

SOLVER for Hospitality Companies

| Get Complete Insight

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Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's [website](#) or email us at info@solverglobal.com.

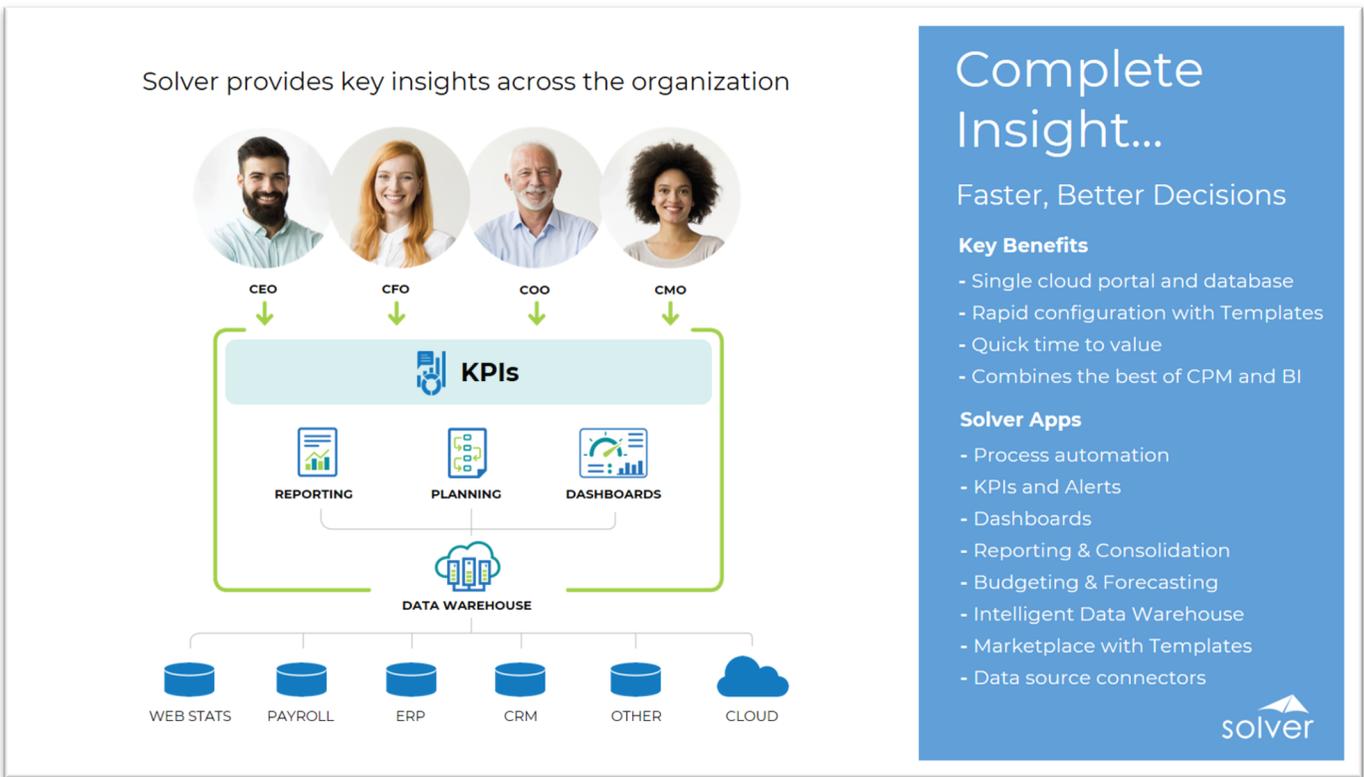
Check out the [Solver Showcase](#) page for hundreds of reporting, planning, and dashboard examples. Ready to see Solver in action? [Take the interactive Tour](#).

Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes and supports faster and better decisions based on key information from across the organization's data sources.

Key benefits that Solver provides include:

- A top-rated [Corporate Performance Management \(CPM\) solution](#) by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost-effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- ONE DAY implementations available (on select ERPs), offering fastest time to value
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premises ERP system



Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market.

Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages.

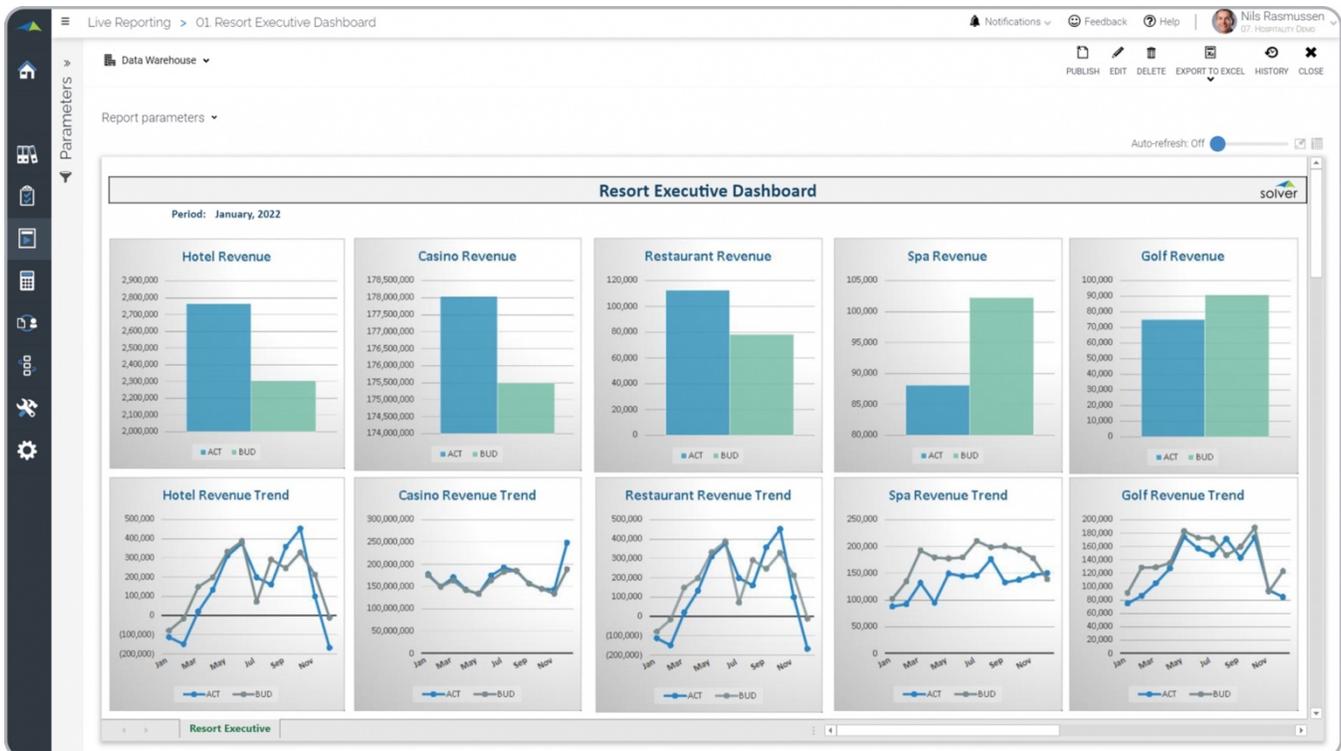
Headquartered in the United States, Solver, Inc. has more than twenty offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.

