

# Enhanced Labor Forecasting: ProfitSword + Hotel Effectiveness Two-Way Integration

## THE FUTURE OF HOTEL LABOR FORECASTING

Hoteliers who utilize disjointed business intelligence and labor management solutions often experience inaccurate or out-of-date information. When the systems don't reliably share data, decision-makers don't see the full labor picture, resulting in unstructured or reactive scheduling and revenue loss.

The ProfitSword and Hotel Effectiveness two-way integration combines valuable data to allow for improved accuracy and overall efficiency by avoiding duplicate work. Real-time visibility into labor forecasts and actual spend enables operators to make timely labor decisions with confidence.



## BENEFITS



### Improve Labor Forecasting Accuracy

Consolidate diverse data into a normalized system, offering a comprehensive view of labor and occupancy forecasting. This enables strategic enhanced decision-making with a precise top-to-bottom line forecast.



### 360° View Through Integration

Enhanced labor forecasts and actuals data empower managers and executives to comprehensively analyze labor distribution across properties, time periods, and schedules, and enable informed resource allocation and optimization.



### Automate Report Generation

Eliminate manual data entry and reporting by producing accurate and actionable reports that allow hoteliers the clarity to make proactive decisions based on up-to-date data.

## Accurately Forecast and Manage Labor with an Integrated Solution

The integration between ProfitSword and Hotel Effectiveness ensures seamless data synchronization, eliminating discrepancies and enabling managers to access real-time labor spend and forecasts. This comprehensive view covers hourly, salaried, and contract labor positions, facilitating proactive and accurate forecasting and scheduling.

See the full picture with:

- > **Forecasted & Budgeted Revenue** - Historical data from accounting systems
- > **Scheduled & Forecasted Labor** - Labor plans that take into account business drivers
- > **Actualized Labor** - Reconciled overnight and shared across reports
- > **Timeclock Data** - Feed data from Hotel Effectiveness or another Time and Attendance solution

## Forecasted vs. Actualized Labor Made Easy

1. ProfitSword generates a labor forecast based on your specific business drivers

2. Hotel Effectiveness shares future schedules with ProfitSword

3. Hotel Effectiveness shares actualized labor data with ProfitSword every night



Primary Forecast   January 2023				Scheduled			Actuals as of Jan 4			Variance		
Name	Labor Hours	Rate	Amt	Labor Hours	Rate	Amt	Labor Hours	Rate	Amt	Labor Hours	Rate	Amt
Room Attendants	711	16.85	11,886	510	17.04	8,685	139	19.74	2,738	63	-0.77	563

Here we see that this property is currently **63 Labor Hours** over the forecast. What action should they take to address this?

## Summary Reports and Schedule Approvals in One Place

Date	Forecast Approval Status	Labor Standard Hours	Scheduled Hours	Over/Under Hours	Total Pending Shifts	Total Published Shifts	Total Shifts	Publish %
06/02/2023	Approved	118	139	+20	8	12	20	60.0
06/03/2023	Approved	148	140	-8	7	13	20	65.0
06/04/2023	In Progress	149	79	-71	0	13	13	100.0
06/05/2023	In Progress	128	79	-49	1	12	13	92.3

The team is scheduled to be under by **49 Labor Hours** on June 5th. Operators may decide to hire additional staff or bring in contract labor to make up the difference.

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