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School of Hospitality Administration

Boston Hospitality Review

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Hourly Daily Weekly Monthly Charts Help

Seats Available: Hourly Calculator

	Revenue ⓘ	Customers ⓘ	Average Check ⓘ	Seat Occupancy* ⓘ	RevPASH ⓘ
Hour 1	\$ 2009.00	87.00	\$ 23.09	58.00 %	\$ 13.39
Hour 2	\$ 2178.00	91.00	\$ 23.93	60.67 %	\$ 14.52
Hour 3	\$ 1540.00	70.00	\$ 22.00	46.67 %	\$ 10.27
Hour 4	\$ 880.00	45.00	\$ 19.56	30.00 %	\$ 5.87
Hour 5	\$ 4200.00	103.00	\$ 40.78	68.67 %	\$ 28.00
Hour 6	\$ 5467.00	120.00	\$ 45.56	80.00 %	\$ 36.45
Hour 7	\$ 5300.00	129.00	\$ 41.09	86.00 %	\$ 35.33
Hour 8	\$ 1906.00	56.00	\$ 34.04	37.33 %	\$ 12.71
Overall	\$ 23480.00	701.00	\$ 33.50	58.42 %	\$ 19.57

Introducing RevPASH: The Free Webtool Application

Dr. Peter Szende, Dr. Kristin Rohlf, and Roy Madhok

RevPASH (Revenue Per Available Seat Hour) is an important measure that helps restaurant operators understand how efficiently each seat in a restaurant generates revenue. The RevPASH app is an easy-to-use web-tool that provides an operator with a quick way to input a few relevant numbers and calculate RevPASH. The application has the ability to compare RevPASH over different times, days, weeks, and months. **Visit the application at www.bu.edu/RevPASH on your computer or mobile device.**

Expected Benefits for Restaurant Operators

Restaurant operators will be able to quickly understand the efficiency of the seats in their restaurant, therefore helping operators determine areas of their operations that can be altered in ways that maximize revenues. The application enables restaurateurs to use data to help make educated decisions in many areas, such as when to expedite service delivery, change price, modify function space, and institute marketing strategies.

Expected Benefits for Students and Educators

Students will learn hands on how different factors impact the top line of a restaurant. The application gives students the ability to analyze examples with great depth. The manipulation of actionable data helps students think critically regarding potential changes to restaurant operations, marketing, and more. (continued on p. 38)

Locking Mechanism

In order for the user to understand the relationship between different variables, the RevPASH application allows you to lock various fields. The locking mechanism enables you to pick which variables are affected by a change in the data input.

About the Authors

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Dr. Peter Szende is a full time faculty member at Boston University School's of Hospitality Administration with over 25 years of management experience in the hospitality industry both in Europe and North America.

Dr. Kristin V. Rohlfs

Kristin V. Rohlfs is an independent consultant and researcher based in Rochester, New York. Her research interests focus on small-business application of operations management and revenue management and customer reactions to revenue management practices.

Roy Madhok

Roy Madhok graduated from Boston University's School of Hospitality Administration and is currently a Director of Revenue Management with Highgate Hotels.

The Web Application Developed by Robert Fera and Andrew Bauer, of the Boston University IS&T Web Team.

For more information, please visit www.bu.edu/RevPASH