Travel2Fit

Data-Driven Travel Technology

ROSIE

Revenue Optimizing System
for tourIsm smEs

REACH

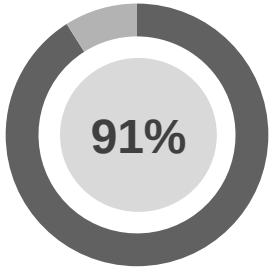
NEXT GENERATION DATA INCUBATOR

Savvas Rogotis

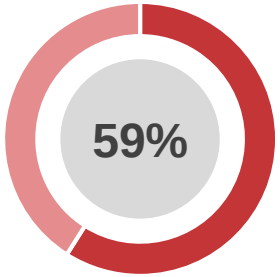
Business Development Manager & Co-founder

srogotis@travel2fit.com

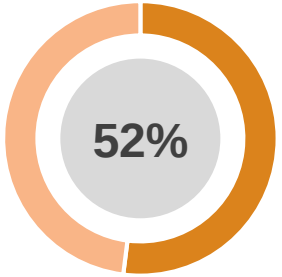
The landscape of EU's accommodation sector



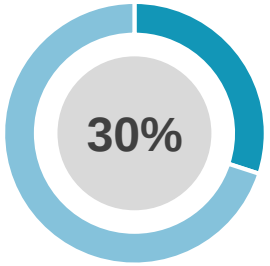
of EU **hotels** operate with <10 employees



Maintain less than **25 rooms**



Decreased **occupancy** (Q1 '21 to Q1 '20)



Are only **digitally transformed**

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Previous “norm” is no longer sustainable for accommodation SMEs

Hotel Owner

Revenue Manager

I think I am not pricing optimally

Guesswork is too time-consuming!

Travel-technology is not affordable for me!

