

ParityRate.com Hotel Channel Manager



WTM London 2011

Online Distribution :

Slippery on the Net

Get a grip online

Presenter

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UKI Sales & Marketing Manager

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Update your rates in 1-click



ParityRate.com Hotel Channel Manager

- Established in Milan, Italy 2008
- 2010 launched XML Distribution
- 1000+ clients, 90% renewal rate
- 40+ new hotels per month
- Launched to the Spanish Market early 2010
- UK & Ireland, France, Ger/Aus late 2010

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Link to any of almost 250 websites below... expanding fast xml and non xml

Abc Fiere - Agenda Fiera - **Agoda** - Alfabookings - **Amandatour** - Asiatravel - Atrapalo - Book Hotels In Rome - **Bookassist** - **Booking** - Boscolo Tours (Market Place) - BSP - **CaesarData** - CentralR - CityBreak - Classic Hotel - Clickbed - Cote.azur.fr - **EasyConsulting** - **EasyToBook** - **Engrande (budgetplaces, Sevilla 30, Barcellona30...)** **Escapio** - Etineris - Eurores - **Expedia** - FastBooking - Federal hotel - Filarete - Filcoo - FishEyes - Flashbooking - Florence Promhotels - FreeReservation - Get Ready Rentals - GHRS (Unitravel) - Globres - Gomio - **Golreland** - Gullivers GTA hotels - Guestlink - Gullnet.ie - HolidayCity - HostelsClub - HostelWorld - **HotelBeds** - Hostelbookers - **HotelClub** - **HotelConnect** - **HotelDe** - Hotel Easy Reservations - Hotel Go Go - Hoteliers - **HotelNet** - **Hotel Pro** - Hotelrez - Hotels4u - Hotels.nl - Hotelsarea - **Hotelschart** - **HRS 2.0** - **HRS3** - **HotNet** - IHotelier - Infotel - Inthotels - Inthotels - **ITWG** - Jacob - Just In Time - Keytel - **Laterooms** - **Lastminute** - **LinkHotel** - Netrez - Nyceworld - Nozio - **N2M** - **OfferHotel** - **Orbitz** - Pagine Gialle Visual - **RatesToGo** - **Reserver** - Reservit - Restel - Ricerca Hotel - Roline System - **RomaOnLine** - RoomGenie - Roomtrade - Splendia - Sunhotels - Superbreak - SwiterlandTravel Centre - Titanka - **ToBook** - Tourico - **Transhotel** - Travco - **Travel Europe** - Travelitalia - Travellero - **Travelocity** - **Tui** - **Unitravel** - **Vastravel** - Vacans - **Venere** - ViaggiareWeb - Viajes el Corte Ingles - VoiceOverHotel - WebResInt - Weekend Company - WorldBy - WorldRes - **WorldWideHotelLink** - Wotif
And many more....

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How sales are lost through R&A disparity

before ParityRate

real Hotel example		Double	Twin	Double triple use	Family
(official)	BookAssist XML	80.00 EUR 0			90.00 EUR 0
ota #1	Bi .com[Standard Rate]	80.00 EUR 6	80.00 EUR 5	90.00 EUR 6	90.00 EUR 5
ota #2	Gen	130.00 EUR 0	130.00 EUR 1	165.00 EUR 0	130.00 EUR 1
ota #3	Ex (S)	130.00 EUR 3		185.00 EUR 2	130.00 EUR 1
ota #4	Ex (P)	130.00 EUR 3		185.00 EUR 2	130.00 EUR 1

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The dripping tap effect :

- Average room rate €80
- Total existing websites 10
- Just 1 sale lost per website per month means a total of €800pm
- Total Loss €800 x 12 = €9,600 per year
120/ room nights

