Spring & Summer 2024 Product Roadmap

& 2023 Product Look Back

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The best way to predict the future... is to create it

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2023 completed work

2023 was a big year for us, as we made significant improvements on the RoomPriceGenie automated pricing solution, including optimising the user experience and creating new functionality and reports that maximise the efficiency of the solution for our hotel clients (you!).

Dashboards & Reporting

Our first priority was to give you more effective ways to view and create reports in the solution because access to good data gives you the ability to make better pricing decisions. Some of the key improvements that we made include:

- The ability to schedule reports to be sent by email automatically.

- By reading tags on PMS reservations, the solution will more effectively segment bookings into different groups to enable better pricing and more targeted analysis.

- New pick-up analysis report, which gives faster feedback on any changes in the market and enables better decision-making.

- New budget & revenue forecast report: The addition of a forecast helps both for planning and for understanding performance to date.

User Interface Redesign

We also created new functionality to improve the usability of our solution, ensuring that the solution is able to be used by all hoteliers and revenue managers, no matter their degree of tech-savviness.

- We updated the new pricing calendar to make it quicker and easier to find the info that you need each day.

- We launched a new dashboard look which shows all of the KPIs that you need in one place.

- We implemented rate evolution metrics, which shows your rate development over the last 30 days, increasing transparency into your rates and demonstrating the value of dynamic pricing.

Automated Closed Room Detection

We automated the process of detecting which rooms are closed on a given night to make it easier for you to manage your pricing and inventory, even when the unexpected happens.

Per-Person Pricing

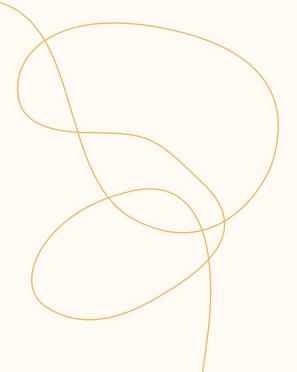We added the ability for you to change your per person pricing on a daily basis, via a bulk edit.

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2023 PMS integrations **completed**

In 2023, we completed two-way integrations with 12 new technology solution providers.
Each of these integrations enables hotels using both solutions to unlock even more functionality within RoomPriceGenie, including more detailed revenue analytics, access to real-time data and insights into their property's performance. This enables them to make better, data-based decisions and ensure the efficacy of their pricing and marketing strategies. In addition, these integrations enable new future functionality, including enhanced market segmentation, the ability to close rooms, and implement minimum length-of-stay restrictions.

The new integrations that we completed this year include:

- **STAAH Channel Manager**
- **WINCLOUD PMS**
- **NewBook PMS**
- **Resly PMS**
- **Channex Channel Manager**
- **RateTiger Channel Manager**
- **Cloudbeds PMS**
- **SabeeApp PMS**
- **RezControl / Avon Data PMS**
- **OPERA Cloud PMS**
- **Casablanca PMS**
- **3RPMS PMS**

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2023 PMS integrations **upgrades**

We are proud to announce enhanced integration partnerships with ten leading integration partners. Each of these enhanced integrations enables hotels usingRoomPriceGenie to unlock even more functionality within the application.

The improvements include more detailed revenue analytics, giving hoteliers real-time data and insights into their property's performance. This enables them to make better, data-based decisions and ensure the efficacy of their pricing and marketing strategies. In addition, these integrations enable new future functionality, including enhanced market segmentation, the ability to close rooms, and implement minimum length-of-stay restrictions.

The updated integrations include:

- **Apaleo PMS**
- **BookingFactory Hotel Management System**
- **Cloudbeds PMS**
- **Guestline Hotel Operations Platform:**
- **HLS High Level Software PMS**
- **ibelsa Cloud-based Hotel Software**
- **Mews PMS**
- **Planet Cloud PMS (formerly Protel)**
- **Resly Hotel PMS**
- **SabeeApp PMS**

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At RoomPriceGenie, we work continuously to provide the best and most accurate pricing recommendations for our hotel clients and, as a result, we will be launching many new features which will help optimise your pricing in 2024, including:

Improved Reporting (already released)

Reports are one of the most valuable features in RoomPriceGenie's solution, so we have improved our reporting capabilities, enabling you to aggregate, filter and compare your properties' KPIs. Furthermore, we added the ability to export the data as an Excel file.

