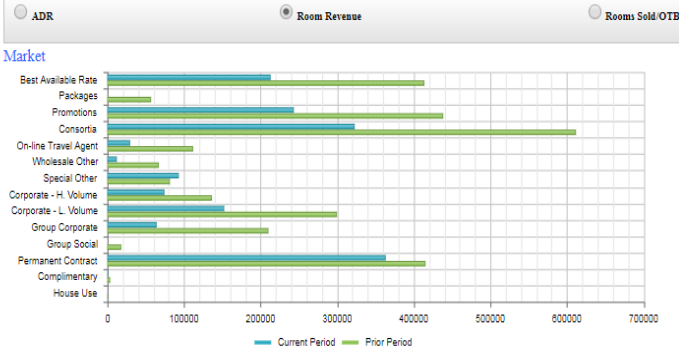
Hotel Dashboard

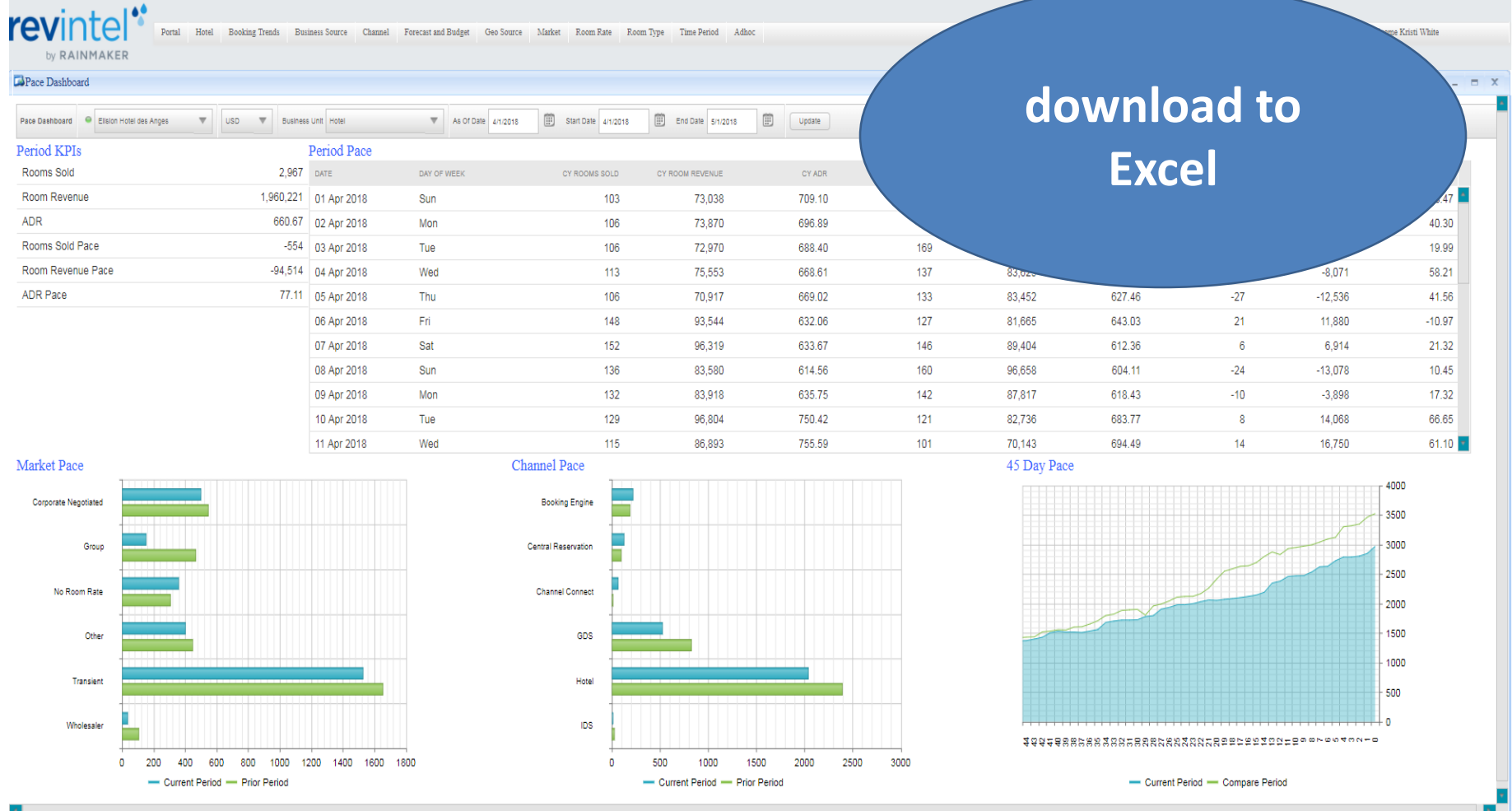
Hotel Dashboard Elision Hotel des Anges USD Business Unit Hotel Start Date 4/1/2018 End Date 4/30/2018