Travel technology is difficult

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ROSIE

An exciting data-driven RO system

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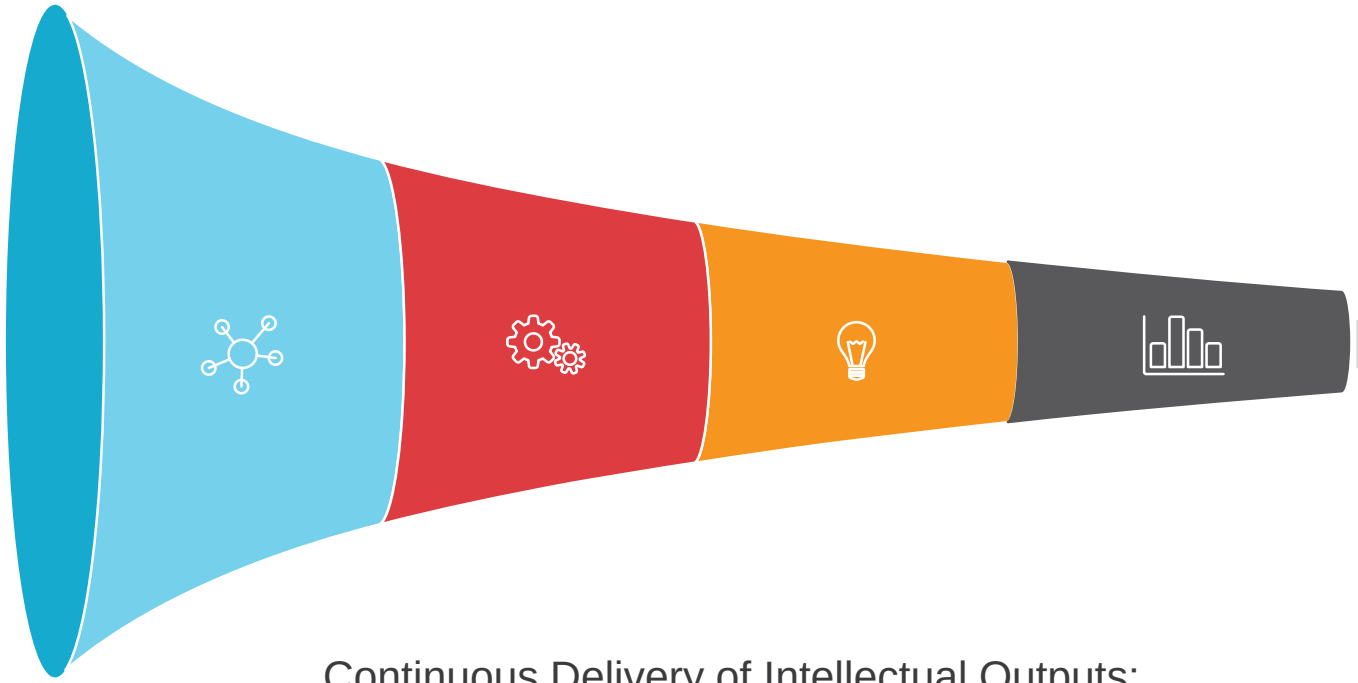
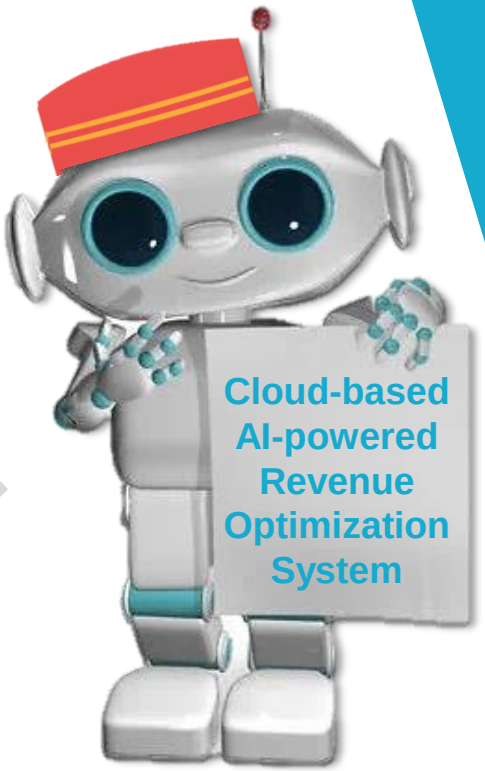
JOT

INVAT·TUR

INE
Instituto Nacional de Estadística





Continuous Delivery of Intellectual Outputs:

- ✓ Market insights
- ✓ Demand forecasting models
- ✓ Dynamic pricing models

- Decision Support
- Business Intelligence
- AI Analytics

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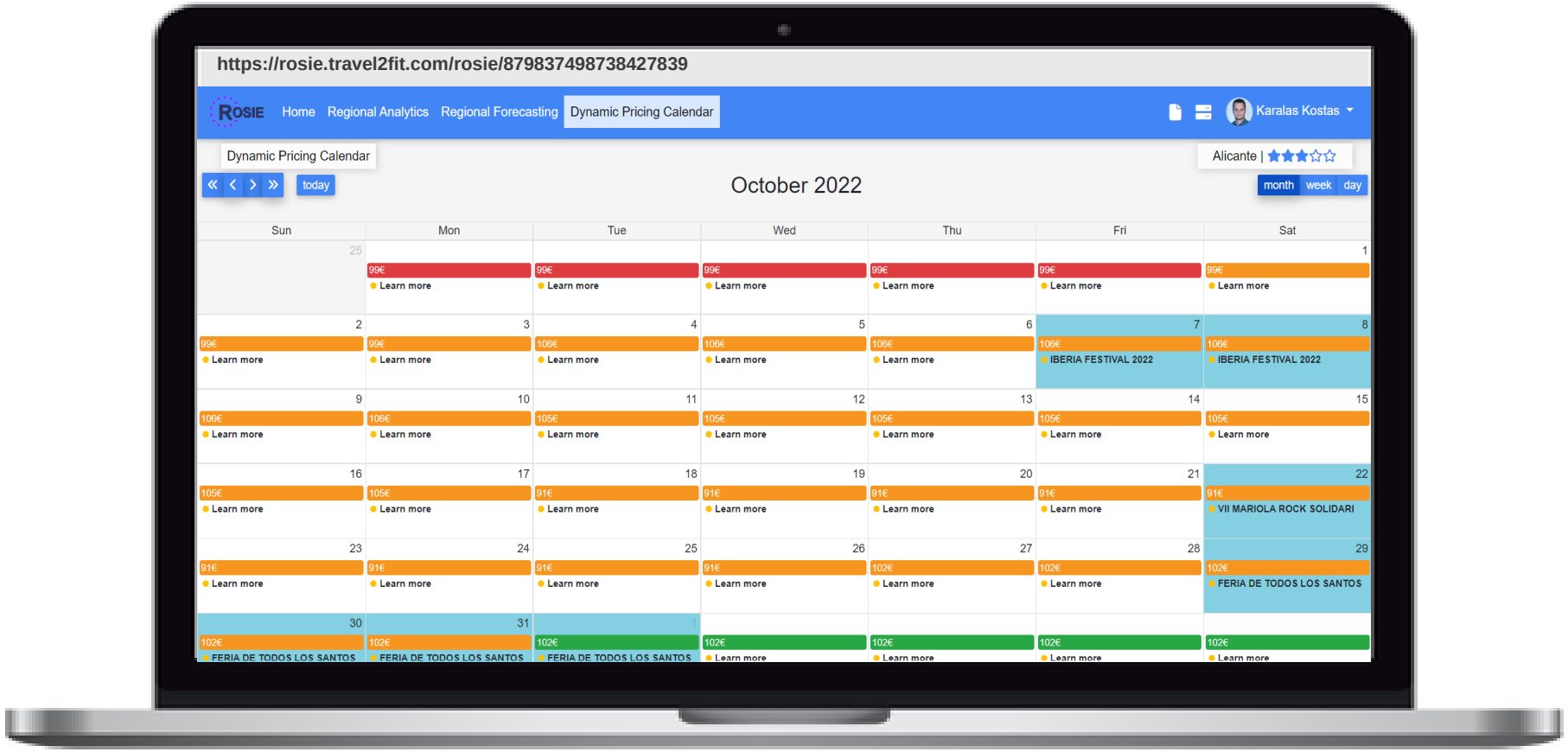
Powerful RM platform at your fingertips



Save Time

Increase Revenues

Adapt efficiently

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Beautiful simplicity *plus* business intelligence fueled with external data

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	Pricing Calendar	Regional Analytics	Market Insights	Easy & Affordable
ROSIE	☑	☑	☑	+++
ATOMIZE	☑	☑	☑	+
Cloudbeds	☑	☑	✘	++
room price genie	☑	✘	☑	++
BEYOND	☑	✘	✘	+++

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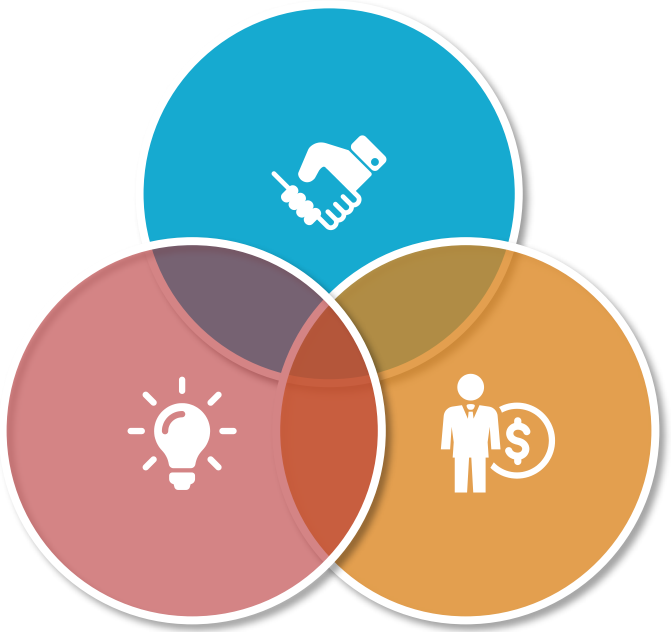
Flexible plans for our dynamic industry

