

Partnership for a
#BetterTomorrow



RezGain

NO. 1

CHANNEL MANAGER
IN THE WORLD
AMONGST

33 CHANNEL MANAGERS

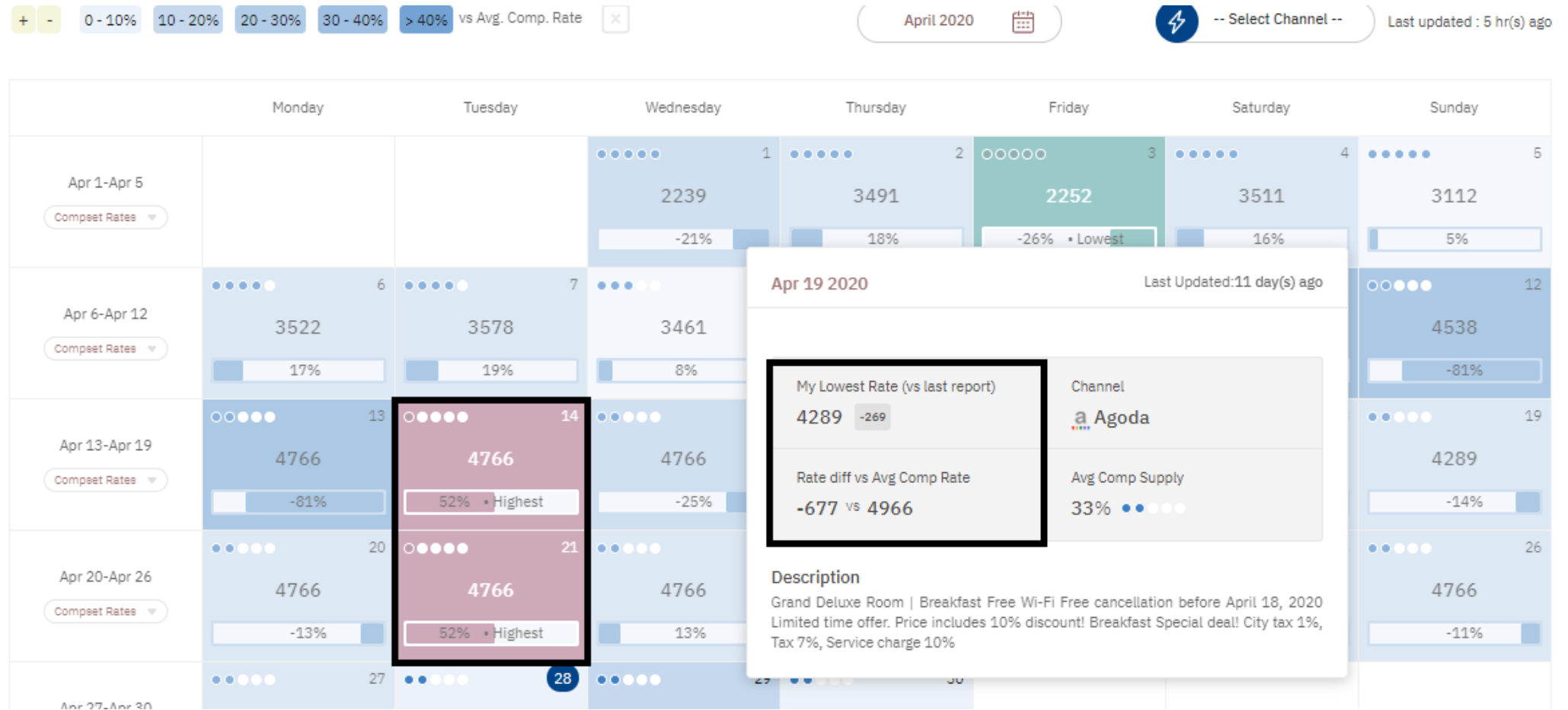
HOTEL TECH REPORT RANKING AS ON 24 MARCH 2020



The Current Scenario

- Maintain Pricing - Realize your value
- The New Normal – Behavior and Expectations of customers
- Right Distribution