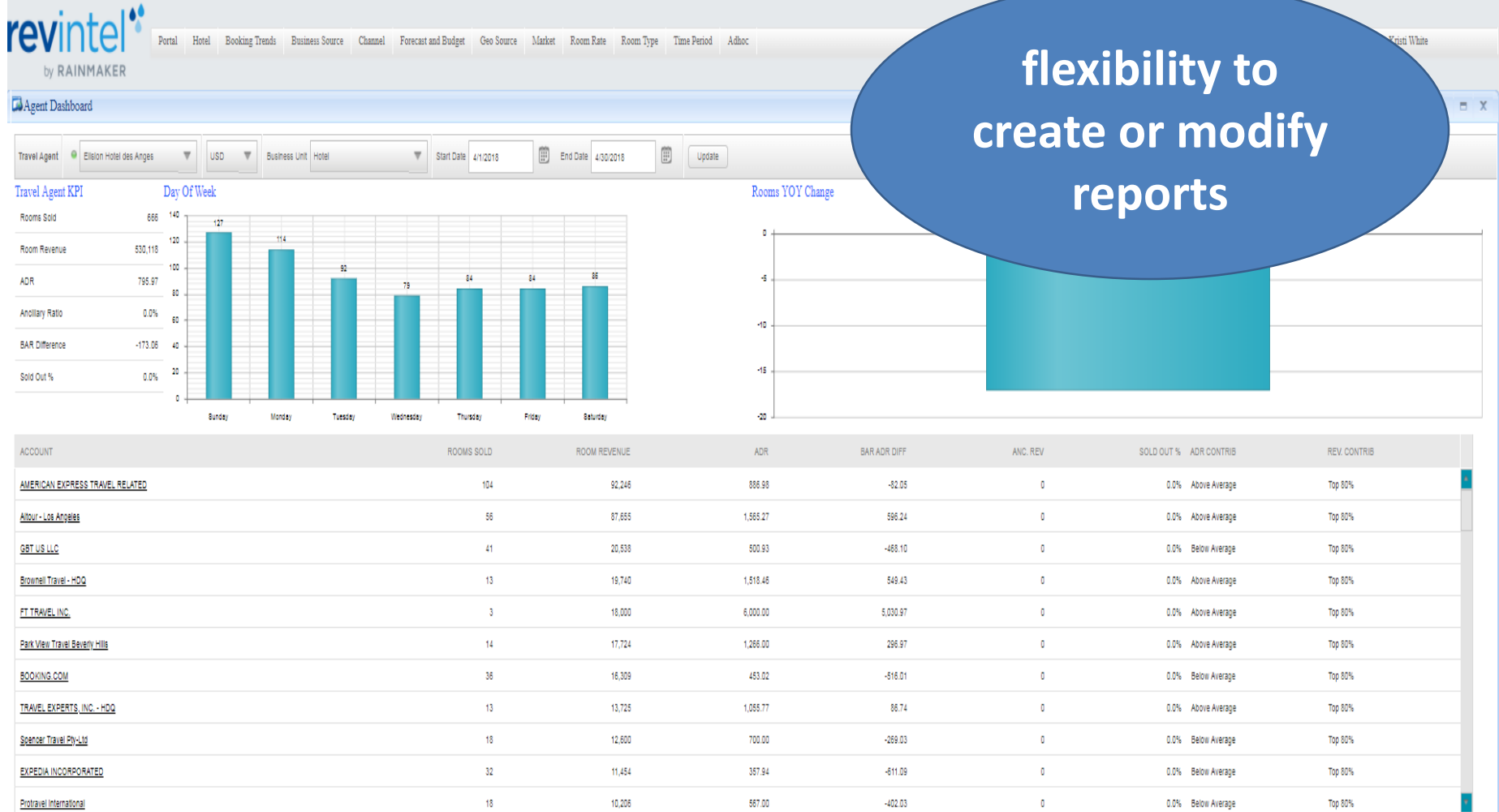
Summary Detail

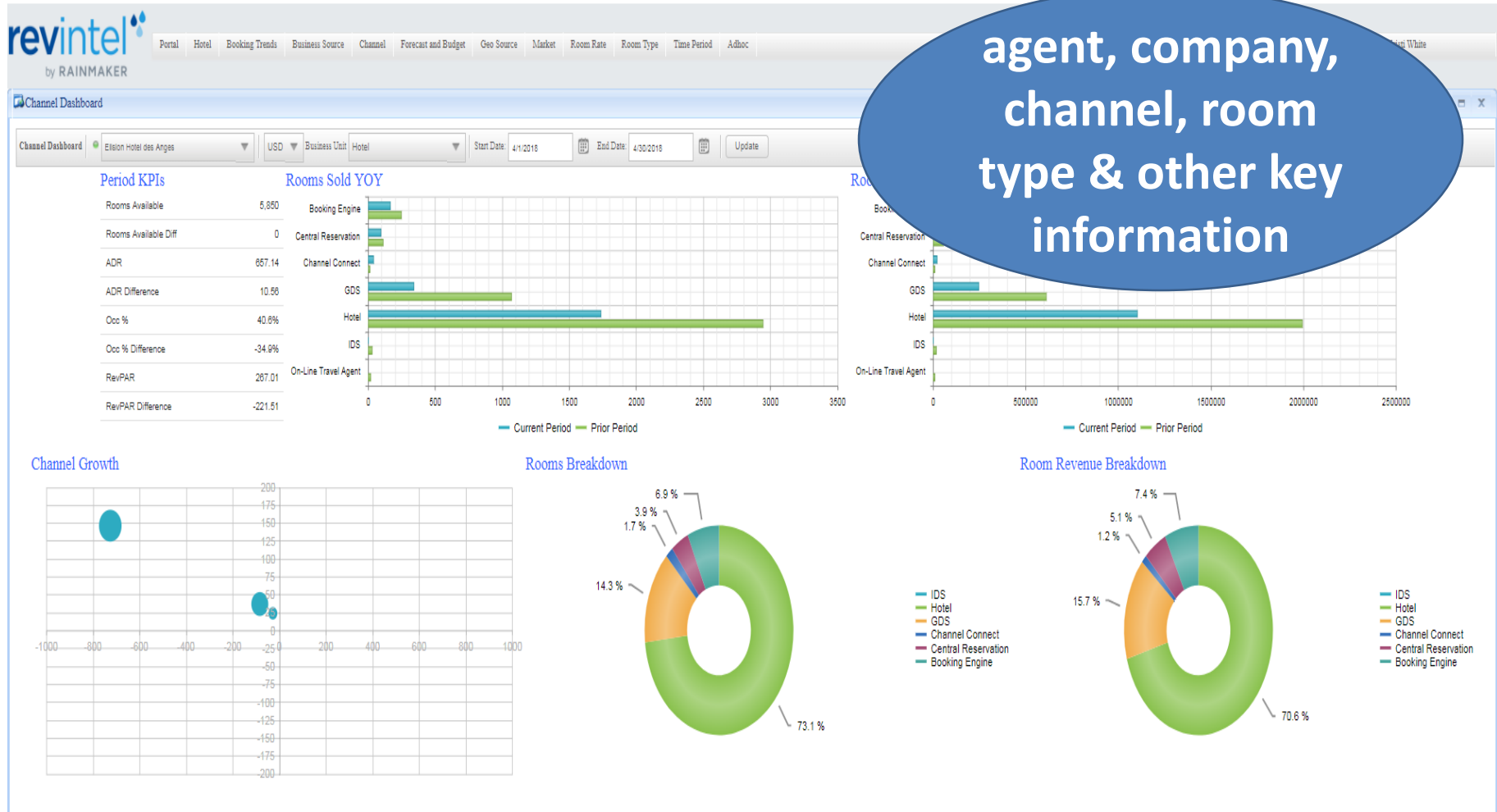
Period KPIs