01– Resort Executive Dashboard

This example shows an executive dashboard that is set up to provide a higher-level overview of each area of hospitality business, but with drill down to detailed information.

In this sample dashboard, the following information is included:

- Hotel Revenue, Actual vs Budget
- Hotel Revenue – twelve month trend
- Casino Revenue, Actual vs Budget
- Casino Revenue – twelve month trend
- Restaurant Revenue, Actual vs Budget
- Restaurant Revenue – twelve month trend
- Spa Revenue, Actual vs Budget
- Spa Revenue – twelve month trend
- Golf Revenue, Actual vs Budget
- Golf Revenue – twelve month trend, drill to General Ledger account

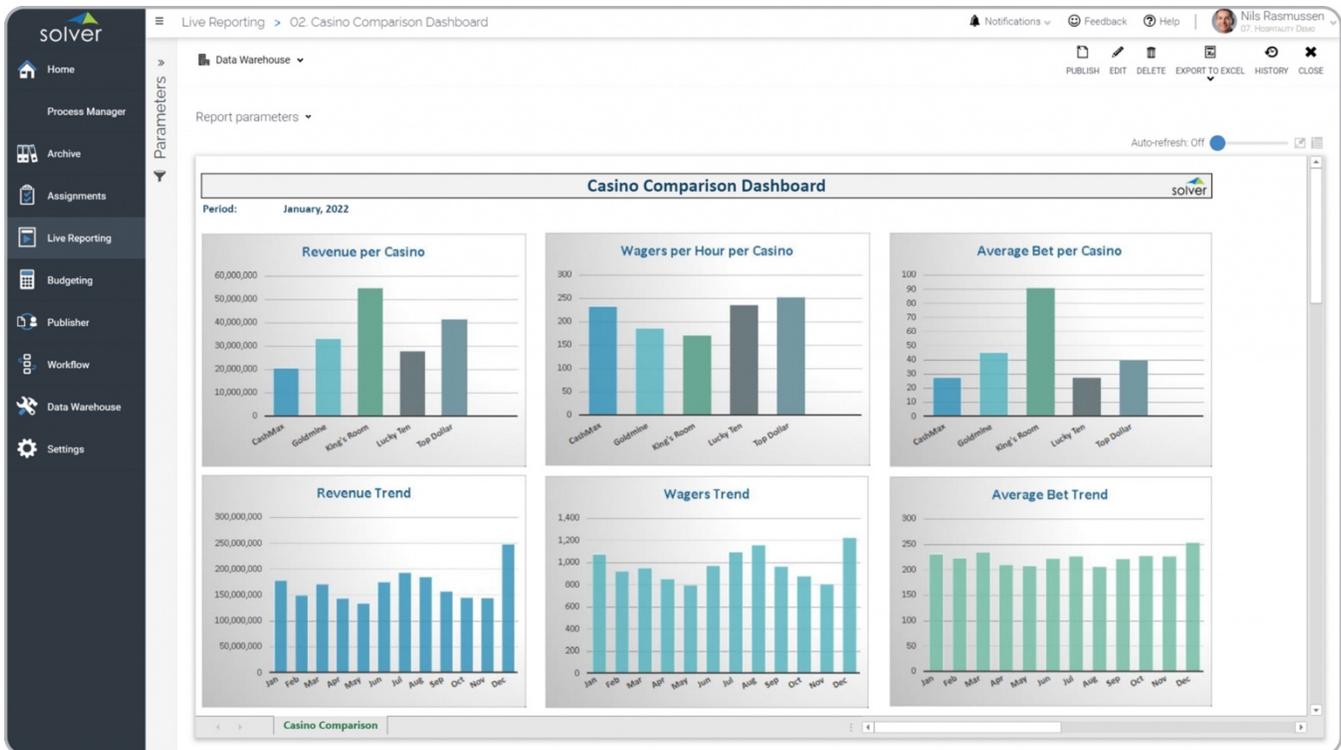


02 – Casino Comparison Dashboard

This dashboard example helps a manager analyze performance across the casinos in the resort. The selection list in the top left corner makes it easy for the user to select a particular game and filter the whole dashboard through that game.

The following information is included:

- Revenue per Casino – comparison
- Revenue – twelve month trend
- Wagers per Hour per Casino – comparison
- Wagers – twelve month trend
- Average Bet per Casino – comparison
- Average Bet – twelve month trend