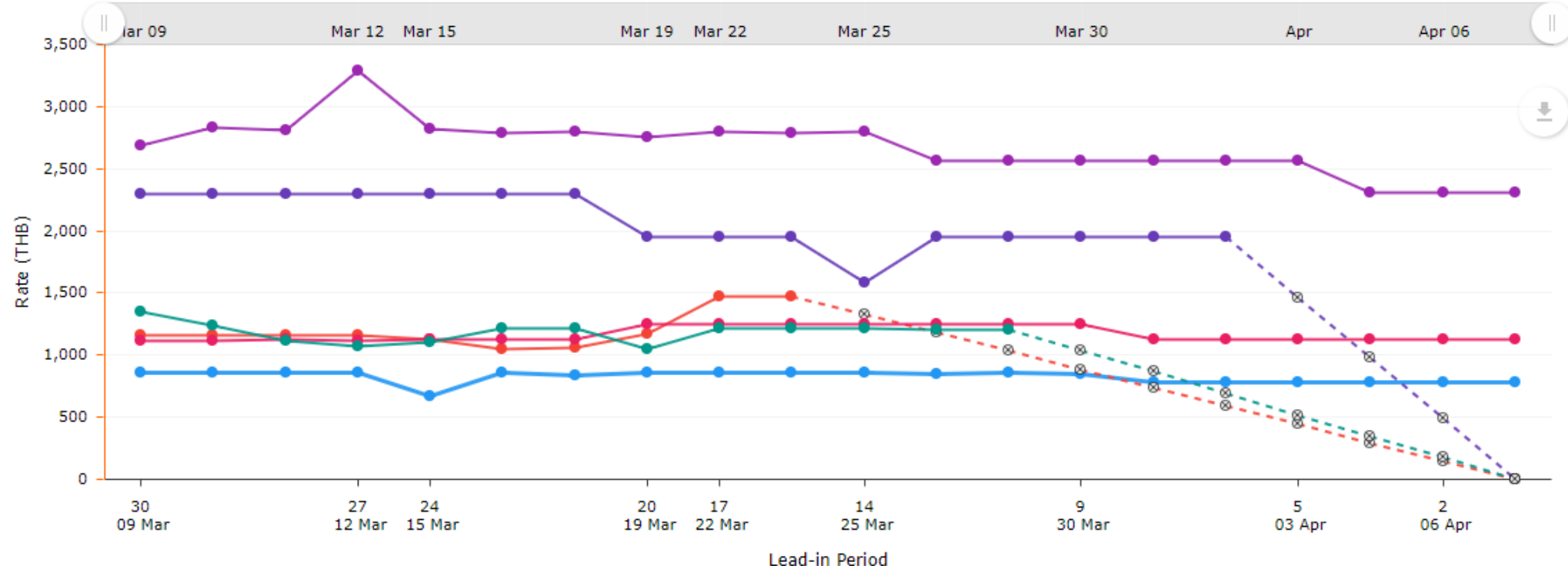
Pricing – Market Insight



Pricing – Market Insight

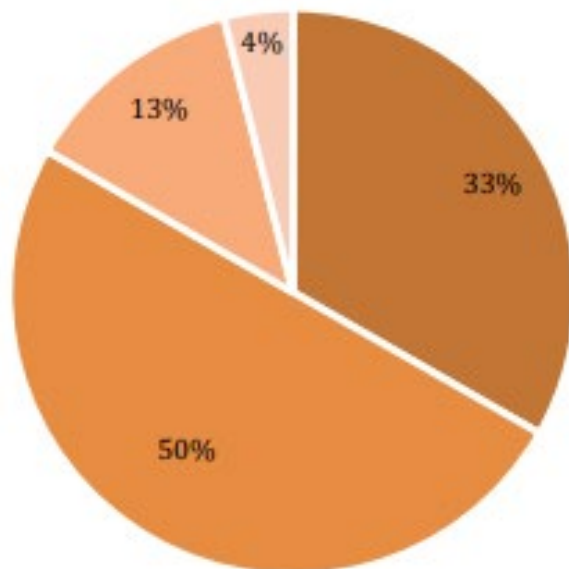
PACE Graph

Check-in Date : 08 Apr 2020



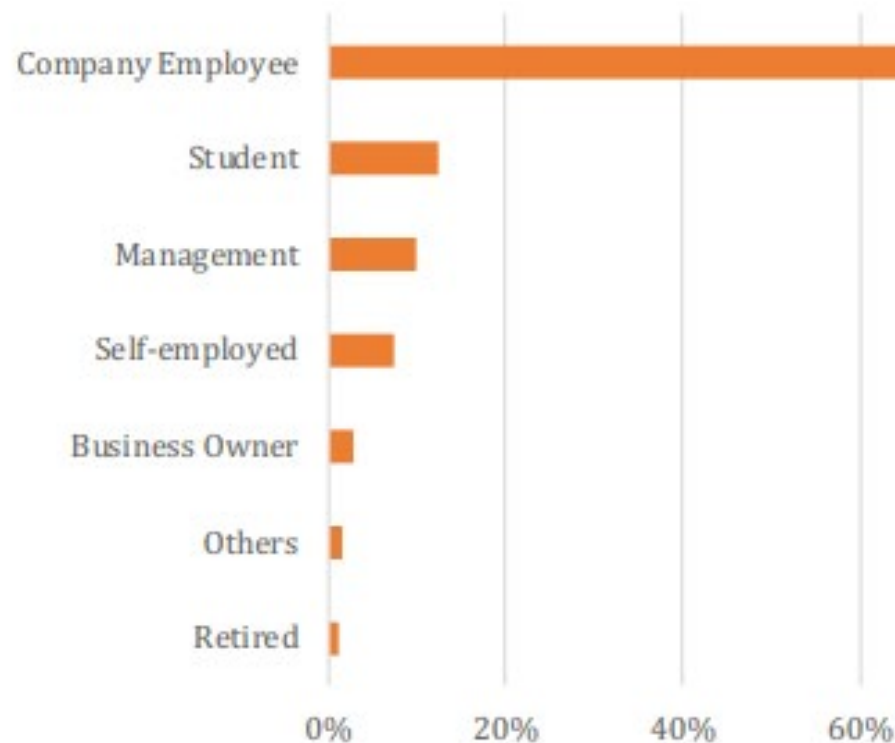
The New Normal

What is your travel budget per trip?



- 5,000 RMB (US \$710) per person
- 10,000 RMB (US \$1,400) per person
- 15,000 RMB (US \$2,100) per person