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Fast, effective, concise R&A management

after ParityRate - Rate Parity with official site bias

real Hotel example		Double	Twin	Double triple use	Family
(official)	BookAssist XML	80.00 EUR 6			90.00 EUR 6
ota #1	Bi .com[Standard Rate]	80.00 EUR 5	80.00 EUR 6	90.00 EUR 5	90.00 EUR 5
ota #2	Cen	80.00 EUR 5	80.00 EUR 6	90.00 EUR 5	90.00 EUR 5
ota #3	Ex (S)]	80.00 EUR 5		90.00 EUR 6	90.00 EUR 5
ota #4	Ex (P)]	80.00 EUR 5		90.00 EUR 6	90.00 EUR 5

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FREE "My Competitors View"

real Hotel example

Holiday Inn Express		Double	Triple	Twin
Sun 07 Nov 2010	Holiday Inn Express	49.00 GBP 3	49.00 GBP 3	49.00 GBP 3
	Abode	95.00 GBP 7	190.00 GBP 7	
	The	69.00 GBP 3		69.00 GBP 3
	The Vic	49.00 GBP 5	69.00 GBP 5	49.00 GBP 6
		75.00 GBP 5		75.00 GBP 2
	Best Western .	80.00 GBP 10		80.00 GBP 10
Mon 08 Nov 2010	Holiday Inn Express	49.00 GBP 3	49.00 GBP 3	49.00 GBP 3
	At	110.00 GBP 8	214.00 GBP 7	
	Tr	69.00 GBP 4		69.00 GBP 2
	Tr	59.00 GBP 3	75.00 GBP 5	59.00 GBP 5
	Ci	75.00 GBP 5		75.00 GBP 3
	Be	80.00 GBP 10		80.00 GBP 10

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ParityRate.com XML reservations page

Channel:	<input type="text" value="Demo Booking"/>	City:	<input type="text" value="Milano"/>
Reservation number:	<input type="text" value="74681748617"/>	Zip code:	<input type="text" value="20127"/>
Customer:	<input type="text" value="Bruno Castella"/>	Country:	<input type="text"/>
Total price:	<input type="text" value="100.0"/>	EUR	<input type="text" value=""/>
Telephone:	<input type="text" value="+39 02 6710 1036"/>		
Persons:	<input type="text" value="2"/>	E-Mail:	<input type="text" value="assistenza@tecnes.com"/>
Children:	<input type="text" value="0"/>	notes:	<input type="text"/>
Address:	<input type="text" value="Via GB Piranesi 26"/>		
Status:	<input type="text" value="New"/>		
Creation date:	<input type="text" value="19/10/2011 16:28"/>		

Customer details

Room	rate	name	Check-in	Check-out	Quantity	Currency	Total price	Commis:
<input type="text" value="Double(distribution: Double)"/>	<input type="text" value="Standard"/>	<input type="text" value="Doppia"/>	<input type="text" value="19"/>	<input type="text" value="19"/>	<input type="text" value="1"/>	<input type="text" value="EUR"/>	<input type="text" value="100.00"/>	<input type="text" value="0.00"/>
			<input type="text" value="2011"/>	<input type="text" value="2011"/>				

Type of Payment	Type of Credit Card	Card Number	Expiration date (mm/yyyy)	Holder	Security Code
<input type="text" value="Credit card"/>	<input type="text" value="unknown credit card"/>	<input type="text" value="123456789000"/>	<input type="text" value="10"/> <input type="text" value="2011"/>	<input type="text" value="Mr. Smith"/>	<input type="text" value="000"/>

Credit Card details

Room	Day	Price
<input type="text" value="Double single use(distribution: Triple not refundable)"/>	<input type="text" value="19"/> <input type="text" value="Oct"/> <input type="text" value="2011"/>	<input type="text" value="100.00"/>

Room details

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ParityRate.com overview and pricing

- .No set-up or reservation fees
- .Unlimited websites, real time inventory
- .Free competitors rates tool
- .Set-up mapping and support included
- .PMS/CRS integration ready

** For every demo registered before end of november

Yearly rate	€800	€1200
Rooms #	<100	>100
Includes free booking engine **		

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