PHASING PLAN · GUEST FLOORS L2–L12 · TWO FLOORS AT A TIME

Two floors out at once, each with its own crew, starting two weeks apart

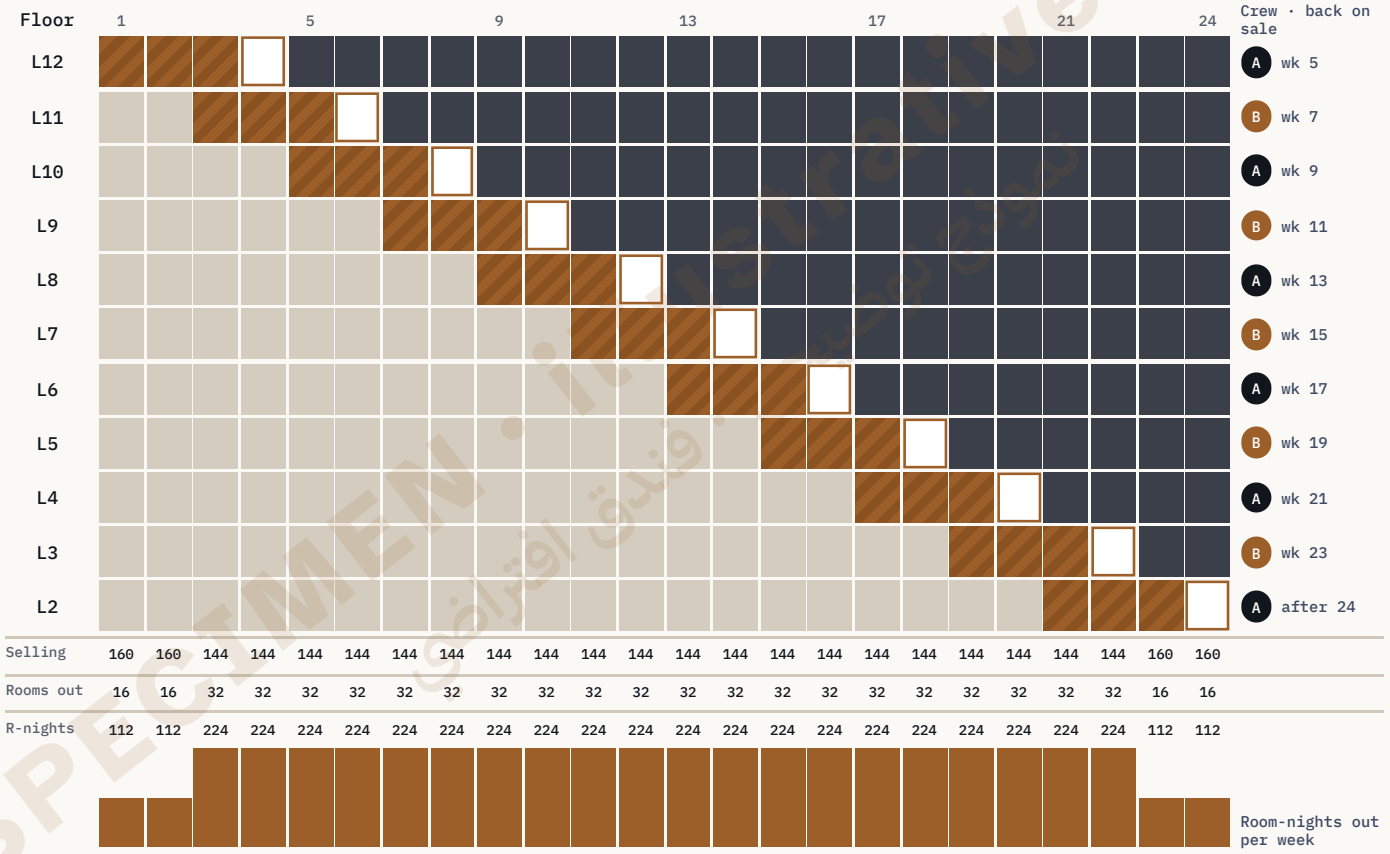
Each floor gets three weeks of works and one week of testing, then goes back on sale once the chief engineer and executive housekeeper have signed it off. The top floor goes first, so the noisiest weeks sit above the fewest guests.

24	32	4,928	2 / 1
Weeks on site, 11 guest floors	Most rooms off sale in any week (of 176)	Room-nights out in all, 7 nights a week	Crews on site: two floors at a time / one at a time

Selling · Off sale: works · Off sale: testing · Handed back

A Crew A: L12, L10 … L2 · B Crew B: L11, L9 … L3

WEEK ILLUSTRATIVE



Selling = rooms available to sell that week; rooms out = off sale for works or testing; R-nights = room-nights out of inventory that week. Same model as the phasing tool on our website: 176 keys, 16 per floor on L2–L12.

