CLIENTBASE REVENUE/SALES ANALYSIS

ClientBase Revenue/Sales Analysis	Description	Excel	ClientBase Fields	Parameters
Revenue By ResCards RevenuebyallRescards.rpt Formerly 1507RevenueByAllResCards101.rpt Updated Version 12/9/2016	Provides analysis of total ResCard where Reservation activity within the Reservation period. So if you select Reservations during the month of May 2015, the report will select all ResCards in total with activity during the month of May 2015. The report can be run by Agent or Branch.	No	ResCard: Sales and Revenue (Commissions), passenger counts, and averages Profiles: Client & Vendor Names Agent Names Branch Names *Sample*	**ResCard Create Dates** **Reservation Create Dates** **Trip Start Dates** **Branches** **Travel Categories**

*****Select the correct ClientBase Windows Version to run the report*****

Revenue By ResCards with Value Added Yields	Work with ResCards to evaluate yields on adding insurance, shore excursions and service fees to basic sales of cruises and tours. Review all information on the first page of the report for further analysis ideas.	No	ResCard: Sales and Revenue (Commissions), passenger counts,	ResCard Create Dates
3.09v: Revenue_ResCards_with_Yield.rpt Updated Version 6/20/2016 Formerly 1514Revenue_ResCards_with_Yield100.rpt 4.00v: Revenue_ResCards_with_Yield_4_0.rpt Updated Version 6/19/2019			Profiles: Client & Vendor Names Agent Names Branch Names *Sample*	Reservation Create Dates Trip Start Dates Branches Travel Categories

CLIENTBASE REVENUE/SALES ANALYSIS				
ClientBase Revenue/Sales Analysis	Description	Excel	ClientBase Fields	Parameters

Select the correct ClientBase Windows Version to run the report 12/14/16

Revenue (and Sales) within ResCards with Cruises RevenueWithinResCards.rpt Formerly 1508RevenueByCruiseResCards100.rpt Updated Version 12/14/2016	Complete Listing of ResCards by Agency, Agent or Branch including Sales and Revenue. All ResCards included in this report have a minimum of one Cruise Reservation within them. Review all information on the first page of the report for further explanation of options	No	ResCard: Sales and Revenue (Commissions) including quotes, passenger counts, Profiles: Client & Vendor Names Agent Names Branch Names *Sample*	**ResCard: Sales and Revenue (Commissions), passenger counts,** **Profiles: Client & Vendor Names** **Agent Names** **Branch Names**

| Preferred Suppliers by Travel Category | This report relies on using TBO for it to have properly populated data. It does list the ResCard number when invoiced from CB. Recommend use Sales & Revenue Analysis – Suppliers within Travel Categories (below) and the two related reports to identify exactly when ResCard Data is being invoiced. | | TBO Tables

Sample | **TBO Revenue Recognized Date Range** |
| Preferred_Suppliers_by_Travel_Category.rpt

Updated Version   1/4/2016 | | | | |

CLIENTBASE REVENUE/SALES ANALYSIS				
ClientBase Revenue/Sales Analysis	**Description**	**Excel**	**ClientBase Fields**	**Parameters**

| Sales & Revenue Analysis – Suppliers within Travel Categories

SalesandRevenuebyTravelCategorieswithFeeRealignment.rpt

Updated Version   6/19/2019 | Analysis of Preferred Sales and Revenue for specific period by Travel Category. Identifies Suppliers with Revenue in Travel Category not associated with Supplier's (Vendor Profile). Includes summary by Travel Type which reconciles to TBO Core Management Report. Reports yields on Sales and Revenues for each Category as a percent of the next highest total. (TAMS developed and shared report) This report should be used in conjunction with "Cruise & Tour Revenue" and "Hotel & Car Revenue Report" which are designed to provide you with analysis of all of your transaction related data in ResCards. | No | ResCard: Sales and Revenue

Vendor Profile Preferred Status & Travel Categories

TBO Invoice, Booking and Payment Tables

Sample | TBO Revenue Recognized Date Range |

CLIENTBASE REVENUE/SALES ANALYSIS				
ClientBase Revenue/Sales Analysis	**Description**	**Excel**	**ClientBase Fields**	**Parameters**
Cruise & Tour Revenue	Analysis of All Cruise & Tour Revenue included in Sales & Revenue Analysis (above) for the	No	CB ResCard and	**TBO Revenue Recognized Date**

*Select the correct ClientBase Windows Version to run the report***   12/14/16

CruiseandTourReport.rpt Updated Version 6/20/2016	same period. When presented at detail level, missing information is identified in Red. See First Page of output for detail explanation of all data. This report determines Passenger counts and calculates yields and average per passenger sales and revenue for Cruises and Tours. (TAMS provided report)		Rescardreservation Table TBO Invoice, Booking and Payment Tables *Sample*	**Range**
Hotel & Car Revenue HotelandCarReport.rpt Updated Version 6/20/2016	Analysis of All Hotel & Car Revenue included in Sales & Revenue Analysis (above) for the same period. When presented at detail level, missing information is identified in Red. See First Page of output for detail explanation of all data. This report uses the first 2 letters of the Vendor Interface IDs, which in most cases is the Hotel Chain of the hotel, to summarize the data. This report determines Hotel and Bed nights and calculates yields and average per hotel sales and revenue for Hotels and Car days for Cars. (TAMS provided report)	**No**	CB ResCard and Rescardreservation Tables TBO Invoice, Booking and Payment Tables *Sample*	**TBO Revenue Recognized Date Range**