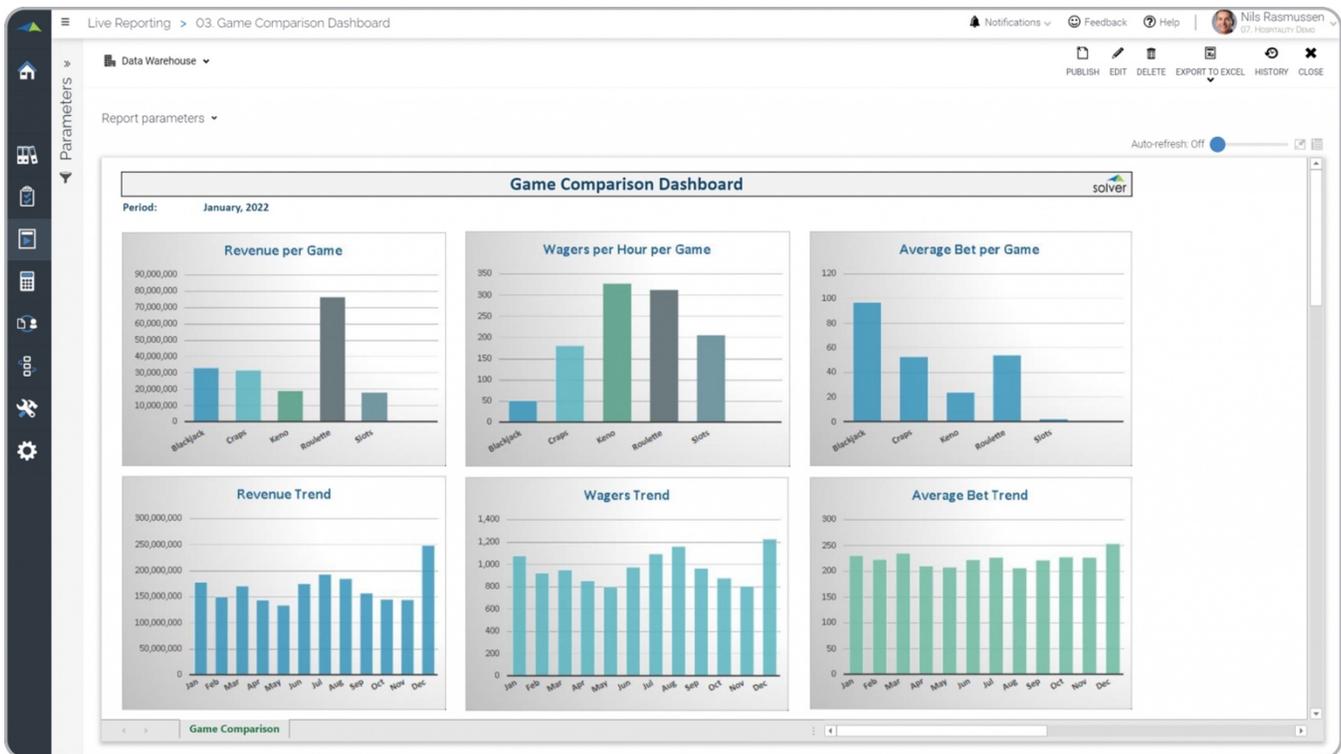


03 – Game Comparison Dashboard

This dashboard example provides casino and resort executives with a detailed comparison of revenues and statistics (wagers) per game. The selection list in the top left corner lets the user select a particular casino that the whole dashboard will then display.

The following information is included:

- Revenue per Game
- Revenue Trend
- Wagers per Hour per Game
- Wagers Trend
- Average Bet per Game
- Average Bet Trend

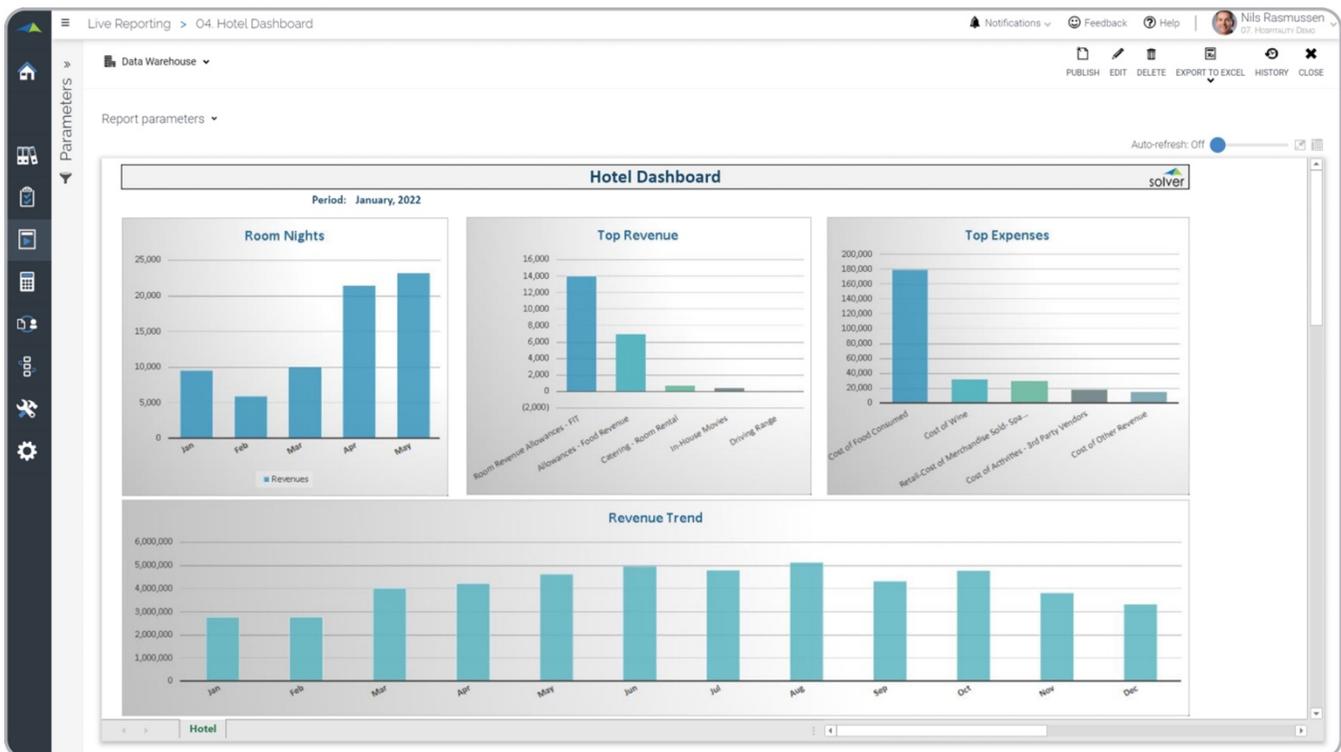


04 – Hotel Dashboard

This dashboard example focuses on hotel revenues, expenses, and statistics by Department. The list in the top left corner lets the user select a specific department and the whole dashboard will then filter on that department.

The following information is included:

- Room Nights
- Top Revenue
- Top Expenses
- Revenue Trend

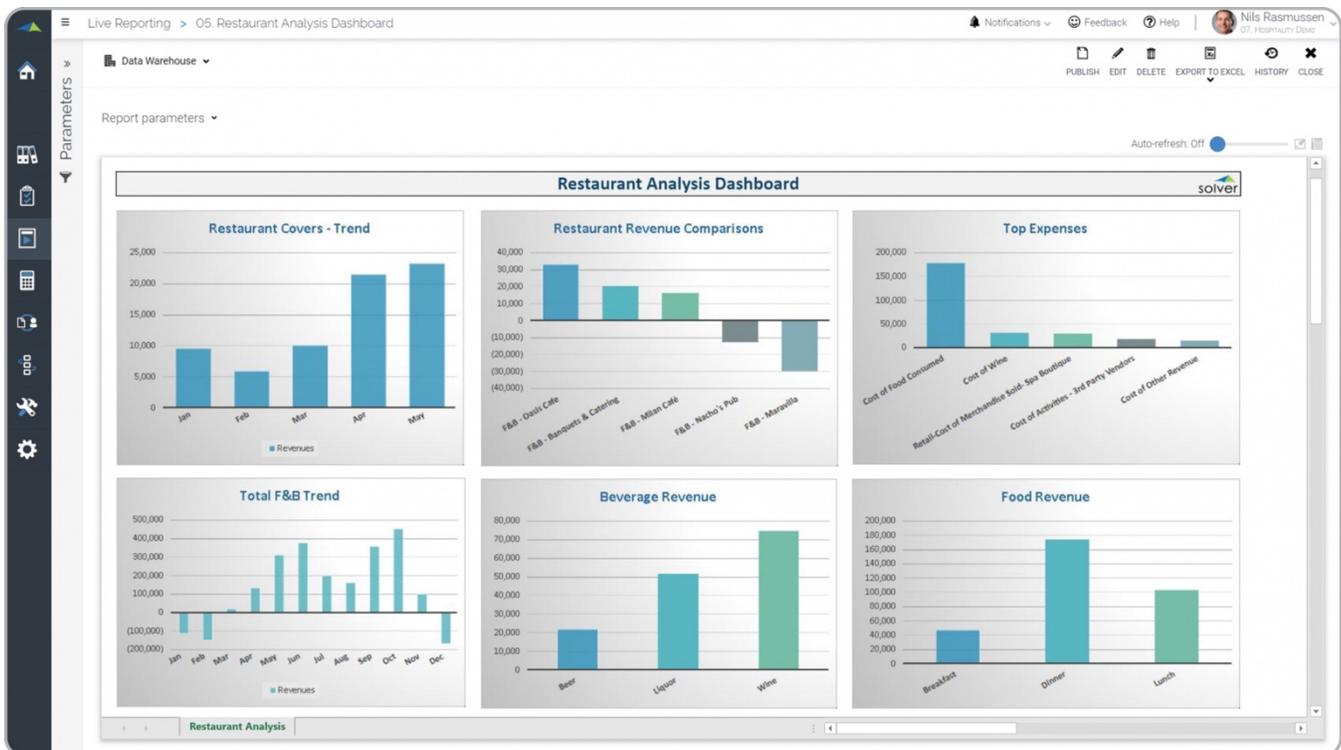


05 – Restaurant Analysis Dashboard

This dashboard example provides restaurant managers and resort executives with an easy way to analyze restaurant performance in terms of revenues, expenses, and statistics.

The following information is included:

- Restaurant Covers – Trend
- Restaurant Revenue Comparison
- Top Expenses
- F&B Trend
- Beverage Revenue
- Food Revenue

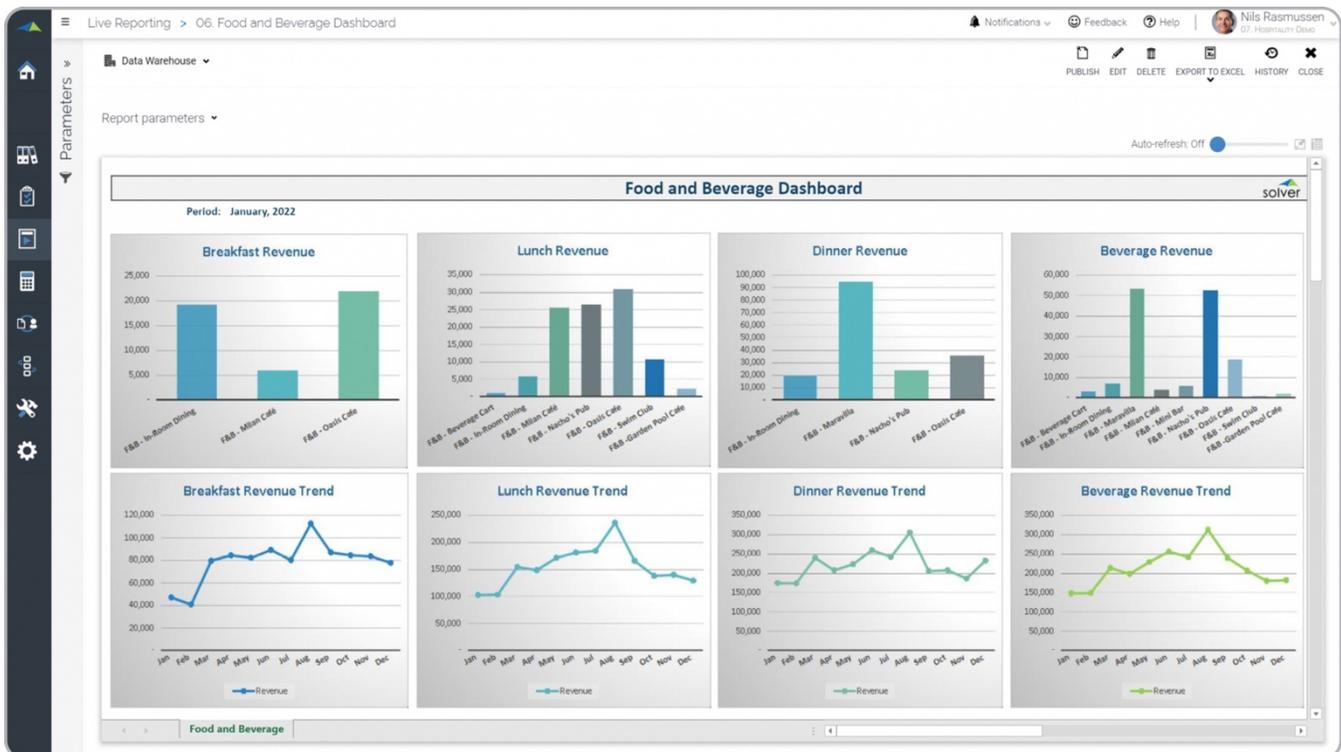


06 – Food & Beverage Dashboard

This dashboard example provides restaurant managers and executives with an easy way to analyze Food & Beverage revenues across all restaurants.

The following KPI information is included in this example:

- Breakfast Revenue – ranked by restaurant
- Breakfast Revenue – twelve month trend
- Lunch Revenue – ranked by restaurant
- Lunch Revenue – twelve month trend
- Dinner Revenue – ranked by restaurant
- Dinner Revenue – twelve month trend
- Beverage Revenue – ranked by restaurant
- Beverage Revenue – twelve month trend



