SIMPLE SOLUTION.**SMARTER HOTEL.**

DJUBO

360° HOTEL TECH SUITE

WHAT DJUBO DOES

Operations

Property Management System
Brings unprecedented efficiancy to your hotel operations and brings the power of cloud connectivity to deliver an integrated hotel management experience.

Centralized Reservation System
Centralised Reservation System to connect and control all your offline and online revenue sources through a single cloud based Smart Chart

Reporting and Analytics
Smart visualizations and filter offer you a data-driven approach to help your hotel develop more predictable and robust revenue strategies.

Distribution

Instaconnekt
Connect and distribute inventory and rates with 2 way connetivity to over 100 online portals covering 100+ countries.

Direct Book
Create a direct booking channel to bypass OTAs. Integrated with Payment Gateway covering 100+ countries.

Fireball
Increase your Direct online reach and conversions through Bid Automation partnerships with Google Hotel Ads, Google Adwords and Tripadvisor.

Intelligence

Starsight
Track, Analyse and Respond to guest reviews across 100+ sources. Also compare performance against your competitors.

Foresight
Stay on top of your future pricing strategy and track price parity issues by keeping a close eye on your own and your competitor's pricing visible across multiple online channels.

Cerebrum
Powerful Automated Revenue Maximisation tool to manage your online pricing dynamically.

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ABOUT DJUBO

2000+
Clients

20+
Countries

US$100M
Bookings per annum

43%
Average revenue growth year on year for clients

100+
OTA and metasearch integrations

100+
Payment gateway intergrations

100+
Review sources covered

World's Only Fully Integrated Product Suite Covering

Operations | Distribution | Marketing | Intelligence

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OUR CLIENTS

Simplifying Hotel Sales for Over 2000 Hotels Across the World

DJUBO FEATURES

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DJUBO PMS-PROPERTY MANAGEMENT SYSTEM

The DJUBO Cloud Property Management System brings unprecedented efficiancy to your hotel operations and brings the power of cloud connectivity to deliver an integrated hotel management experience.Use as a standalone PMS or connect it to the DJUBO Sales & Distribution platforms, to make hotel operations simple and efficient.
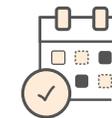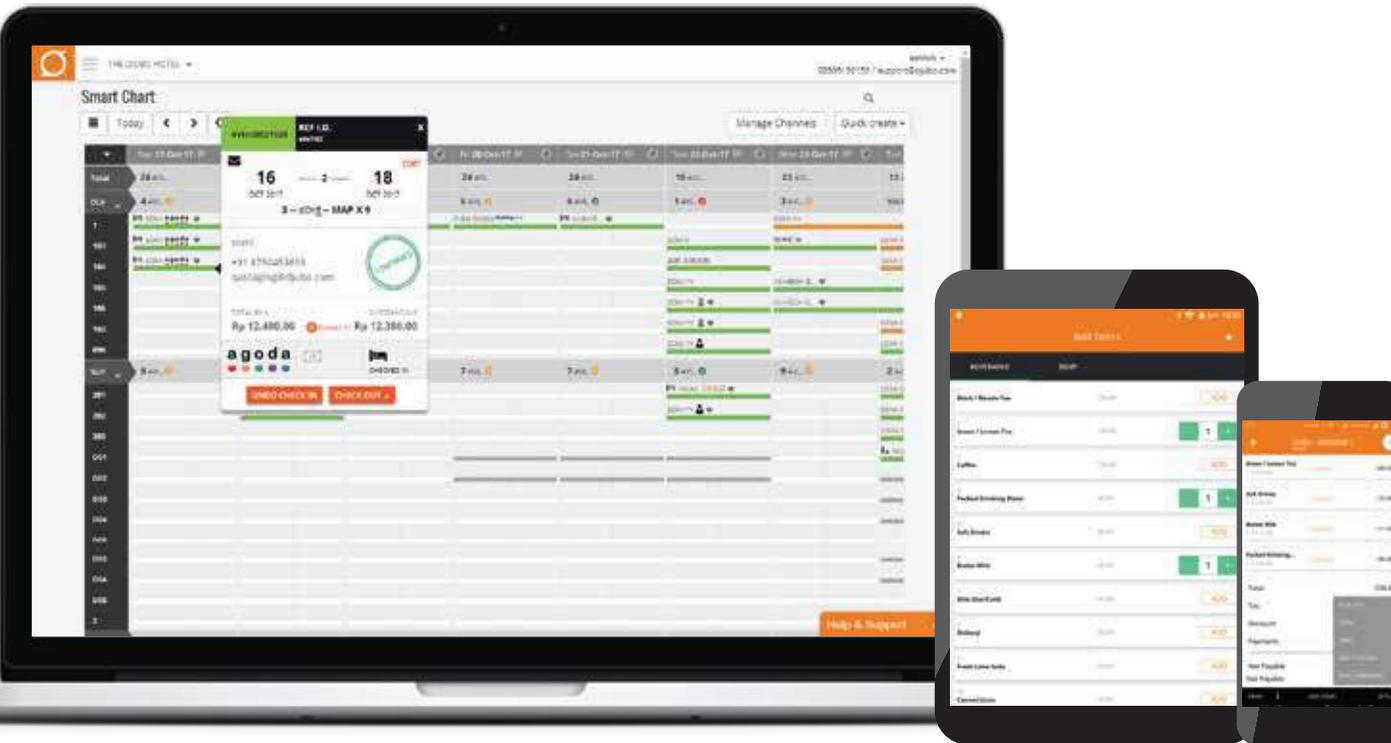
Front Desk Managment

POS Managment

Payments & Invoice Managment

Reporting & Analytics

- Efficient Front Desk Management

- Intelligent Payment & Invoicing

- Smarter Points Of Sale

- Insightful Analytics & Reporting

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CLOUD BASED CENTRALISED RESERVATION SYSTEM

Manage all kinds of bookings (Confirmations, holds, queries, modifications, and cancellations) across all kinds of sales channels (OTAs, Direct Booking Engine, Walkins, Offline Travel Agent, Corporates etc) with a single cloud-based interface. Also use DJUBO for automatic payment followups, invoicing, no shows, analytics and much more.