CLIENTBASE REVENUE/SALES ANALYSIS

ClientBase Revenue/Sales Analysis	Description	Excel	ClientBase Fields	Parameters

ARC-BSP Reconciliation in Excel Format
ARC-BSPReconciliationExcel100.rpt
Formerly
1510ARC-BSPReconciliationExcel100.rpt
Updated Version   1/13/2016
	This report was created for those who only have ClientBase but do not have Trams Back Office. The report recreates most of the data elements from the ARC-BSP Reconciliation report found in Trams Back Office along with the Res Card number in an exportable format. The information can be used for inclusion in a different Back Office system that allows importation of data.	**Yes**	CB ResCard
			
			Information related to
			
			Transactions Invoiced in ResCard.
			
			  Invoice Date
			
			  Form of Payment
			
			  Name of Supplier Paid
			
			  Amount Paid
			
			Sample
				ARC-BSP Reconciliation Date From: ARC-BSP Reconciliation Date To

Sales Activity Invoiced By ResCard – Excel
SalesActivityInvoicedByResCardsExcel100.rpt
Formerly
1512SalesActivityByBookingExcel100.rpt
Updated Version   1/17/2016
	This report was created for those who only have ClientBase but do not have Trams Back Office. The report recreates most of the data elements from the Sales Activity report found in Trams Back Office along with the Res Card number, <u>broken down by booking</u> in an exportable format. The information can be used for inclusion in a different Back Office system that allows importation of data.	**YES**	Invoice #; ResCard #; Invoice Issue Date; Client Name; Ticket #; Itinerary; Traveler; Vendor;
			
			Sales Amount; Commission
			
			Sample
				Invoice Issue Date
				  From:
				
				  To:

Select the correct ClientBase Windows Version to run the report

CLIENTBASE REVENUE/SALES ANALYSIS

ClientBase Revenue/Sales Analysis	Description	Excel	ClientBase Fields	Parameters
Sales Activity by Invoice – To Excel SalesActivityByInvoiceExcel100.rpt Formerly 1513SalesActivityByInvoiceExcel100.rpt Updated Version 1/9/2016	This report was created for those who only have ClientBase but do not have Trams Back Office. The report recreates most of the data elements from the Sales Activity report found in Trams Back Office along with the Res Card number, <u>broken down by invoice</u> in an exportable format. The information can be used for inclusion in a different Back Office system that allows importation of data.	Yes	Invoice #; ResCard #: Invoice Issue Date: Client Name; Gross Fare: Net Fare; Commission; VAT *Sample*	**Invoice Issue Date** **From:** **To:**

Insurance Attachment Analysis (TAMS)	This report will identify all Insurance Sales and compute number of policies. The instructions which are on page 1 of the sample report are very comprehensive and explain exactly how it works. The report is on an Accounting Period basis so the numbers should tie to TBO. There is also a capability to include, for memo purposes, the insurance sales and revenue included regular Supplier Tour, Cruise etc. sales and revenue. This is referred to in a section of this report as "Supplier Indicated Insurance".		Supplier Name, Client Profile Name, ResCard #, Create Dates of ResCard and Reservation, Trip Start Date, Sales and Commission Amounts *Sample*	**Payment Date Range**
InsuranceAttachmentAnalysisPaidInsurance.rpt *New!* Updated Version 06/19/2019				

CLIENTBASE REVENUE/SALES ANALYSIS				
ClientBase Revenue/Sales Analysis	**Description**	**Excel**	**ClientBase Fields**	**Parameters**

ResCard General Analysis 3.09 v: **ResCardGeneralAnalysis.rpt** *New!* Updated Version 06/23/2016 4.00 v: **ResCardGeneralAnalysis_4_0.rpt** Updated Version 07/16/2016	This report is a general purpose report that can separate ResCards into those that "Have" and those "Do Not Have" specified Vendors (Suppliers) with a reservation in the ResCard. It can be used to identify the Sales and Revenue of a group of suppliers, like Regent, Crystal, Silversea from the rest of the cruise lines. Or it could be used to find all excursion vendor's revenue. The instructions for this report (page 1 of the sample) will guide you in its use. You can name the report and the Have and Have Not Captions within the report.		Profile Name, Supplier Name, Vendor Profile #, Vendor Id, ResCard #, ResCard Create Date, Reservation Last Modified Date, Trip Start Date, Sales and Commission Amounts, Travel Category *Sample*	**Create Date** **Trip Start Date** **Travel Categories** **Vendor Profile # or** **Vendor IDs** **Titles for Report** **and Have/Have Not**