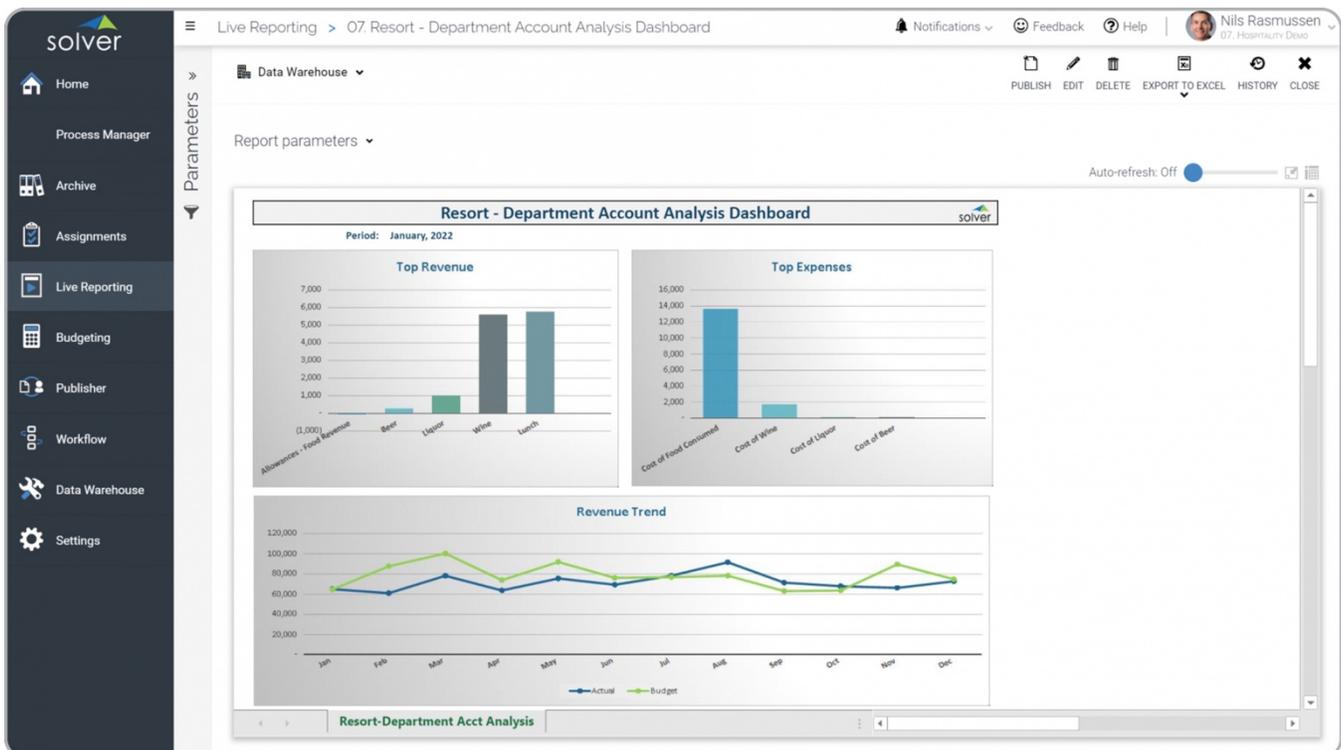
07 – Resort Department Account Analysis Dashboard

This dashboard is an example of using graphical analysis to review departmental revenues and expenses. Department(s) are chosen from the dropdown list in the upper right-hand corner and the table in the top left corner will display the General Ledger (GL) account balance. When a user clicks on an account in this table, the table in the lower left corner will retrieve the GL Journal Entries for the account.

Additionally, the two upper charts will then display the Actual and Budget trends for the selected account.

The following information is included in this example:

- Top Revenue
- Top Expenses
- Revenue Trend

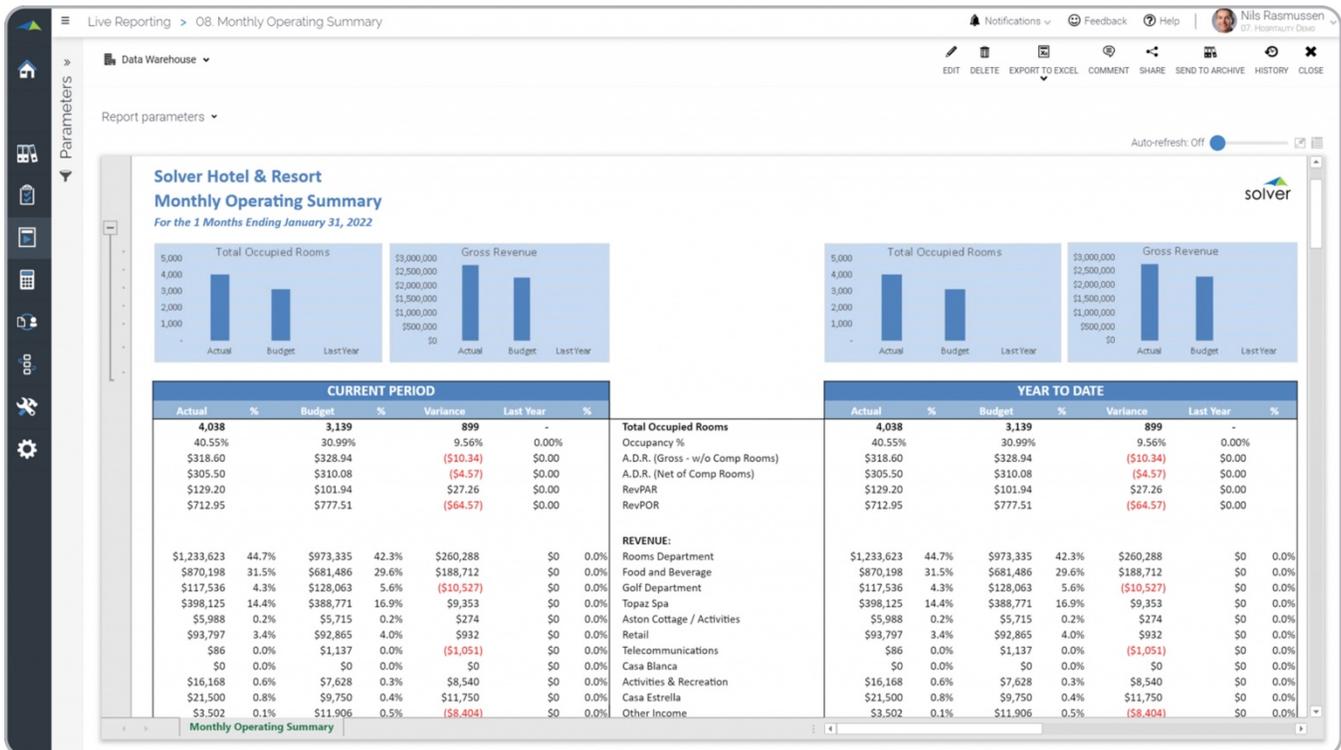


08 – Monthly Operating Summary

This is an example of a management report that combines key statistical information (shown below in the top portion of the report) with a Profit & Loss report.

The charts embedded on the top of the report helps compare actual and budget data for the month and year-to-date.

Users can right click to drill down on any number to see more detail.



10 – Statement of Cash Flows

This is an example of a Cash Flow trend report that, in the columns, shows each month from the beginning of the year up until the chosen month for the report.

Users can right click to drill down on any number to see more detail.