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AUTO SYNC CHANNEL MANAGER

Automated Real Time Inventory Sync with all Online Channels

'*and many more OTAs

DJUBO pushes available room inventory to all Online Travel Portals on which your property is listed without any manual intervention.
When an online booking is made, it gets automatically updated on the booking chart and the reduced inventory is updated across all portals automatically.
This real time sync minimizes human errors and maximizes your online visibility, making sure you are always available
where a potential guest is.

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DIRECT BOOKING ENGINE

A 4-step booking engine, designed for superior user experience and connected to the DJUBO CRS for easy management, lets your guests reserve rooms directly on your website.

- Includes a convinient "Book Now" widget with price check.
- Available in multiple languages and currencies.
- Pay-at-hotel feature available.
- Mobile-friendly design.

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BOOKING ENGINE DEALS AND PROMOTIONS PROMO CODE
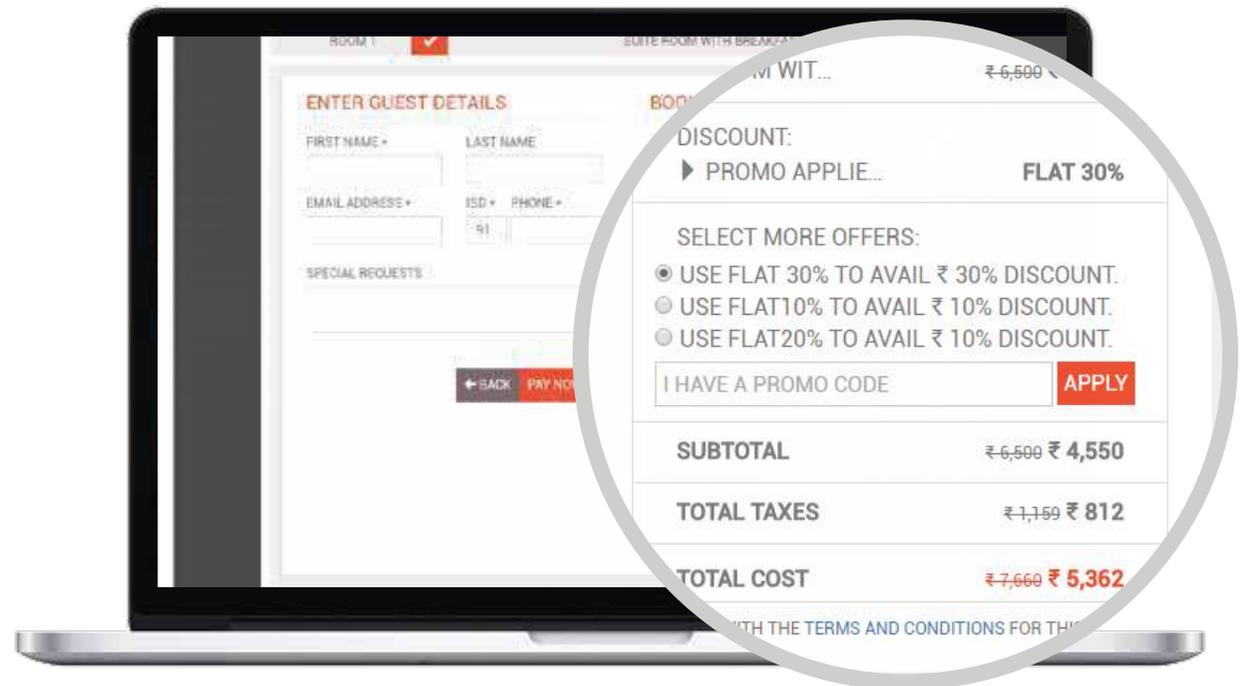
- **Public Promo Code**- With this feature user can create a promocode and publish to their clients to avail the offer, which will result you to increase your hotel marketing and client interest.

- **Secret Promo Code**- With the help of DJUBO, now you can personalize your coupons that you want to target a specific users and send it privately via message, email, etc.

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TRIPADVISOR INTEGRATION- CPC & INSTANT BOOKING

DJUBO is a certified premium connectivity partner for TripAdvisor!
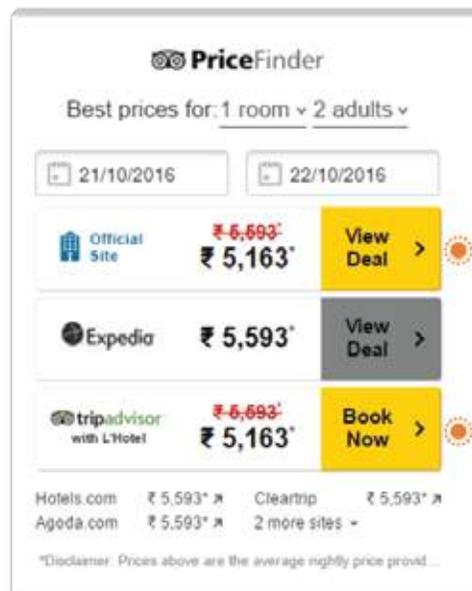TripAdvisor Instant Bookings allow your hotel to push rates and inventory through the DJUBO system, which allows TripAdvisor users to book directly on TripAdvisor.
This gives your hotel to capture a guest right at the "Research" stage, and build better revenues with the lower TripAdvisor Commissions.

