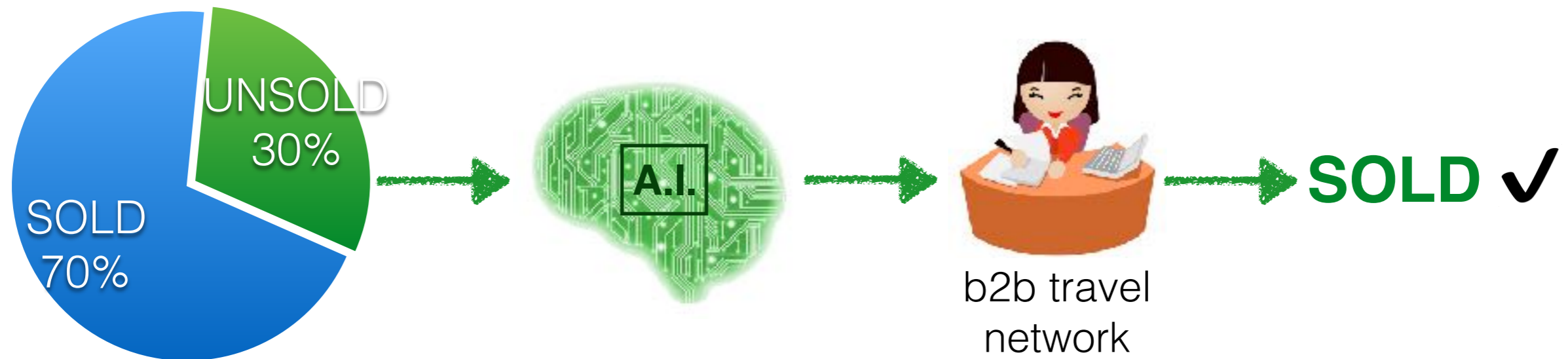


Bôtelier

ROBO-ADVISED SECRET SALES B2B



SEAMLESS CONNECTED TRAVEL PROFESSIONALS TO
FILL UP YOUR HOTELS.
AND YOUR REVENUE MANAGER WILL LOVE IT !

The problem to fill up an hotel in today distribution.

Optimise the occupancy among online, traditional sales it's a huge challenge.

Even the best selling hotels, remain with an interesting amount of unsold rooms.

The struggle to fill up, often ends up to damage the hotel.

Secret Sales are a solution to this matter but in b2c they aren't secret. Plus they impoverish the hotel appeal.

This impacts the hotels economic balance hugely!

REAL SECRET SALES

VIA B2B XML CHANNEL

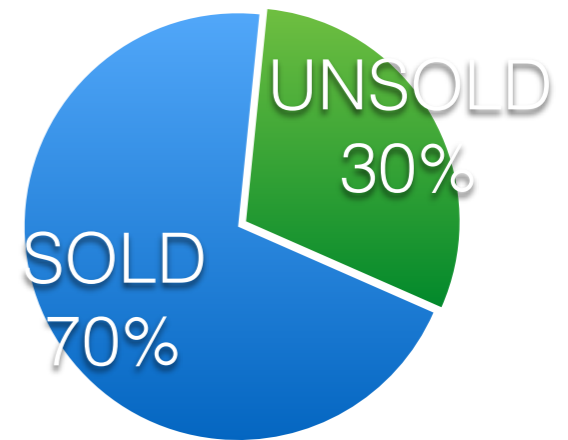
A new sales channel on xlm SAAS, to sell unsold hotel rooms to real travel agencies with the help of AI.

- ▶ A seamless connection from the hotels unsold vacancies, without interfering with confirmed sales.
- ▶ Travel Agents are the best natural Secret Sales channel.
- ▶ The perfect companion for revenue management 2.0
- ▶ An introducer to b2b distribution for b2c oriented hotels.