Solver Hotel & Resort
Statement of Cash Flows
 March 31, 2022

	January	February	March	Total
Cash Flows from Operating Activities				
Net Income (Loss)	(1,249,405)	(1,072,604)	(439,282)	(2,761,291)
Adjustments to Reconcile Net Income (Loss) to Net Cash Provided by Operating Activities				
Depreciation	564,342	564,342	564,342	1,693,026
Loss (Gain) on Derivative Instrument	0	0	0	0
Loss (Gain) on Sale of Asset	0	0	0	0
(Inc) Decr in Accounts Receivable	206,157	59,864	(350,952)	(84,931)
(Inc) Decr in Inventories	15,162	4,346	22,007	41,515
(Inc) Decr in Prepaid Expenses and Other Assets	658,798	(2,764)	(16,977)	639,057
Inc (Decr) in Accounts Payable and Taxes Payable	(593,769)	(461,465)	748,007	(307,228)
Inc (Decr) in Deferred Revenue - Adv Dep & Gift Cards	936,878	185,412	606,416	1,728,706
Inc (Decr) in Accrued Payroll & Related Taxes	417	(156)	34,217	34,479
Inc (Decr) in Accrued Liabilities & Other	(28,551)	234,397	155,187	361,033
Net Cash Provided (Used) by Operating Activities	510,029	(488,628)	1,322,966	1,344,367
Cash Flows from Investing Activities				
(Inc) Decr in Capital Expenditures	(1,686,544)	(101,036)	(181,538)	(1,969,118)
Capital Lease	0	0	(15,854)	(15,854)
Proceeds from Sale of Investments	0	0	0	0
(Inc) Decr in Investments Held in Trust	0	0	0	0
Net Cash Provided (Used) by Investing Activities	(1,686,544)	(101,036)	(197,392)	(1,984,972)
Cash Flows from Financing Activities				
Inc (Decr) in Short Term Borrowings	1,500,000	0	1,250,000	2,750,000
Inc (Decr) in Long Term Borrowings	0	0	0	0
Inc (Decr) in Notes Payable	(1,310)	(1,317)	(1,325)	(3,952)
Statement of Cash Flows				

50 – Variable Labor Budget Assumptions (Form)

This is a budgeting input form example. The drivers in this assumptions form are used to determine wage hours and rate, which determines the wage amount for each position type.

Minimum hours, wage rate, wage annual increase %, timing of annual increase, increment threshold, productivity ratio, and maximum hours are the inputs used to determine labor hours, labor wage rate, and labor costs needed to staff the hotel based on the number of occupied hotel rooms in a month.

This form can be run by department, entity, labor position type, budget year, and budget version.

Live Reporting > 50. Variable Labor Assumptions (Form)

Report parameters

CHOOSE BUDGET YEAR: 202101

CHOOSE POSITION TYPE: 049217

CHOOSE DEPARTMENT: 43

CHOOSE ENTITY: OVIN

CHOOSE BUDGET VERSION: BUD

RUN

Auto-refresh: Off

Variable Labor Assumptions

Position Type: Kitchen Lead Cook
 Department: F&B - Nacho's Pub
 Entity: Solver Resort & Casino
 Budget Version: Budget

Annual Input	
Minimum Hours	240
Wage Rate	\$ 15.00
Annual Increase	3%
Timing of Annual Increase	Apr
Increment Threshold	1,500
Productivity Ratio	0.5
Maximum Hours	1,300

Sheet1

51 – Variable Labor Budget

The Variable Labor Budget takes drivers from the Variable Labor Assumptions form to determine Labor Hours and Wage Rate.

Based on the number of Occupied Rooms in a hotel, the Increment Threshold and Productivity Ratio, Labor Hours are calculated with a limit set by the Minimum Hours and Maximum Hours amount. The Wage Rate adjusts based on Wage Rate % and the Timing of Annual Increase input.

A simple calculation of (Labor Hours) x (Wage Rate) is used to calculate Labor Amount for each month. This template takes all of the individual positions taken from the assumptions form and rolls them up in a single view. The Wage Amount is then rolled up to automatically hit the GL account related to Variable Labor Expense.

Variable Labor Form

Department: F&B - Nacho's Pub
 Entity: Solver Resort & Casino
 Budget Version: Budget

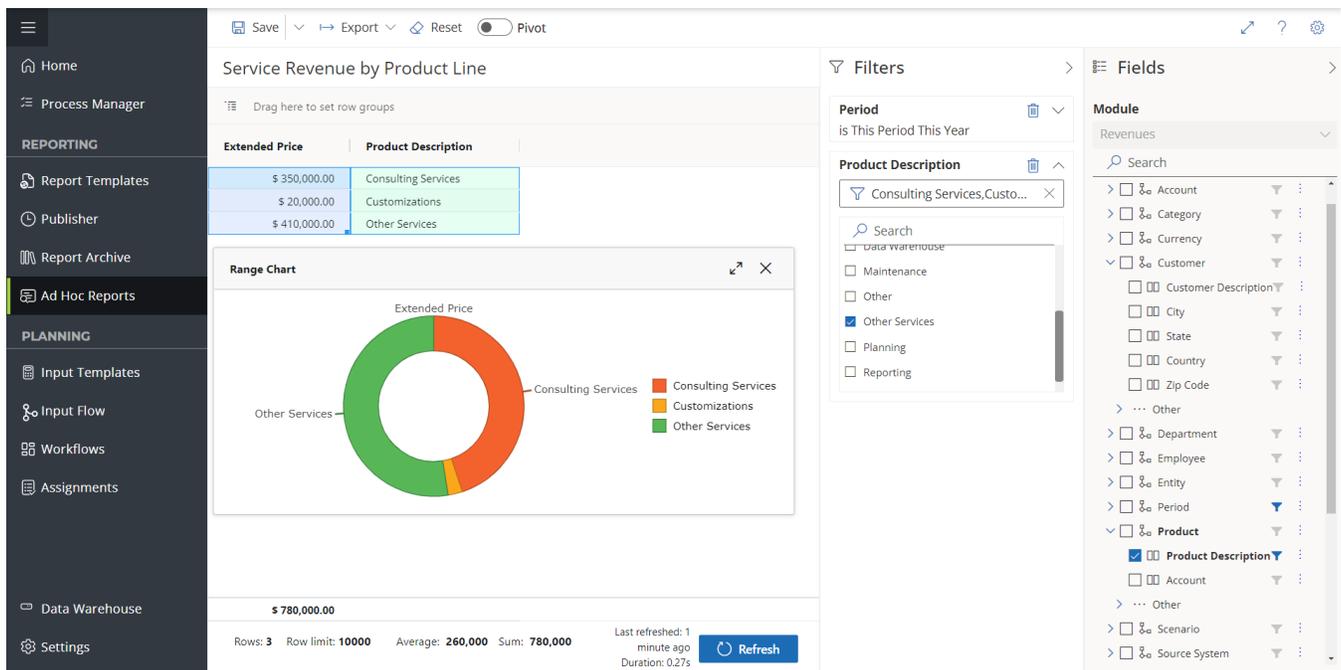
This is a driver-based labor model. Expand the column group to see hourly rates and how hours are auto-calculated based required minimum hours and # of occupied rooms