① TripConnect CPC

Travellers book on hotel booking engine

Set your own 'Per Click' bid

Target specific countries

PER BOOKING COSTS

Average per click cost Rs.11 to 100

Applicable booking engine charges

② Instant Booking

Travellers book on TripAdvisor

Pay only for confirmed bookings

Fixed commission on total booking amount

All bookings are pay at hotel

PER BOOKING COSTS

TripAdvisor commission 12% or 15%

No other charges on booking

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DJUBO FIREBALL- GOOGLE HOTEL ADS

Let Google be Your Newest OTA

Google Hotel Ads are focused on travelers looking to book rooms online at a hotel like yours. So, when you opt for Google Hotel Ads with us, your hotel gets visibility in front of a highly targeted audience with a purchase intent, thereby increasing opportunities for conversions at a much lower guest-acquisition cost.

FIREBALL
Powerful Hotel Marketing | In Partnership with Google Hotel Ads
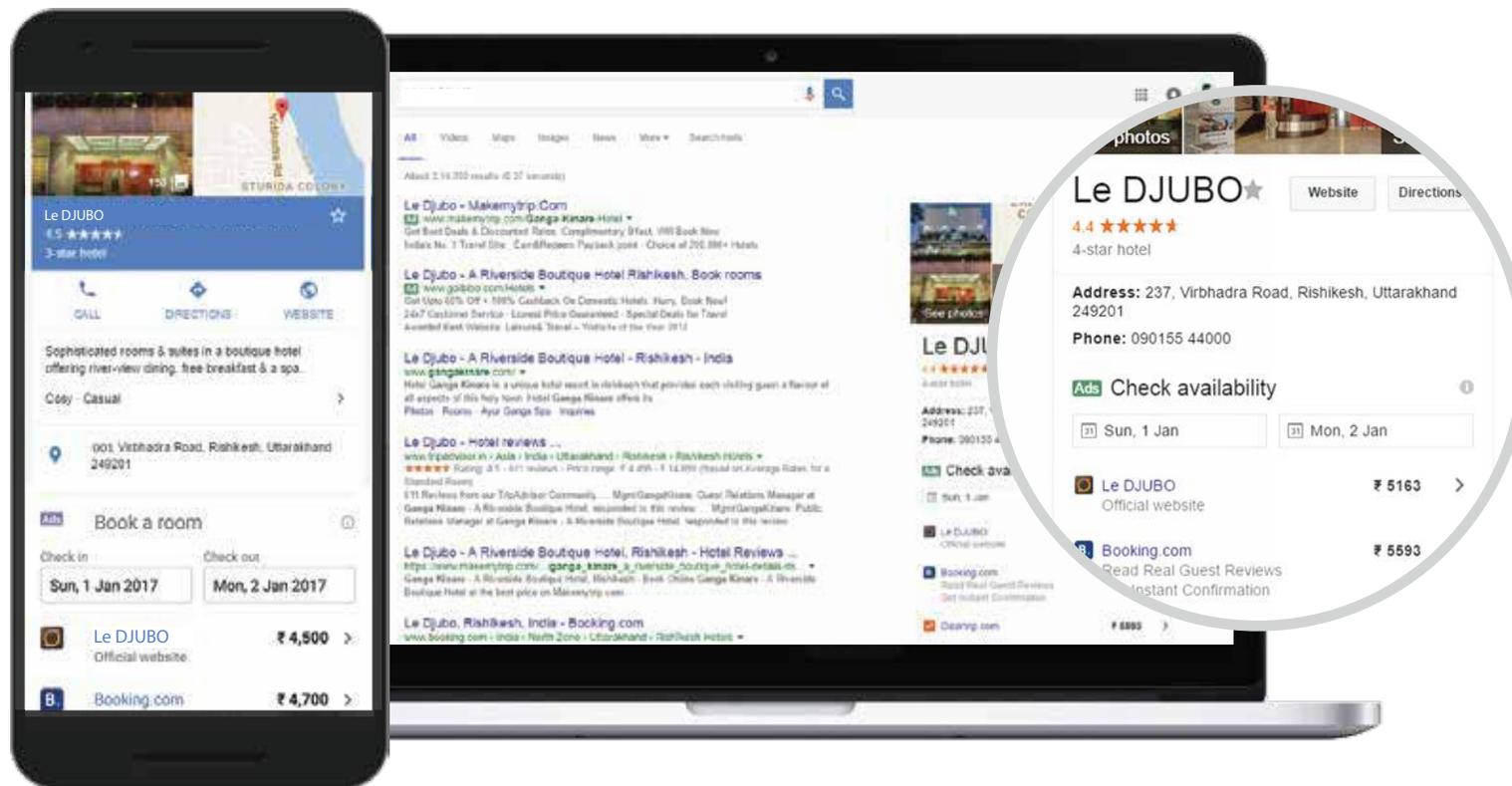
- Avoid paying for PPC advertising which does not convert.
- Fixed commission by which pay only confirm booking
- Stop losing commission & Booking to OTAs