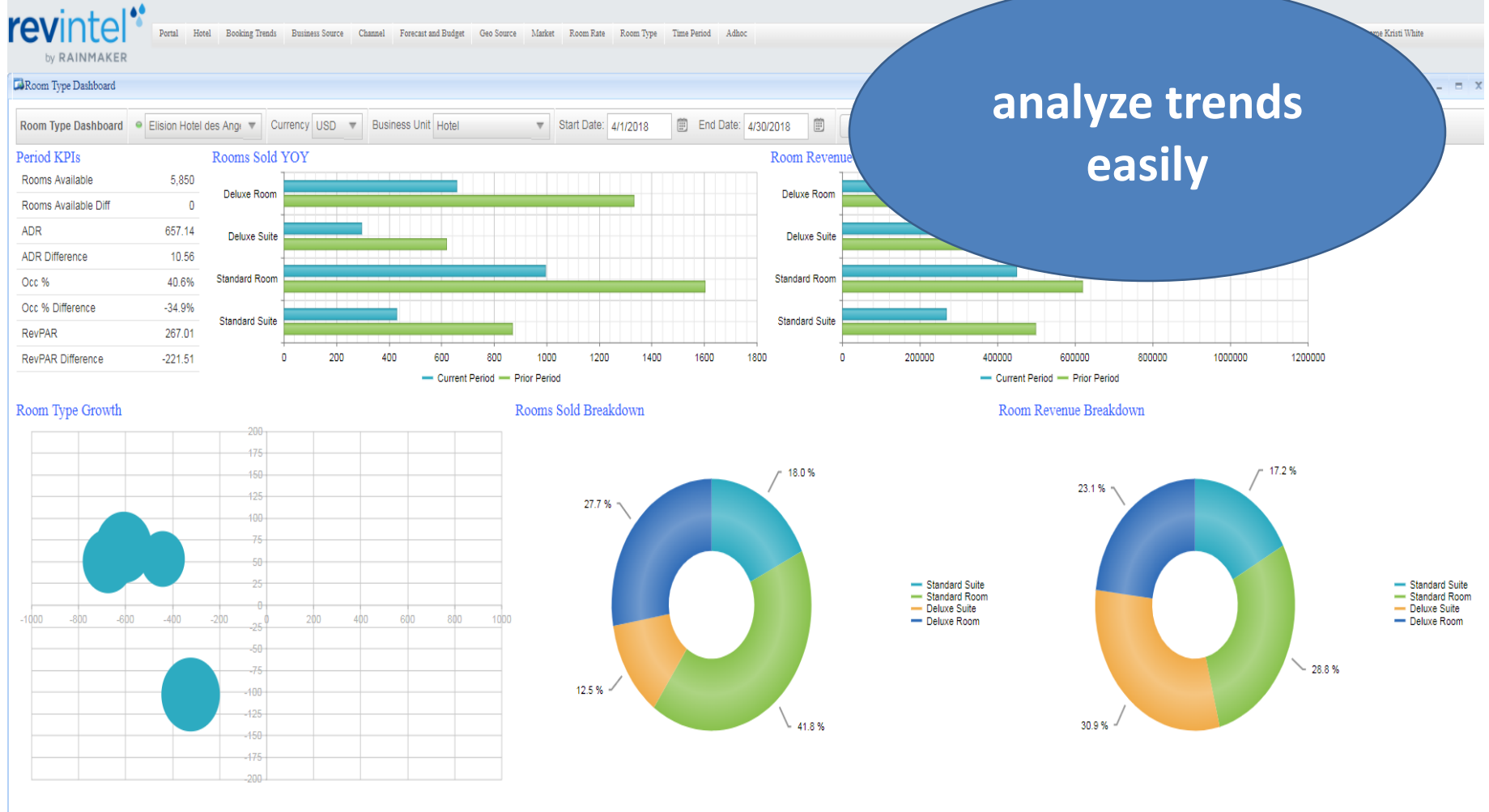
Current Period	
Rooms Available	5,850
Rooms Sold	2,377
Room Revenue	1,562,022
ADR	657.14
Occupancy	40.6%
RevPAR	267.01
Prior Period	
Rooms Available	5,850
Rooms Sold	4,485
Room Revenue	2,911,574
ADR	649.18
Occupancy	76.7%
RevPAR	497.70