Subscription-based SaaS

Commission-free

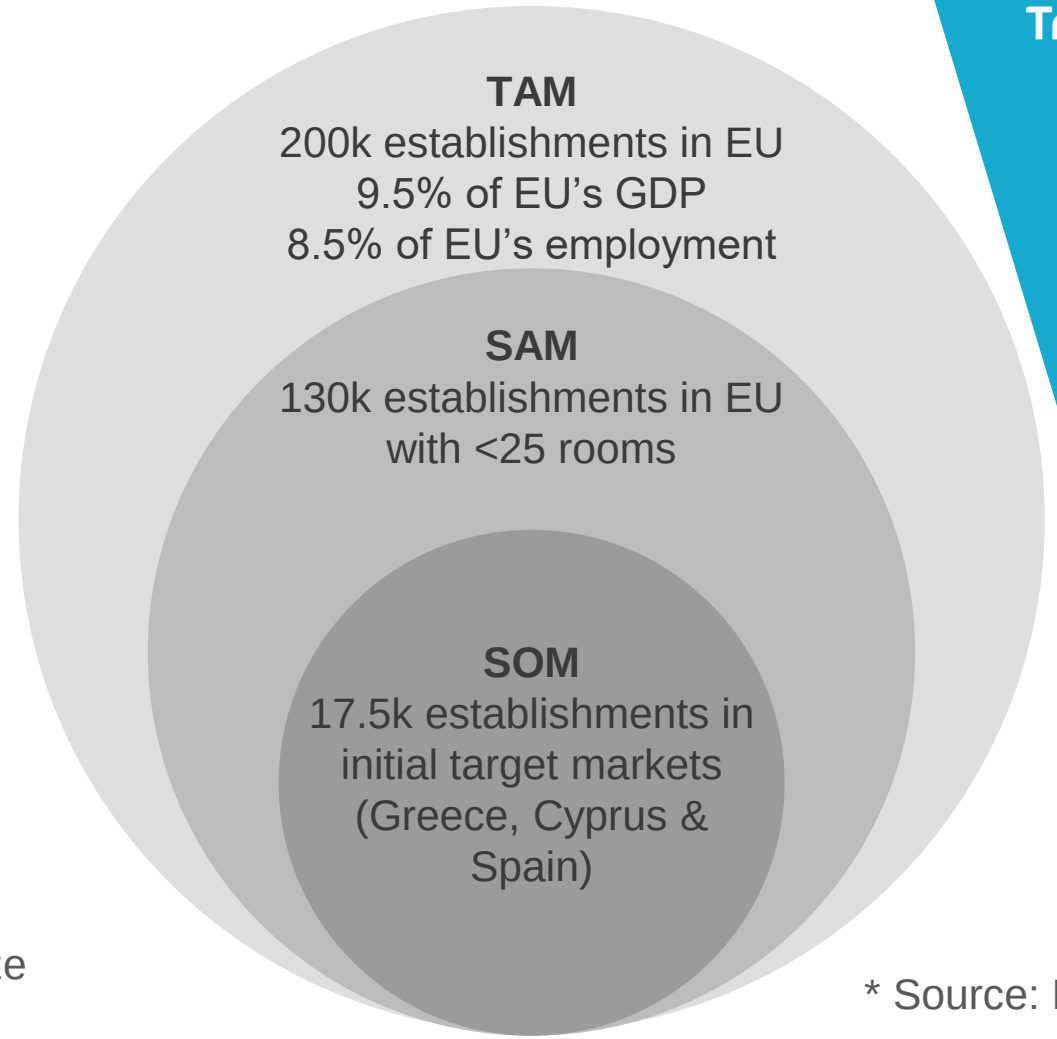


Easy onboarding

Start instantly;
no hidden installation or infrastructure costs

Affordable

Flexible tiers;
Proportional to property size (number of rooms)



