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CASE STUDY

How Onvo Hospitality Saves \$10K a Month With Integrated Tech Stack

As operating costs rise and revenue growth remains flat across the industry, hotel operators are under pressure to manage performance more precisely.

For Andy Aulakh, Chief Business Development Officer at Onvo, that meant finding a better way to stay on top of costs across a growing portfolio. By combining labor and financial visibility, the team shifted from reacting to results to actively controlling them, resulting in savings of \$10,000 per month.

About Onvo Hospitality

[Onvo Hospitality](#) operates a portfolio of seven hotels, with additional properties under development. Like many operators, the team is managing increasing complexity across costs, staffing, and performance.

The Problem:

Rising Costs Without Real-Time Control

Operating costs across the portfolio continued to climb, with labor as the largest and most volatile expense. At the same time, revenue growth remained limited, putting pressure on margins.

The core issue was not a lack of data. It was timing.

The team relied on a mix of manual processes and periodic reporting to understand performance. By the time labor went into overtime or cost issues appeared in reports, the opportunity to correct them had already passed. Even weekly payroll reporting lagged behind actual operations.

As Andy Aulakh explains, labor moves too quickly for delayed reporting cycles:

“**Labor is such a fast-moving category, so looking at performance after a month doesn't work.**”

Andy Aulakh

Chief Business Development Officer at Onvo

This created a consistent pattern: identify issues late, then scramble to fix them after the financial impact had already hit.

The Shift:

Connecting Labor and Financial Insight

To address this gap, the team implemented Hotel Effectiveness and ProfitSword together, creating an operating rhythm across labor and financial performance.



Hotel Effectiveness: Daily labor control at the property level



Hotel Effectiveness gave the team a clear, daily view of labor performance across every property.

Instead of waiting for payroll or month-end reports, managers could see how scheduled labor compared to actual hours worked, by role and by day. This allowed both corporate and property teams to identify overages immediately and adjust in real time, as Andy explains:

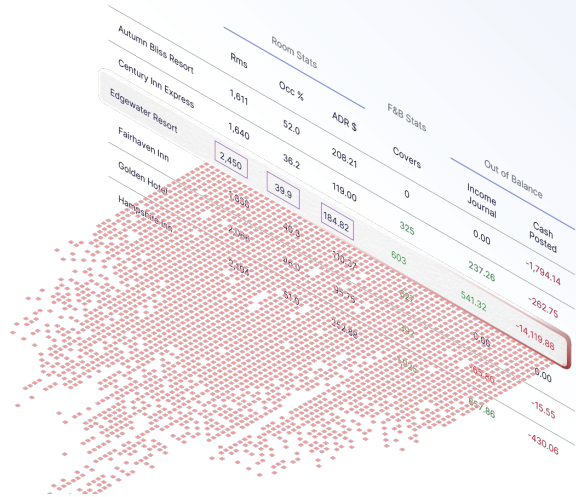
“ We monitor labor costs every day, for every property. I get a report, and our team works directly with the GMs to act on it.

Andy Aulakh

Chief Business Development Officer at Onvo

What changed was not just visibility, but behavior. Labor became something the team actively managed every day, not something they reviewed after the fact.

ProfitSword: Financial context across the portfolio



ProfitSword added the financial layer, connecting daily operations to overall performance.

Each morning, leadership receives a consolidated view of revenue, expenses, and trends across the portfolio. This creates a consistent pulse check on the business, showing how each property is performing against expectations and prior periods.

“ You can actually control your controllable costs. You’re not left guessing why expenses are up. With detailed P&L visibility and daily performance data in one place, you can feel the pulse of the business in real time.”

Andy Aulakh

Chief Business Development Officer at Onvo

With this visibility, leaders can quickly spot anomalies, track margin shifts, and understand where performance is deviating.

How They Work Together: From Data to Action

1.

Hotel Effectiveness identifies where labor is off plan.

This connection between labor activity and financial outcomes is what enables faster, more confident decisions.

Instead of asking “what happened” at the end of the month, the team can ask “what needs attention today.”

2.

ProfitSword shows how that variance impacts financial performance.

3.

Teams act the same day to correct it.

“

You look at what things are actually costing, like breakfast or utilities or supplies, and spot where one property is off. With ProfitSword, you can break it down by property and by category, like electric and gas, so you can see exactly what’s driving it. Then you go fix it. In one case, it was just changing the settings on the energy-managing thermostats. That’s how you save, little by little.

Andy Aulakh

Chief Business Development Officer at Onvo

What Changed: From Reactive to Proactive Operations



Immediate issue detection

Frequent reporting surfaces issues as they happen, not months later. Leaders can quickly investigate and address operational problems across properties.



Clear understanding of performance drivers

With labor and financial data aligned, the team no longer has to guess why costs are increasing. They can trace issues directly to specific departments, roles, or properties.



Faster problem resolution

When one property showed unusually high utility costs, the issue was quickly identified as a configuration problem and corrected. This type of root cause analysis is now part of the team's workflow.



Continuous cost control

Small but frequent adjustments prevent larger financial impacts from building over time. Instead of reacting to large variances, the team continuously fine-tunes performance.

The Outcome:

Onvo Saves \$10,000 Per Month Using Hotel Effectiveness

Onvo now operates with a consistent rhythm of monitoring and action across its portfolio.

The team has moved from:

- **Delayed reporting** → **clear visibility**
- **Reactive fixes** → **proactive adjustments**
- **Isolated data** → **connected labor and financial insight**

The result?

“ Savings after implementing Hotel Effectiveness alongside daily labor monitoring exceed \$10,000 per month.

Andy Aulakh

Chief Business Development Officer at Onvo

When labor and financial data are managed separately and reviewed too late, operators lose control of their largest costs.

By connecting **Hotel Effectiveness** and **ProfitSword**, Onvo Hospitality created a system that aligns operations and financial performance, enabling faster decisions, tighter cost control, and more consistent margin protection.



Discover how Hotel Effectiveness and ProfitSword can help your hotel business track labor productivity and streamline your staffing strategy.

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