- Above 15,000 RMB (US \$2,100) per person

What is your occupation?



Source: C9 Hotelworks Market Research and Delivering Asia Communications

Right Distribution

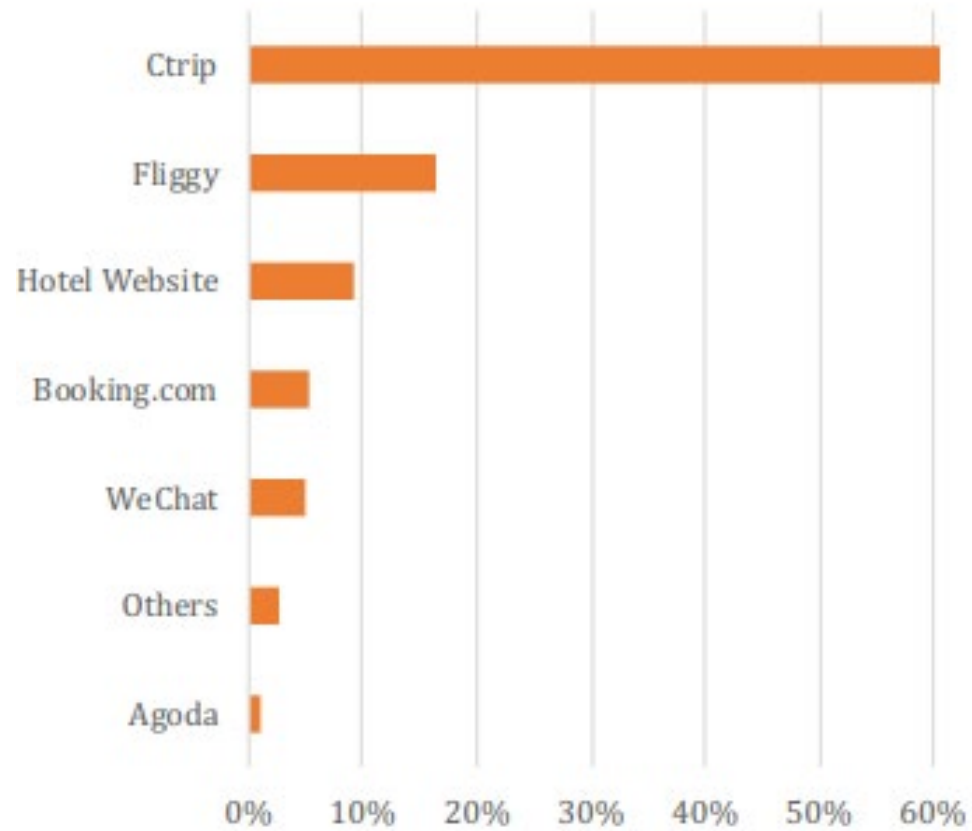


International
OTAs

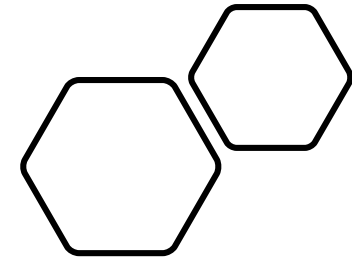
New Age
Channels

Regional
OTAs

What is your preferred channel to book hotels?