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DJUBO STARSIGHT- ONLINE REPUTATION MANAGEMENT

StarSight brings into a single dashboard, all online review sources for your hotels and analyzes both quantitative & qualitative data to bring deeper insights into your hotel's online reputation on each sales channel.
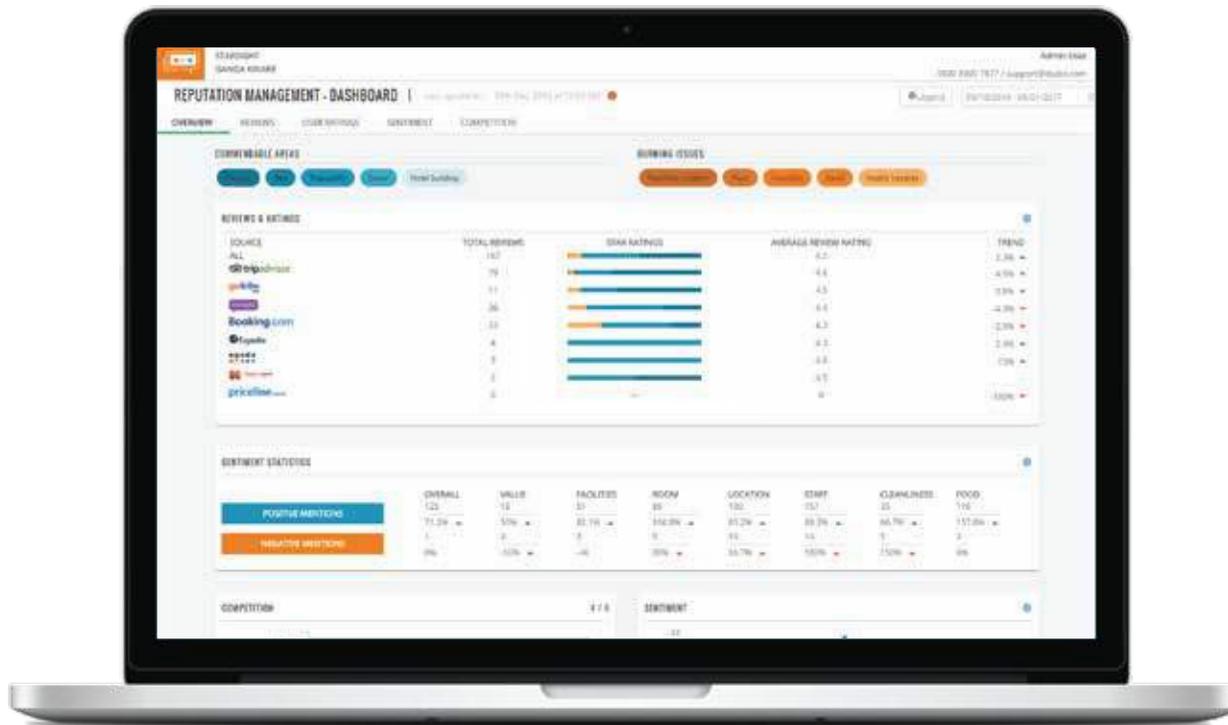
STARSIGHT
Guest Intelligence by DJUBO

- Boost Hotel Revenues
- Deliver Better Guest Experiences
- Improve Brand Perception
- Monitor Hotel Operations
- Build Stronger Guest Relations
- Outperform Competition
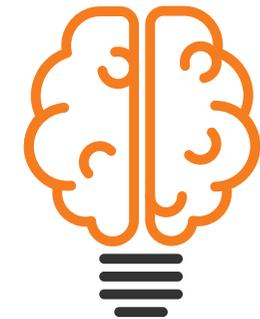
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DJUBO FORESIGHT- COMPETITOR RATE INTELLIGENCE
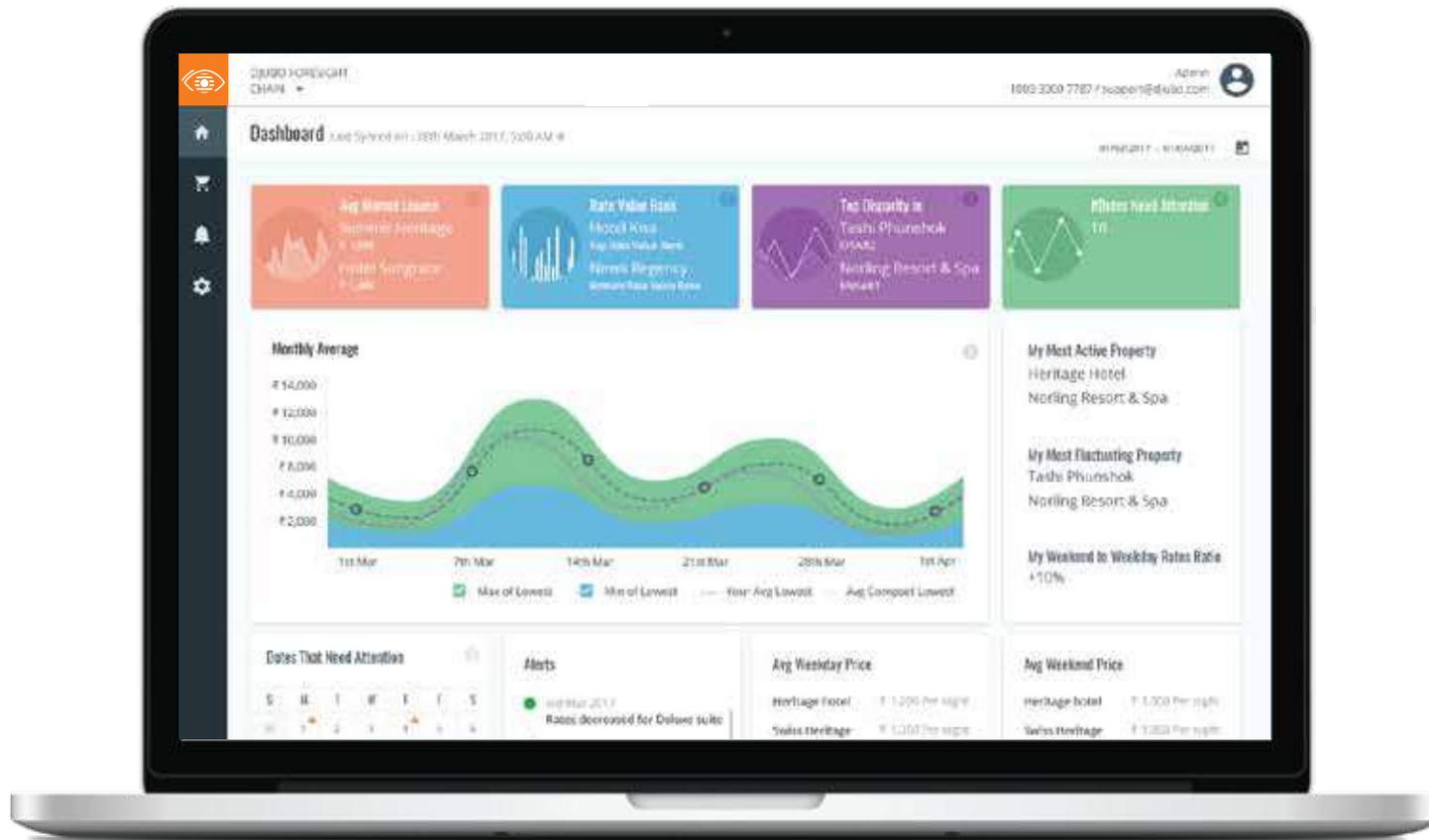
FORESIGHT
Competitor Rate Intelligence