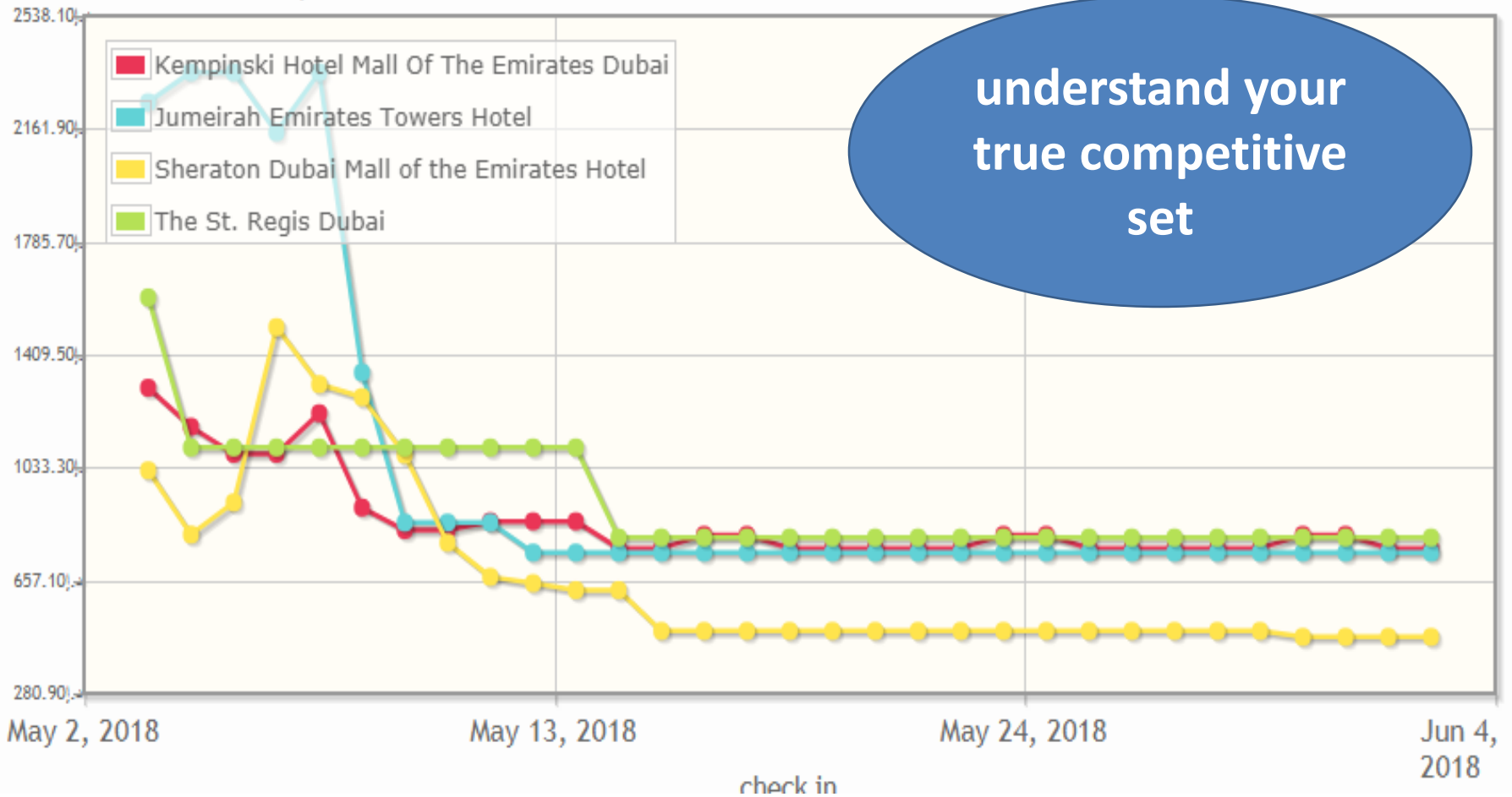






Check In	Kempinski Hot. Dubai, UNITED ARAB	Address Dubai. Dubai, DUBAI	Palace Downto Dubai, DUBAI	Jumeirah Emir.. Dubai, DUBAI	Sheraton Dubai	Regis...
Fri May-04	▲ 1,299.00 ,2	▲ 1,099.00 ,2	1,999.00 ,2	▲ 2,250.00 ,2		
Sat May-05	1,169.10 ,2	▲ 899.10 ,2	▲ 1,499.00 ,2	▲ 2,350.00 ,2		
Sun May-06	▼ 1,079.10 ,2	▲ 899.10 ,2	1,399.00 ,2	▲ 2,350.00 ,2		
Mon May-07	▼ 1,079.10 ,2	▲ 1,034.10 ,2	1,399.00 ,2	▲ 2,150.00 ,2		
Tue May-08	▼ 1,214.10 ,2	▲ 1,199.00 ,2	▲ 1,399.00 ,2	▲ 2,350.00 ,2		
Wed May-09	▼ 900.00 ,2	▲ 1,099.00 ,2	▲ 1,499.00 ,2	▲ 1,350.00 ,2		
Thu May-10	825.00 ,2	999.00 ,2	1,399.00 ,2	850.00 ,2		
Fri May-11	825.00 ,2	809.10 ,2	▲ 1,399.00 ,2	850.00 ,2	▲ 783.00 ,2	1,100.00 ,2
Sat May-12	854.10 ,2	749.00 ,2	1,299.00 ,2	850.00 ,2	669.00 ,2	845.00 ,2
Sun May-13	854.10 ,2	629.10 ,2	999.00 ,2	750.00 ,2	▼ 648.00 ,2	845.00 ,2
Mon May-14	854.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	▼ 625.00 ,2	845.00 ,2
Tue May-15	764.10 ,2	699.00 ,2	899.00 ,2	750.00 ,2	▼ 625.00 ,2	695.00 ,2
Wed May-16	764.10 ,2	699.00 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Thu May-17	809.10 ,2	699.00 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Fri May-18	809.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Sat May-19	764.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Sun May-20	764.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Mon May-21	764.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Tue May-22	764.10 ,2	699.00 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Wed May-23	764.10 ,2	699.00 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Thu May-24	809.10 ,2	699.00 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Fri May-25	809.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Sat May-26	764.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Sun May-27	764.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2