Surge Protection (already released)

This feature enables real-time detection of surges in demand so you can update your pricing and take advantage of all revenue opportunities. When a surge is detected, you will see a notification in your calendar and by email. As well as notifying you, the feature can automatically increase your rates to protect you from selling rooms too cheaply.

Read more about how Real-time Surge Protection helps you in our blog

Minimum Length of Stay (MLOS) Restrictions

You can now read and set minimum stay restrictions, define rules to automatically set/remove restrictions, automate the setting and releasing of restrictions and receive recommendations on minimum stay lengths in RoomPriceGenie. This new feature gives you greater control over your bookings, maximizing occupancy and, as a result, increasing your revenue.

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Market Insights

This feature will give you greater insight into changes in the supply and demand within your destination, making it possible to adjust your pricing strategy to movements in the hotel and serviced apartments market.

Improved Revenue Forecasting & Pickup Analysis

Our improved forecasting algorithm will forecast your Revenue, ADR and Occupancy per day & segment based on the prices you are currently charging. Furthermore, improvements to our pickup calendar will allow you to analyse your pickup in more detail.

RoomPriceGenie Activity Log

Quickly and easily see what's changed by reviewing the Activity Log. This log will show all changes to settings and adjustments, including who made them and when. The Activity Log is ideal if you need to collaborate with others to manage properties on RoomPriceGenie.

Group Booking Displacement

RoomPriceGenie will be integrating group displacement analysis into the solution, making it possible for hoteliers to determine whether it will be more profitable to accept a group booking or keep the rooms open for transient customers.

RoomPriceGenie Open API

To make RoomPriceGenie available to more hoteliers worldwide, we are launching the RoomPriceGenie Open API. The RoomPriceGenie Open API will allow our hospitality software partners to connect with us quickly and seamlessly.

Automated Closed Rooms Detection

While already available for multiple integrations, we are expanding the automated closed-room detection to more of our integration partners. Using the 2-way integration between the PMS and RoomPriceGenie, the solution can automatically detect closed rooms and update your inventory accordingly across all your booking channels.

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H1 2024 **new integrations**

In 2024, our integration specialists have already been hard at work finalizing new integrations with other integration partners. These new integrations with PMS and Channel Manager partners have been completed in 2024.

We are also in the process of completing the following integrations, which will be completed before the end of Q2 2024:

- **ASI PMS (Anand Systems):**
  The ASI FrontDesk Property Management System (PMS) is an affordable and comprehensive solution for managing all hotel operations. Find out more at https://www.anandsystems.com

- **Hotline PMS:** A German-based developer of hotel software, including PMS, booking engine and payment solutions. Find out more at https://hotlinesoftware.de

- **Lobbi PMS:** A web-based PMS designed for hotels, hostels and apartments. Find out more at https://www.lobbi-pms.com

- **Casablanca PMS:** Developer of an all-in-one hotel solution, including PMS, channel manager and other cloud-based operational solutions. Find out more at https://www.casablanca.at

- **WebRezPro PMS:** An award-winning cloud-based PMS that is the most popular PMS in Canada. Find out more at https://webrezpro.com

- **Ulysses Cloud PMS:** The most complete hotel software of independent properties and hotel groups. Find out more at https://ulysescloud.com/en/pms-for-hotels

- **InnQuest RoomMaster:** This all in one Property Management System gives hoteliers easy-to-use tools that streamline and automate their operations and improve guest experiences. Find out more at https://www.innquest.com

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H1 2024 integrations
upgrades expected

We are also in the process of completing the following integrations, which will be completed before the end of Q2 2024:

- **Newbook PMS**
- **RoomRaccoon PMS**
- **SiteMinder Exchange**
- **OPERA Cloud PMS**
- **Little Hotelier**

Learn more about the benefits of our enhanced integrations

click here read more

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