Stay on top of your future pricing strategy and track price parity issues by keeping a close eye on your own and your competitor's pricing visible across multiple online channels.

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DJUBO CEREBRUM- INTELLIGENT YIELD MAXIMIZATION
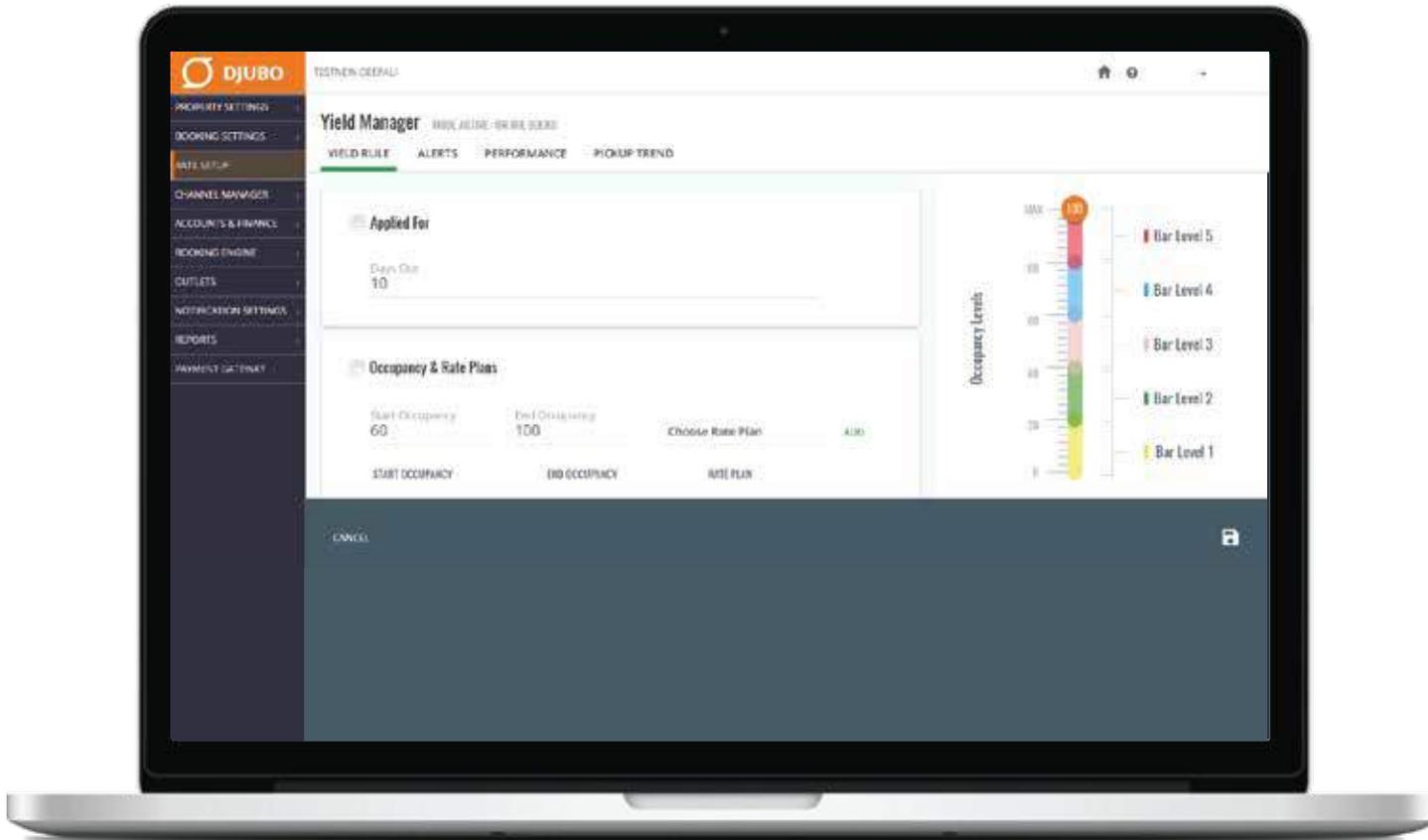
CEREBRUM
Intelligent Yield Maximization

Powerful Automated Revenue Maximisation tool to manage your online pricing dynamically.