* Source: Eurostat

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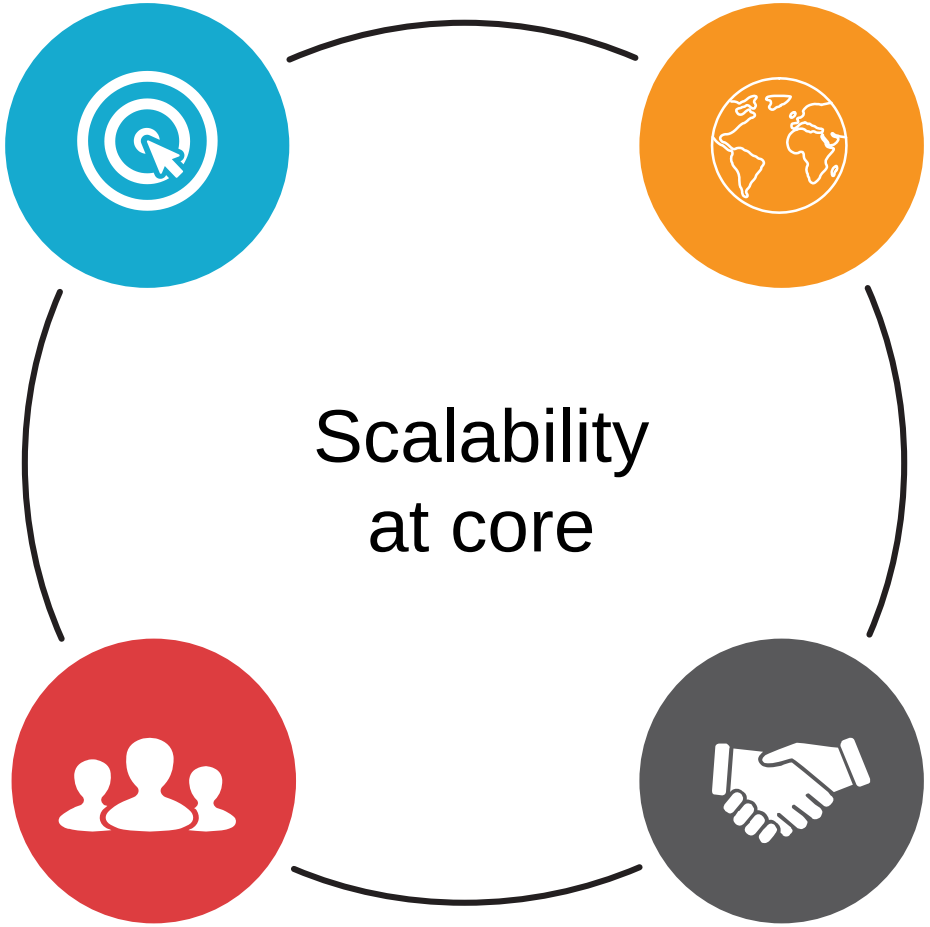
ROSIE’s scalability in a nutshell