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
Occupied Rooms	1,300	2,800	2,302	2,079	2,148	2,917	2,731	2,823	2,435	2,762	1,782	2,609	2,341
Wage by Position													
Catering Sales Manager	\$ 9,600	\$ 52,000	\$ 52,000	\$ 53,560	\$ 53,560	\$ 53,560	\$ 53,560	\$ 53,560	\$ 53,560	\$ 53,560	\$ 53,560	\$ 53,560	\$ 595,640
Lead Server	\$ 24,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 154,500	\$ 154,500	\$ 154,500	\$ 154,500	\$ 154,500	\$ 154,500	\$ 1,701,000
Mini Bar Attendant	\$ 2,400	\$ 13,000	\$ 11,510	\$ 10,707	\$ 11,062	\$ 11,933	\$ 13,390	\$ 13,390	\$ 12,540	\$ 13,390	\$ 9,177	\$ 13,390	\$ 135,889
Kitchen - Management	\$ 7,200	\$ 4,200	\$ 3,453	\$ 3,119	\$ 3,319	\$ 3,580	\$ 4,219	\$ 4,362	\$ 3,762	\$ 4,267	\$ 2,753	\$ 4,031	\$ 48,264
Kitchen Lead Cook	\$ 3,600	\$ 19,500	\$ 17,265	\$ 16,060	\$ 16,593	\$ 17,899	\$ 20,085	\$ 20,085	\$ 18,810	\$ 20,085	\$ 13,766	\$ 20,085	\$ 203,834
Kitchen Line Cook	\$ 3,120	\$ 1,820	\$ 1,526	\$ 1,378	\$ 1,424	\$ 1,536	\$ 1,811	\$ 1,872	\$ 1,614	\$ 1,831	\$ 1,181	\$ 1,730	\$ 20,844

Tools – Ad Hoc Reporting

Ad Hoc Reporting gives power to the people by providing all Solver reporting users with self-service tools that answer important business questions *instantly*. Whenever new questions arise or additional detail is needed, users can create an on-the-fly ad hoc report, without having to rely on other teams for assistance.

Ad Hoc Reporting is extremely simple to learn: in less than 10 minutes, executives, managers, and any other team member will be ready to run their own reports for rapid, accurate decision making.



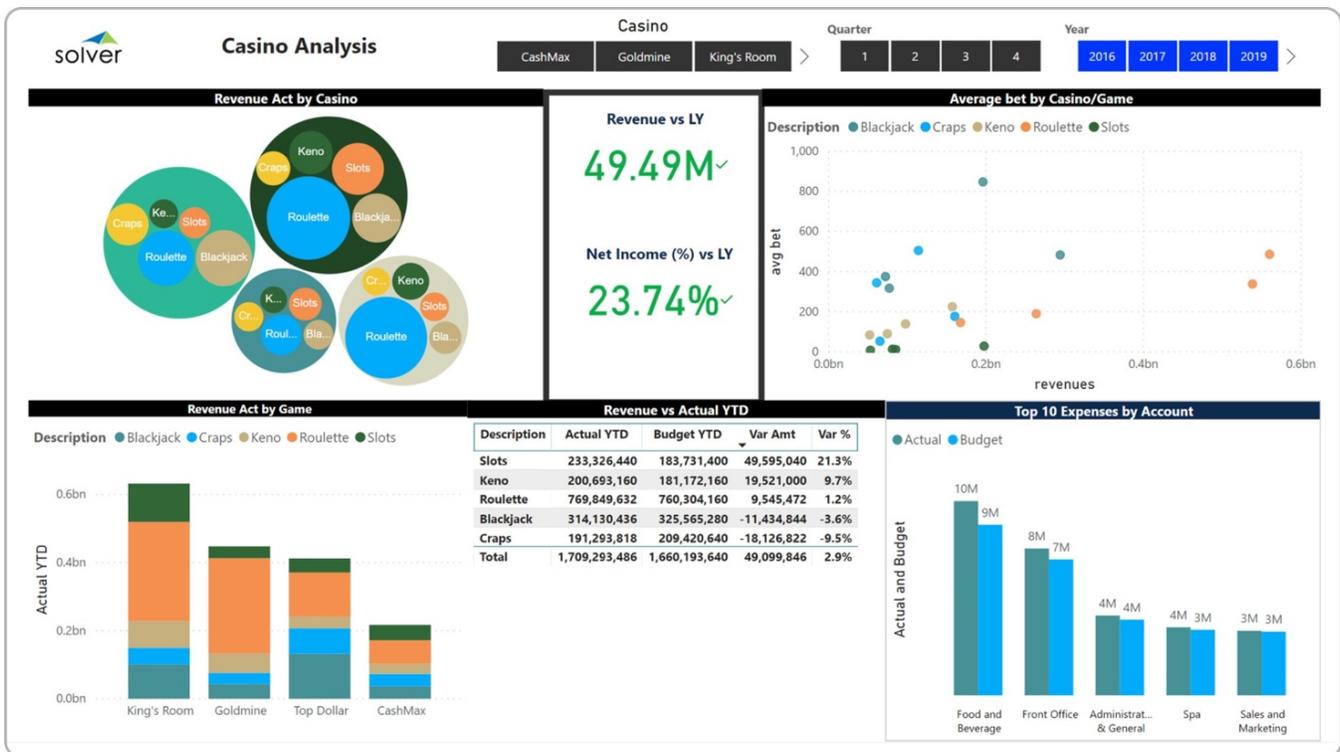
Hospitality Power BI Dashboards

Power BI - Casino Analysis

Some of the main functionality in this type of dashboard is that it includes graphical analysis from six perspectives:

- Revenue by casino
- Revenue and Net Income KPIs versus last year
- Average bet by game
- Revenue by game
- Actual versus budget revenues with variances
- Top 10 expenses by account/department