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DJUBO E-COLLECT

Bring Offline Payment Online
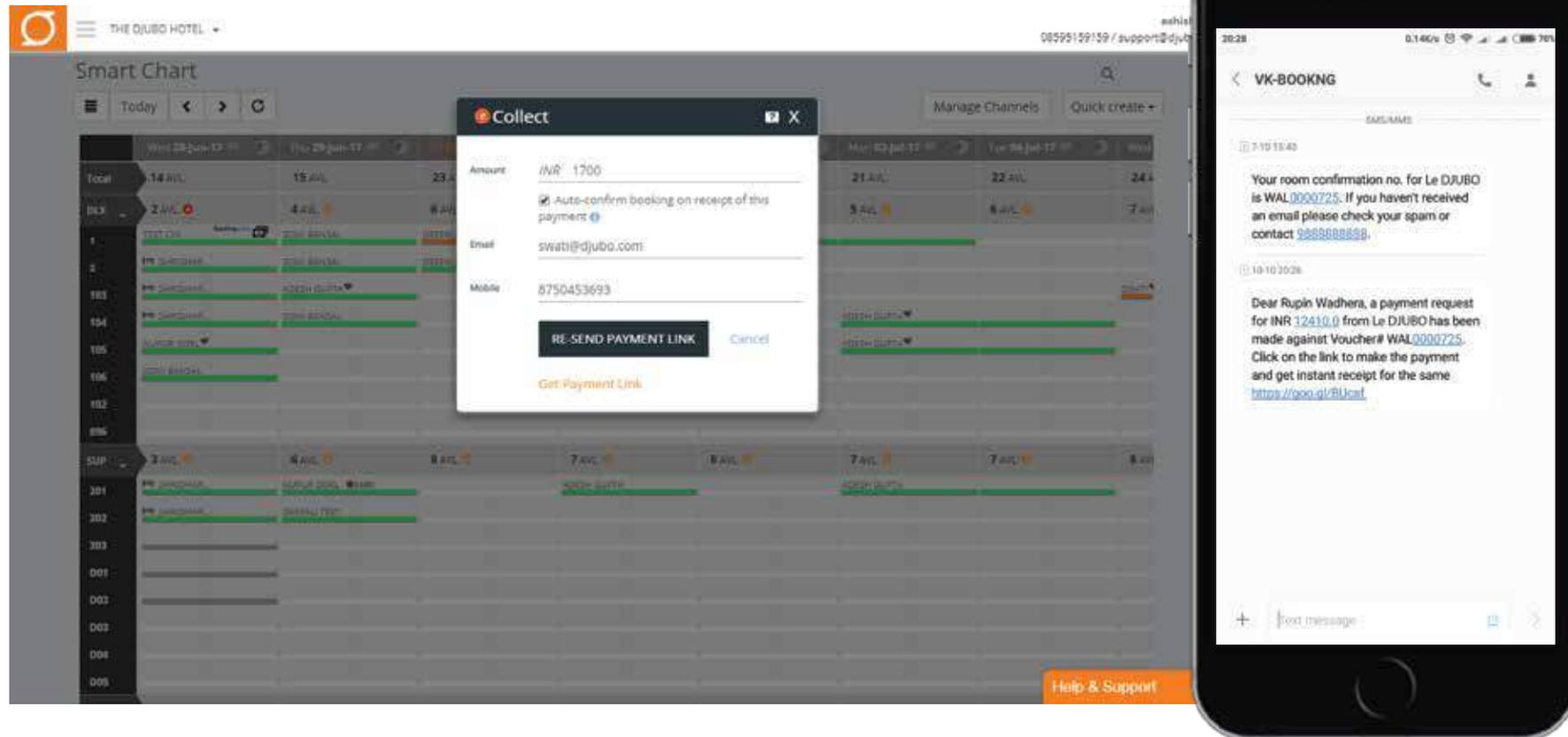
Integrated with the DJUBO payment-gateway powered hotel booking engine, your hotel also gets a "E- Collect" custom payment portal to receive payments of any amount online. A handy tool to manage payments from your offline-agents, corporate accounts and other payments no possible on the booking engine.

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AUTO E-COLLECT FOR PAY@HOTEL BOOKING