Niche sectors

- Agri-tourism
- Wineries
- Brewries
- F&B



Global potential

- Destinations with similar characteristics

More users

- Destination managers
- Policy makers
- NGOs

Integrations

- Travel2Fit CPQ
- Partnerships

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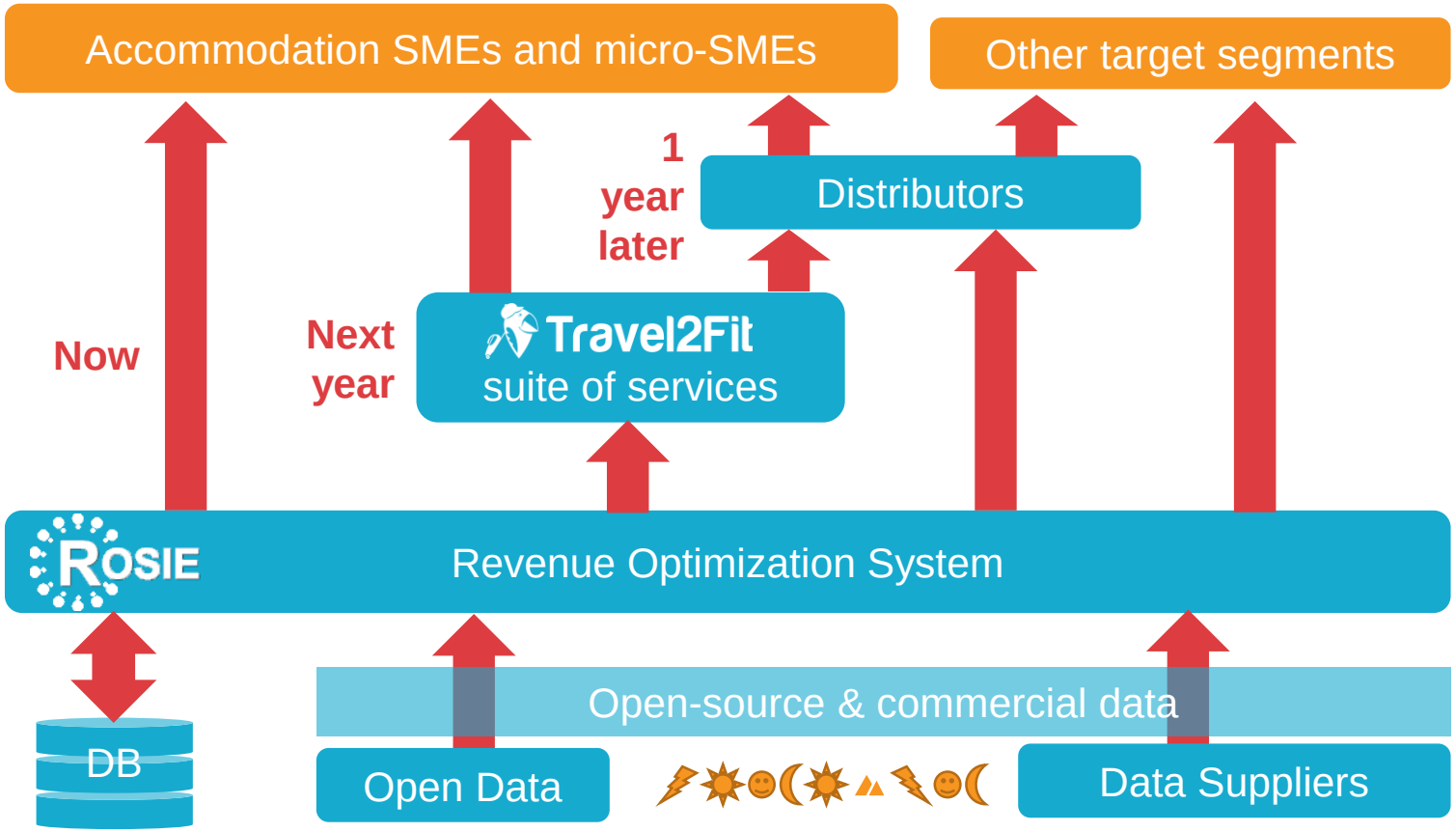
Business expansion and key actors



