Using Overrides in G3 RMS

Demand Overrides

Use these questions to help you decide whether a Demand override is the best solution.

I disagree with the **Remaining Demand Forecast** for an upcoming date.

Does the date have any Pricing Overrides?

— Yes → **Review your pricing overrides. Demand is a function of price**, so a pricing override impacts forecasted demand.

— No →

Did you review competitors for potential impacts to demand?

— No → Review the impact of **competitor pricing** on your demand. For example, a significant price change by a competitor might impact your property's demand.

— Yes →

Are Overbooking and Upgrade Path unrestricted and set up optimally?

— No or Unsure → Overbooking and Upgrade Path settings can greatly **restrict G3 RMS's ability to accept demand. Review these settings** for potential impact.

— Yes →

Do you know which type of Demand Override is optimal?

— No → You can override demand at the **Occupancy Date** or **LOS** level. **Review Help** if you aren't sure which is optimal for the situation.

— Yes →

Did you test the impact of the Override using What If?

— No → **Run What If** before saving the override to see the outcome of the override.

— Yes →

Do you know something the system doesn't know?

— Yes → Override demand, then **monitor and adjust as needed**. G3 RMS **automatically adjusts** your demand override values if they become unrealistic compared to what is booking.

— No or Unsure → G3 RMS will **continue to adjust future forecasts** against what really happens. If you make an override, **monitor** it as the date approaches.

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