



**ABC Company Hotel Audit Agency Bookings
Phase I Summary
January 1, 2006 - March 31, 2006**

	<u>Total</u>	<u>Total \$ Amount</u>	<u>Percentage</u>	<u>Total Potential Savings *</u>
Total records scraped:	14,396	\$4,188,042.38		
Total records with no HOD:	0	\$0.00	0%	
Total records checked for Phase I:	14,396	\$4,188,042.38	100.00%	
Total preferred bookings:	3,001	\$713,132.44	20.85%	
Exceptions to negotiated rates:	696	\$236,834.49	23.19%	\$37,010.49
Total above negotiated rate:	486	\$172,495.26	69.83%	\$47,108.26
Total below negotiated rate:	210	\$64,339.23	30.17%	(\$10,097.77)
Net Potential:				\$37,010.49

* Total Potential Savings equals difference in negotiated price times number of nights stay

Average total cost per booking:	\$290.92
Average number of room nights per booking:	2.65
Average overcharge per error:	\$53.18
Potential savings/Total records:	\$2.57