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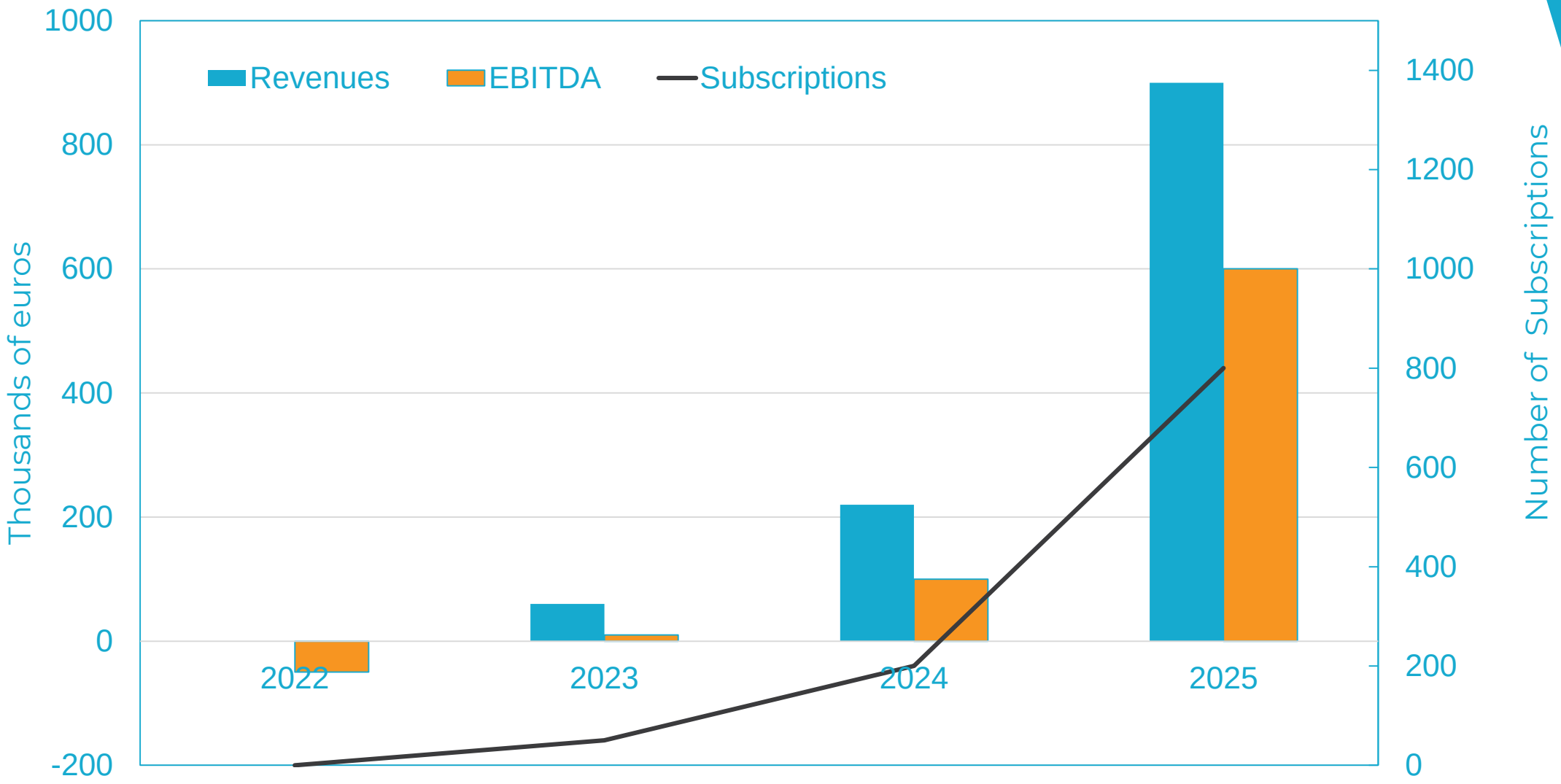
Financial projections



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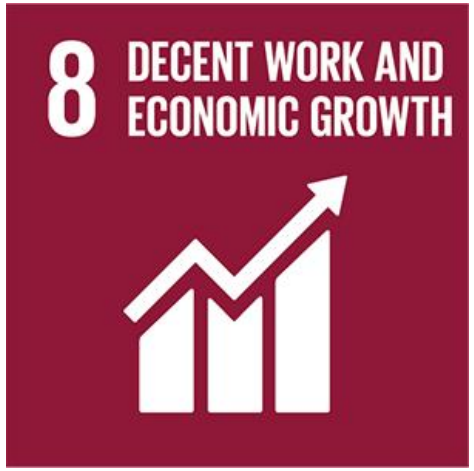
Impacting EU

SDG 4

We want the technology to be accessible and inclusive, so anyone can participate in tech.