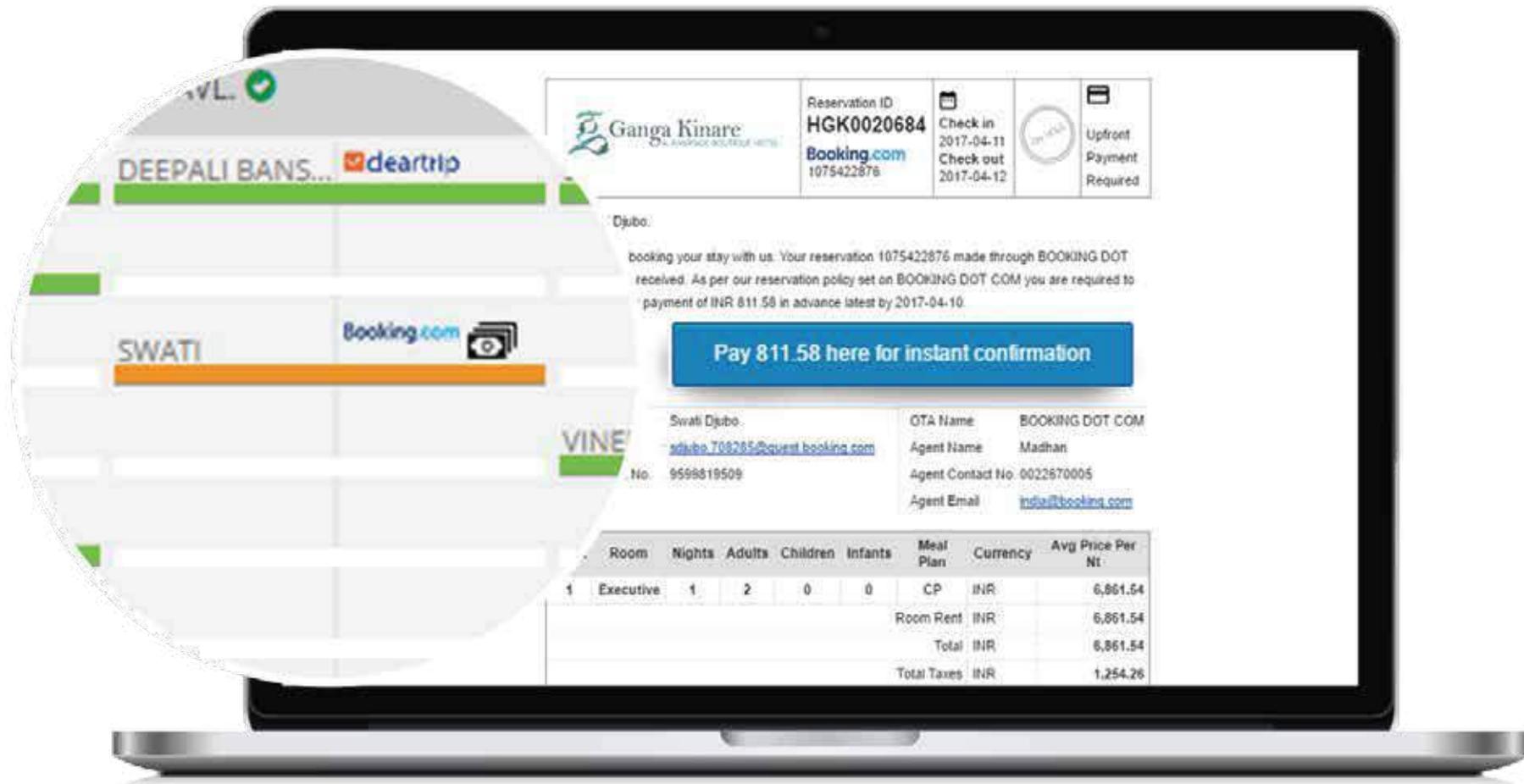Auto E-collect feature in the DJUBO CRS, automatically collects partial or full payment in advance before confirming a Pay-at-Hotel OTA booking.

- Receive advance payments for Pay-at-Hotel Bookings before confirming
- Easily identify paid vs unpaid bookings in the DJUBO dashboard
- Fully automated, from receiving booking to payment collection

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DJUBO INSIGHT- HOTEL SALES ANALYTICS

Learn more about your customer's behaviour and booking patterns with improved analytics that
let you take important business decisions, from deciding room rates to planning human resources
to investing in more profitable online channels.

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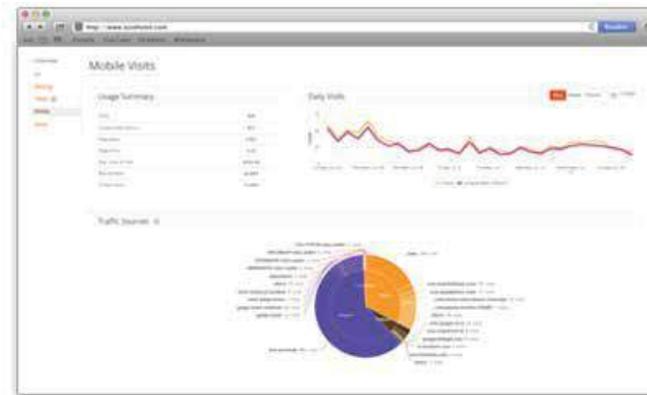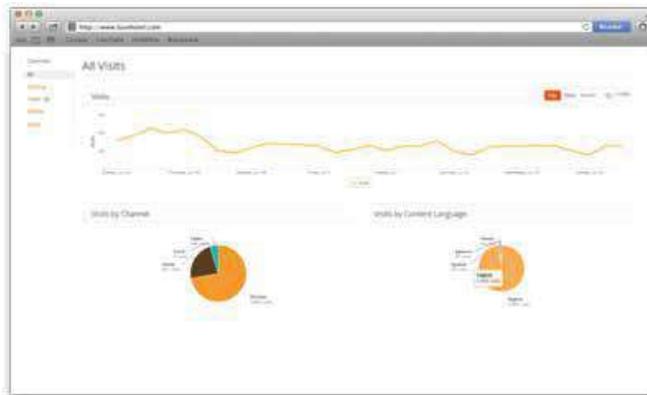
AUTOMATED PAYMENT FOLLOWUPS & VOUCHER COORDINATION

Paperless Booking Coordination and Payment Follow Ups

Reminder: Hold Till Date Expiring Soon - 28/02/2015 - Galaxy Hotel - HGK0011156   Inbox x

reservations@[   ] via mail132-18.atl131.mandrillapp.com   Feb 27 (13 days ago)
to me

LUXE HOTELS

Reminder: Room holding expiring soon-23/09/2014 🔒

This is to remind all recipients that the room holding described below will expire soon as per the hold expiry date agreed at the time of booking. Kindly follow up with the booking contact person immediately to either confirm or cancel this booking.