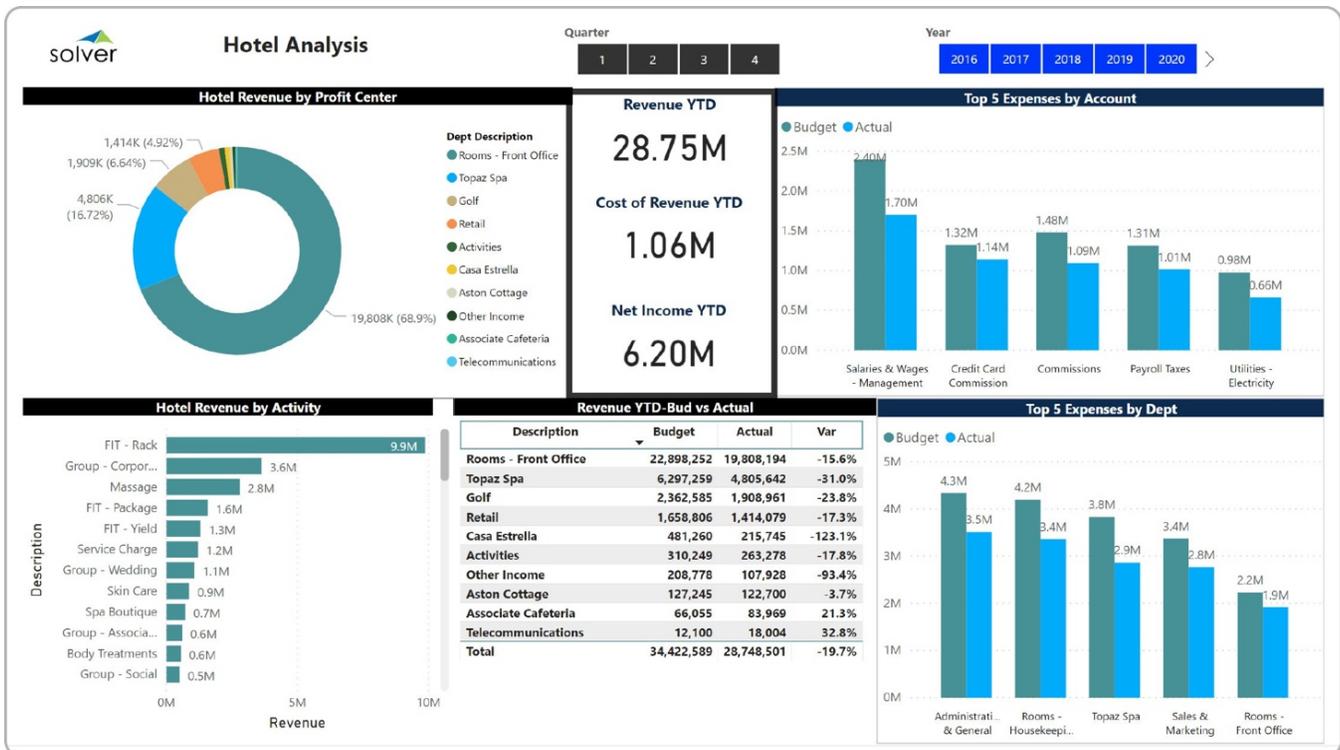
The filters on the top of the dashboard can be used to drill into detail for specific casinos and periods.



Power BI - Hotel Analysis

Some of the main functionality in this type of dashboard is that it displays six different analytical perspectives, including:

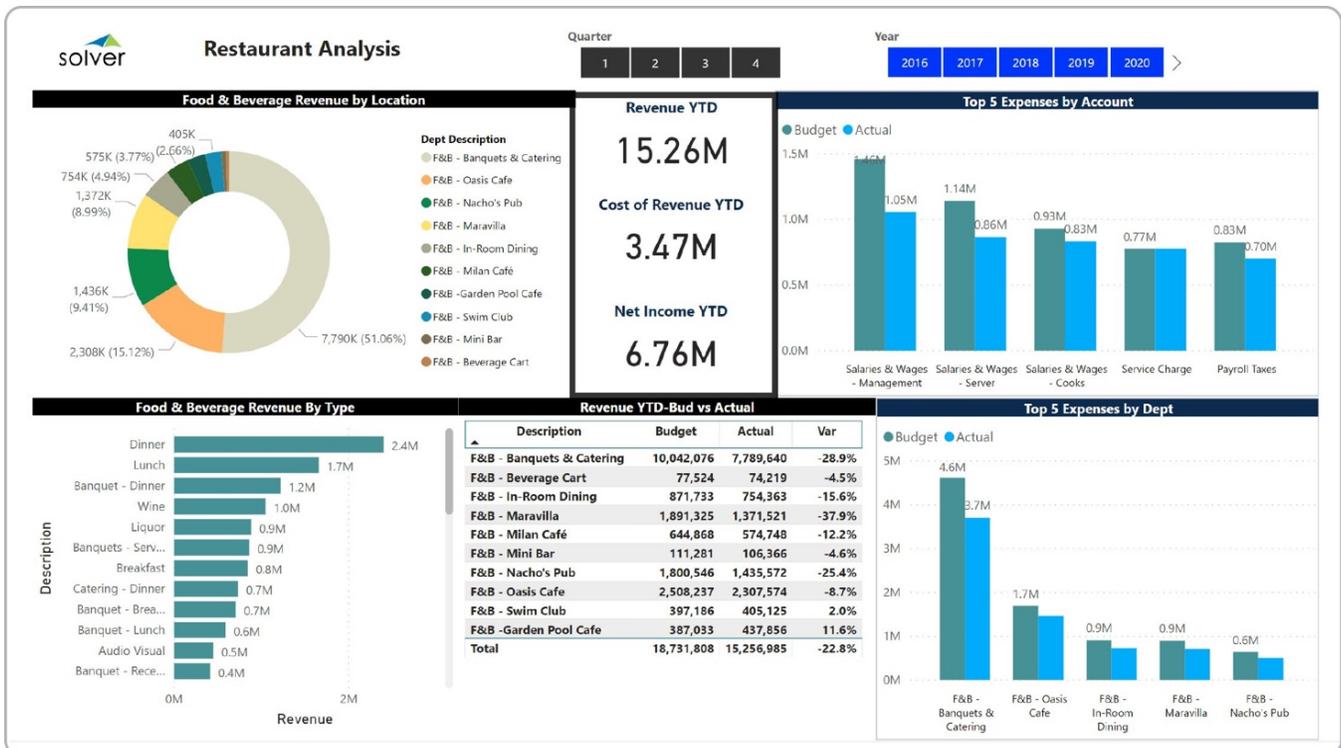
- Hotel (resort) revenue by profit center
- Hotel revenue by activity
- Revenue, COGS and Net Income YTD
- Actual, budget and variance by GL revenue account
- Top 5 expenses by account and with actual versus budget comparison
- Top 5 expenses by department



Power BI - Restaurant Analysis

Some of the main functionality in this type of dashboard is that it displays the restaurant business from six different viewpoints, including:

- Food & beverage revenue by location
- Food & beverage revenue by type
- Revenue, COGS and Net Income YTD
- Actual, budget and variance by GL revenue account
- Top 5 expenses by account and with actual versus budget comparison
- Top 5 expenses by department



Appendix - Acronyms

KPI – Key Performance
Indicator

GL – General Ledger