Full-floor release (shown). The whole floor comes off sale on its start week and returns after testing. Isolations sit at the floor's own branch valves and board, never at the riser.

Part-floor zones. For example 907–912 behind hoarding H-01 while the rest of floor 9 keeps selling, with the rooms beside, above and below sold last. Your phasing plan states which applies to each floor.

SPECIMEN · illustrative hotel

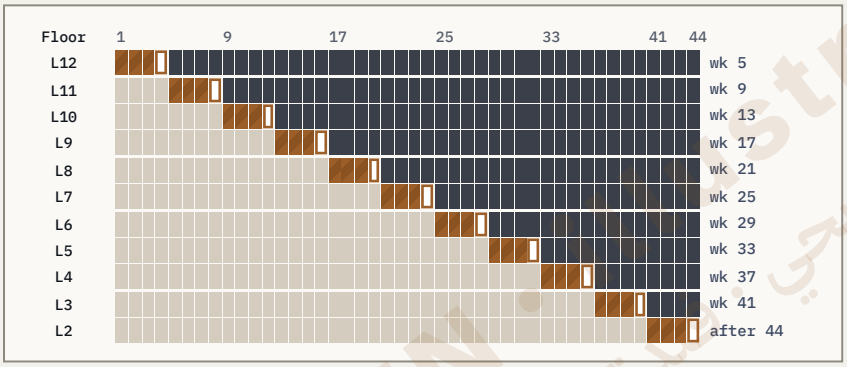
ROOM RELEASE SCHEDULE · AGREED WITH THE REVENUE MANAGER

1 When each floor is handed to us, and when it comes back

FLOOR	ROOMS	CREW	OFF SALE WK	WORKS WKS	TESTING WK	BACK ON SALE	ROOM-NIGHTS OUT
L12	1201–1216	A	1	1–3	4	Week 5	448
L11	1101–1116	B	3	3–5	6	Week 7	448
L10	1001–1016	A	5	5–7	8	Week 9	448
L9	901–916	B	7	7–9	10	Week 11	448
L8	801–816	A	9	9–11	12	Week 13	448
L7	701–716	B	11	11–13	14	Week 15	448
L6	601–616	A	13	13–15	16	Week 17	448
L5	501–516	B	15	15–17	18	Week 19	448
L4	401–416	A	17	17–19	20	Week 21	448
L3	301–316	B	19	19–21	22	Week 23	448
L2	201–216	A	21	21–23	24	After week 24	448
TOTAL, 11 FLOORS							4,928

Every floor has a return-to-sale date. A late release or a moved quiet period is recorded the same day and shown in the weekly report (CT-09).

2 The other option: one floor at a time



	2 AT A TIME	1 AT A TIME
Weeks on site	**24**	44
Most rooms out in a week	32	**16**
Room-nights out in all	4,928	4,928
Crews on site	2	1

Two floors at a time finishes 20 weeks sooner, so the refurbished rooms start selling at the new rate earlier. One floor at a time keeps more rooms selling on your busiest nights (160 instead of 144). Your revenue manager picks the mix, and the plan puts the heaviest weeks where your forecast is lowest.

3 Rooms revenue displaced: your figures, not ours

Each night: displaced = max(0, demand − rooms still selling) × your ADR. Demand = your occupancy × 176 on normal nights, and 176 (100%) on high-demand nights (example: 4 a month, from your events calendar). Revenue is lost only when demand exceeds the rooms still selling.

OUTPUT	HOW IT IS WORKED OUT	ROOM-NIGHTS	SAR
Room-nights off sale	Rooms out × 7 nights, week by week (sheet 1)	**4,928**	—
Absorbed by rooms still selling	Guests fit in rooms still selling, so no revenue is lost: every normal night below 82% occupancy (two floors out) or 91% (one floor out)	your figures	—
Displaced on high-demand nights	Rooms out on each high-demand night (and any normal night above that occupancy) × your ADR	your figures	your figures
Worst case (every night full)	Every off-sale room-night lost: 4,928 × your ADR. A ceiling, not a forecast	4,928	your figures

The hotel's numbers, not CORETECH prices: ADR from your revenue manager, occupancy by week from your forecast.

Prepared · our project manager

Signed · general manager

Signed · revenue manager

Specimen built on an illustrative hotel. Not a CORETECH project and no client data. Figures are illustrative.

Example only

SPECIMEN · illustrative hotel