Reservation ID # **HGK0010209**

Booking Details

Guest Name: Sandor Katz
Guest Email id: [   ]
Guest Contact number: 7060728943

S.No.	Room category	Arrival Date	Departure Date	Rooms on hold
1	Delux	Sept. 23, 2014	Sept. 24, 2014	1

Orange 3G   19:47

Messages   AM - DJUBO   Edit

HI! Steve, Your room holding expiry tomm for booking number LH#110101. Please act.

DJUBO follows up with direct guests and travel agents for booking coordination and payments thereby minimising late cancellations and opportunity costs.

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DAILY REPORTS

Automated Front Office Coordination

Front Office is informed of the arrivals, stay overs and departures every day through an automated email and detailed attachement. Front Office also has access to DJUBO to log walkins and reallocate rooms.

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DJUBO MOBILE APP

DJUBO CRS APP
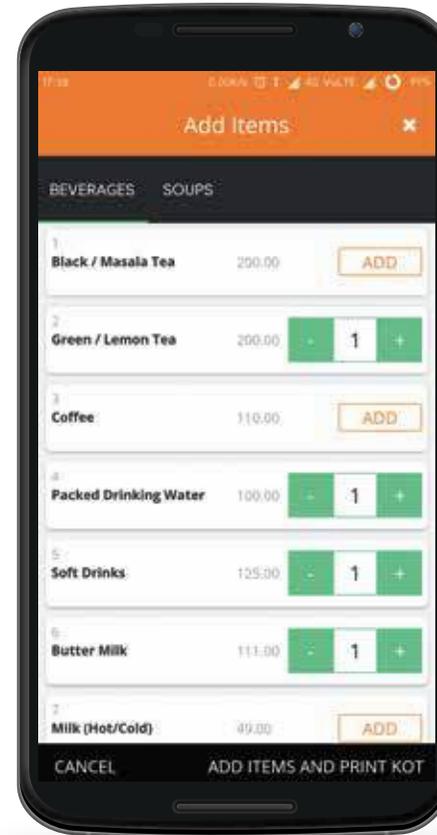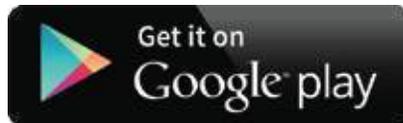
DJUBO POS APP

- Manage Hotel Sales On-the-Go
- Book, Hold, Cancel Reservations
- Manage Inventory on OTAs
- Search and Create Vouchers
- View Booking Chart & Guest Details
- Manage Restaurant Sales with DJUBO POS

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DJUBO MARKETPLACE

A curated set of products & services for hotels, which aids them with anything from reducing operational costs to delivering an enhanced guest experience to gaining financial assistance.

Hotel-centric Marketplace   Unique DJUBO Integrations   Special Offers & Discounts

EXPLORE THE MARKETPLACE

Discover products, services, and offers that we offer with strategic partnerships with these brands. Look out for DJUBO fusion services that integrate with your DJUBO system to add an additional layer of functionality to the service.

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CASE STUDY

Increased
Hotel Revenues by 2X

Mahatta Homestay,
INDEPENDENT HOTEL

Mrs. Anita Mehta, *Owner, Mahatta Homestay, Srinagar*

"Getting Djubo as a platform has been a very good investment. The primary reason being that we can manage the partners from one platform. There is no disparity of pricing amongst the OTA's and that makes a big difference both in terms of OTA sales and also direct sales."

- Hotel Revenues Increased by 2X
- Maintaining 90% Occupancy Since Adoption
- No More Rate Disparity, Improved Direct Bookings & Reduced Workload

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CASE STUDY

Increased
Hotel Revenues by 66%

The Dunes Hotels,
CHAIN OF 5 PROPERTIES

Mr. Manoj Kumar A, *CEO, The Dunes Hotels*

"It was a major task earlier to manage each OTA manually, but DJUBO offers a single window management of all the OTAs. The automation that DJUBO brings to the table, helps us work more efficiently."

- Hotel Revenues Increased by 66%
- Increase in Occupancy 20%
- 2.3% Increase in ARR

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CASE STUDY

Increased
OTA Revenues by 400%

Summit Hotels,
CHAIN OF 15 PROPERTIES

Mr. Sumit Mitruka, *CEO, Summit Hotels*

"DJUBO's help we've been able to utilize the same team in other important tasks while all our sales processes are automated by DJUBO."

- OTA Revenues Increased by 400% Across Chain
- Increase in Occupancy 30% Across Chain
- Increased RevPAR
- Better Utilization of Sales Team

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CASE STUDY

Mr. Akhil Anand, *Group Head, Tree of Life Resorts*

Increased
Hotel Revenues by 35%

Tree of Life Resorts
CHAIN OF 3 PROPERTIES

"DJUBO's help we've been able to utilize the same team in other important tasks while all our sales processes are automated by DJUBO."

- 35% Increase in OTA Revenues
- Efficient Distribution of Last-minute Inventory
- Simplified Room Rate Management
- Eliminated Wasteful Manpower

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