SDG 8

We want to be profitable in a responsible and ethical way.

Sustainable travel tech

Digital transformation

ESG transformation

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High performance team in business and technology

Savvas Rogotis
Business Manager

- 10 years of exp., ICT **project management**
- **Fundraising** achievements in EU grants, **BDVF 2019** speaker
- Electrical & Computer Engineering, MBA,

Kostantinos Karalas
Product Manager

- 8 years of exp., **AI & Data Science**
- Team Lead in **commercial business software**
- Electrical & Computer Engineering, MSc, EMBA

Thanasis Manos
Technical Manager

- 20 years of exp., Senior **full-stack Software Engineer**
- Design & development of scalable information apps
- **Entrepreneurial exp**. (>500k euros in Kickstarter with Vesuvius Media)

Advisors

E. Exarchou (CEO Branding Greece)
M. Gatsou (General Director SETE)

H HOTELS
HELLENIC CHAMBER OF HOTELS

CAPSULE
TRAVEL & HOSPITALITY ACCELERATOR

egg
enter • grow • go

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Rapid growth since April with REACH

NEXT GENERATION DATA INCUBATOR

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ROSIE

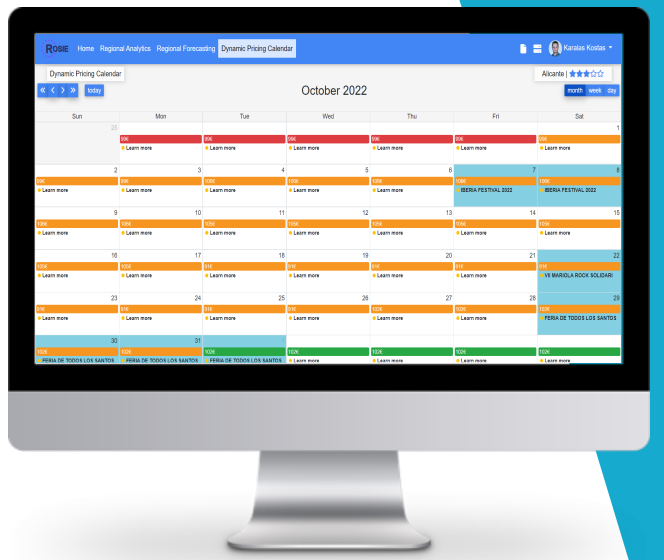
1 ROSIE in TRL6

4 Demo sessions with potential customers

280 New followers in social media platforms

6 Event attendances & networking

2 New team members added + 1 full time position



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From launch to scale with ROSIE

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Product Launch

- ROSIE product launch
- TRL7

2022

Market Penetration

- TRL9
- Seek funding
- Integrate Travel2Fit CPQ

2023

Scale

- Sign >1000 clients
- Expansion globally and in alternative markets
- Strategic partnerships (distributors, data providers)

2024-2025

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Funding can bridge the gap

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Robust & trusted MVP

- Cloud platform
- Market insights
- Regional analytics
- Dynamic pricing calendar

Technical & Business Dev.

- Advanced features (Events, Occupancy, Room types, Competitors info, Smart calendar)
- TRL increase
- Integrations & Data
- Marketing
- Participation in Events, Expos

Funding Opportunity

Travel2Fit

Thank you!

Savvas Rogotis

Business Development Manager & Co-founder

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