Mon May-28	764.10 ,2	629.10 ,2	899.00 ,2	750.00 ,2	489.00 ,2	695.00 ,2

detailed and granular shops of key competitors



- Overview status & info
- Rate Grid rates by date
- Rate Plot visualize rates
- Market Map geographic view
- Index relative price

quickly understand and adjust pricing

< April May

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6 1079.1 1285.02 84 899.10 2350.00	7 1079.1 1389.89 78 1034.10 2150.00	8 1214.1 1419.04 86 1100.00 2350.00	9 900.0 1245.2 72 1099.00 1499.00	10 825.0 1094.83 75 850.00 1399.00	11 825.0 1094.83 81 783.00 1399.00	12 918.67 93 669.00 1299.00
13 854.1 828.52 103 629.10 1100.00	14 854.1 808.02 106 625.00 1100.00	15 764.1 744.67 103 625.00 899.00	16 764.1 722.0 106 489.00 899.00	17 809.1 722.0 112 489.00 899.00	18 809.1 710.35 114 489.00 899.00	19 764.1 710.35 108 489.00 899.00
20 764.1 710.35 108 489.00 899.00	21 764.1 710.35 108 489.00 899.00	22 764.1 722.0 106 489.00 899.00	23 764.1 722.0 106 489.00 899.00	24 809.1 722.0 112 489.00 899.00	25 809.1 710.35 114 489.00 899.00	26 764.1 710.35 108 489.00 899.00
27 764.1 710.35 108 489.00 899.00	28 764.1 710.35 108 489.00 899.00	29 764.1 722.0 106 489.00 899.00	30 764.1 722.0 106 489.00 899.00	31 809.1 718.67 113 469.00 899.00		

- Address Dubai Marina (Dubai, DUBAI)
- Jumeirah Emirates Towers Hotel (Dubai, DUBAI)
- Palace Downtown (Dubai, DUBAI)
- Raffles Dubai (Dubai,)
- Sheraton Dubai Mall of the Emirates Hotel (Dubai,)
- The St. Regis Dubai (Dubai,)

The main logo is a square divided into two horizontal sections. The top section is dark purple with the text "HSMMAI" and "ROC" in white, stacked vertically. The bottom section is light blue with the text "ASIAPACIFIC" in white. Below the square, the text "REVENUE OPTIMIZATION CONFERENCE" is written in dark purple.

**HSMMAI
ROC**

ASIAPACIFIC

REVENUE OPTIMIZATION CONFERENCE