Source: C9 Hotelworks Market Research and Delivering Asia Communications



1

TWO-WAY CHANNEL CONNECTIONS

Suppliers

Hotel

Rates
Inventory

Reservations

Channel Manager

Rates
Inventory

Reservations

Consumers

Booking.com



lastminute.com

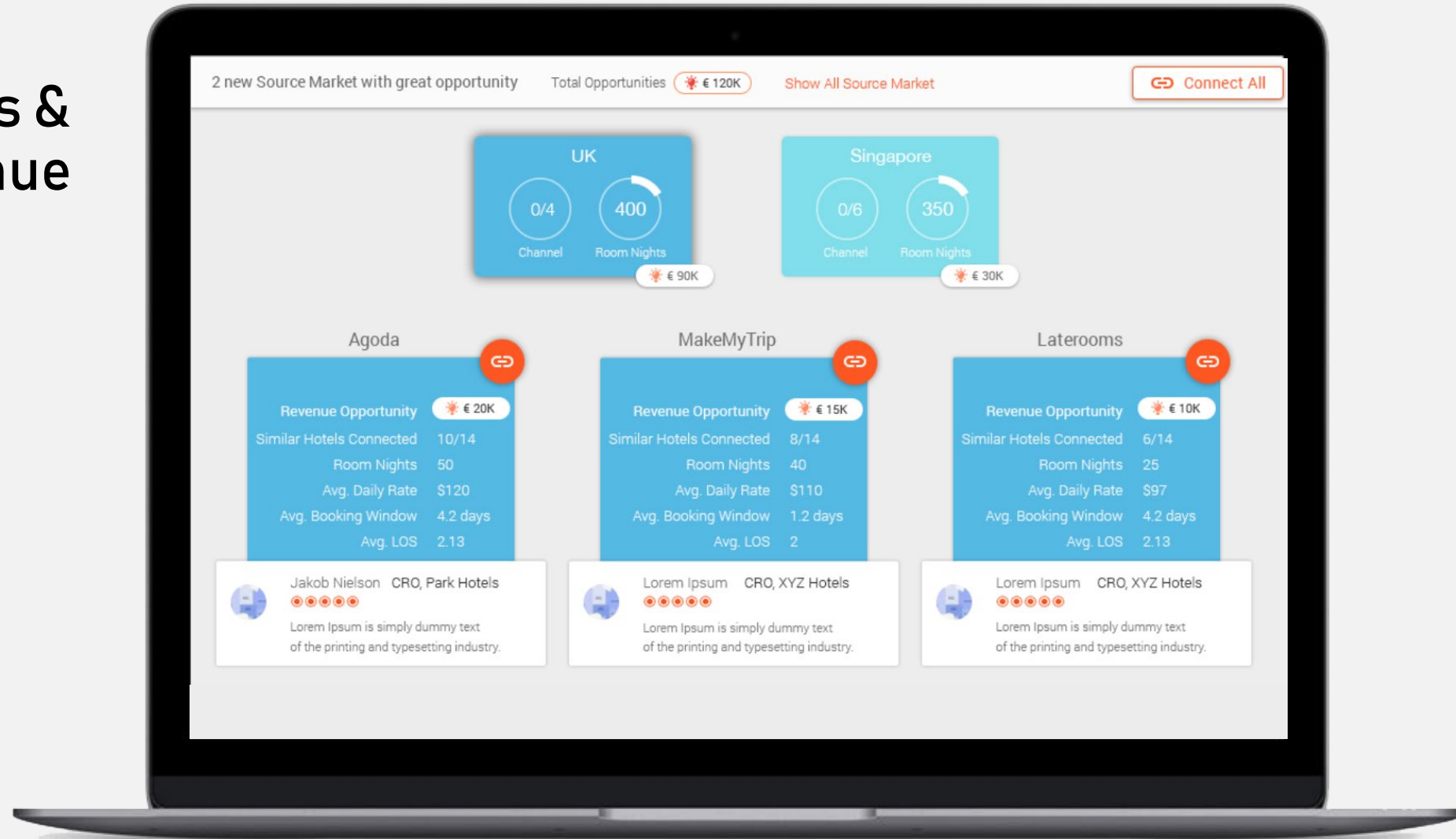


traveloka



Supports 600+
channels

See top channels & how much revenue they could add





Thank You

FOR ATTENDING THE WEBINAR

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