The hotel sales journey

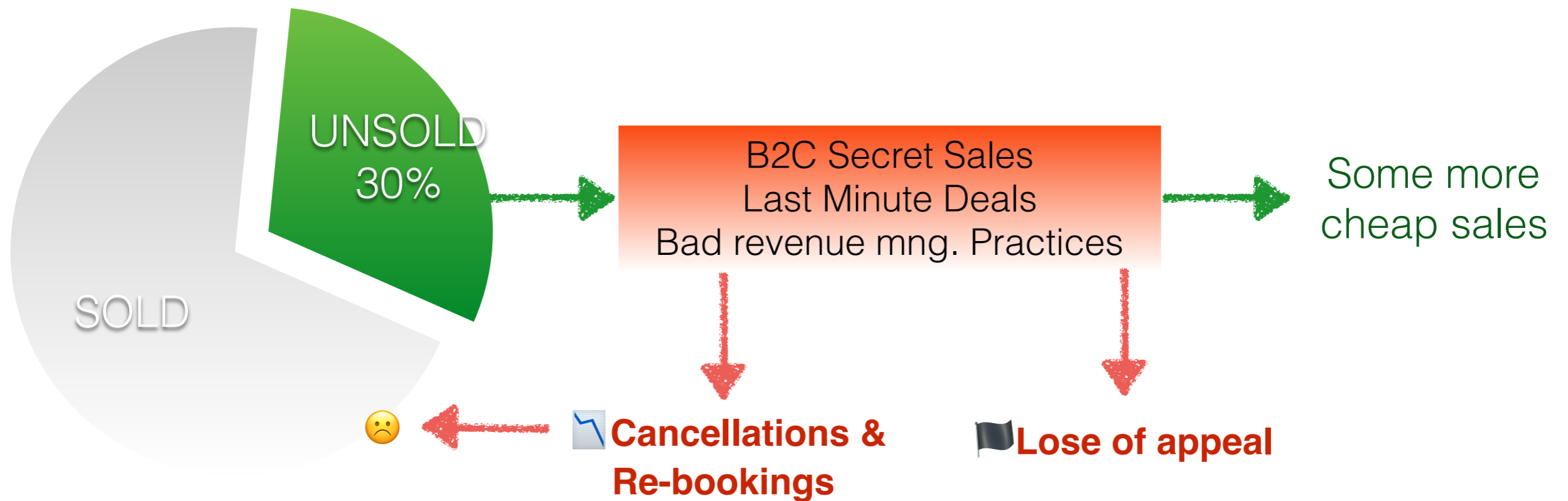


Revenue
Management +
Marketing



Booking Window 🕒

Actual unsold practices

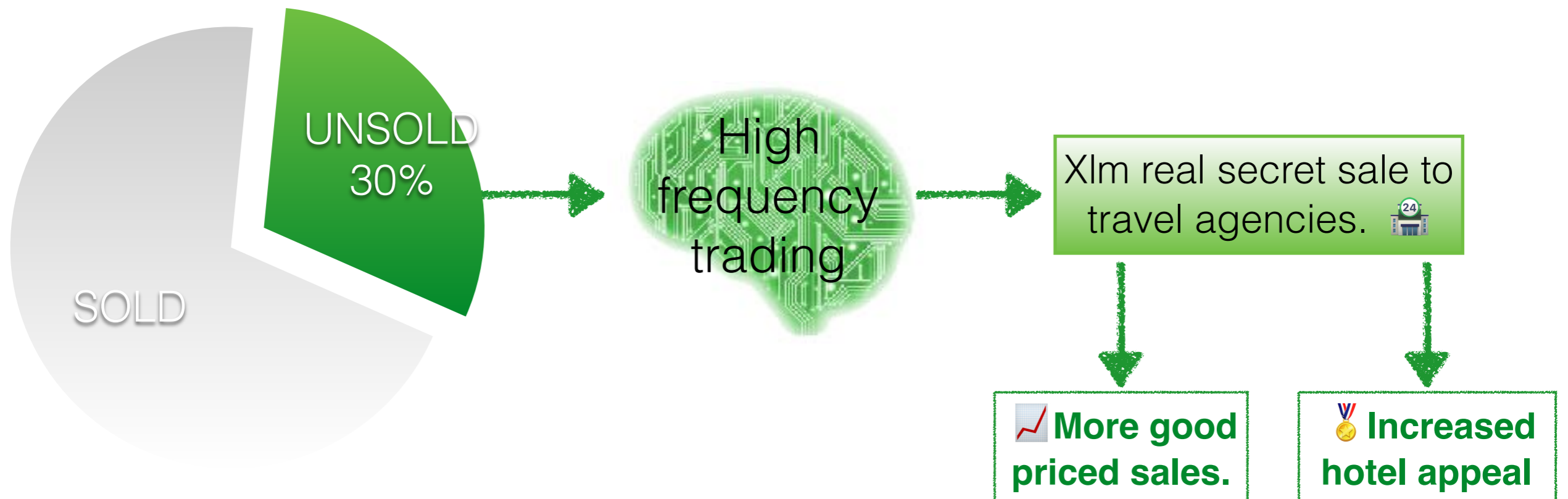


Last Minutes
&
Cancellations

 Time ->

Check-in 

New unsold opportunity

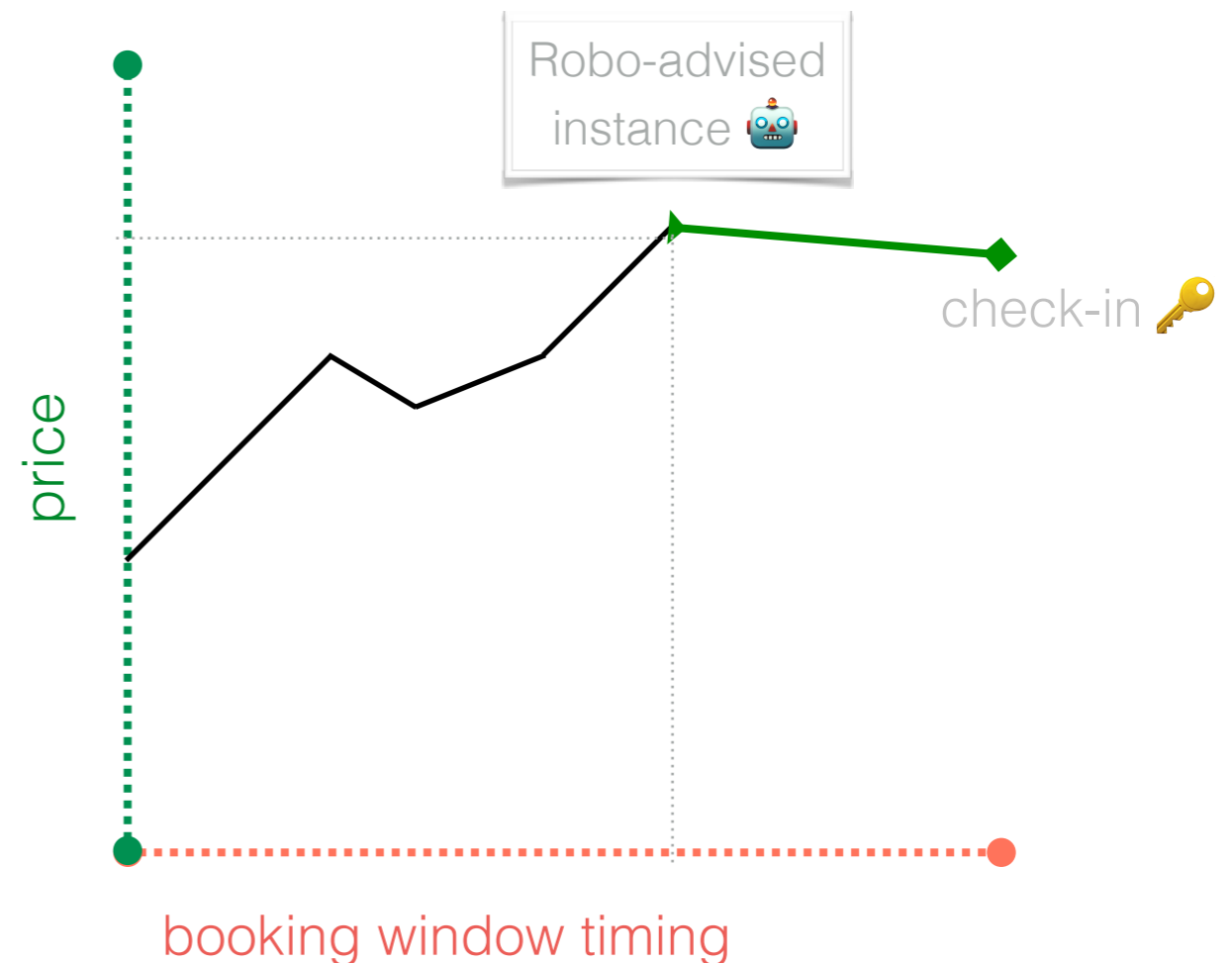


Last minute 🕒
& Cancellations

Check-in 🗝️

Robo-Advised timing & prices

- An algorithm for suggesting the perfect timing and price to sell the unsold vacancies.
- Human supervised with growing self capabilities



High frequency trading in hotellerie distribution

- Dynamic segmentation of sales channels
- The right channel for the right price

