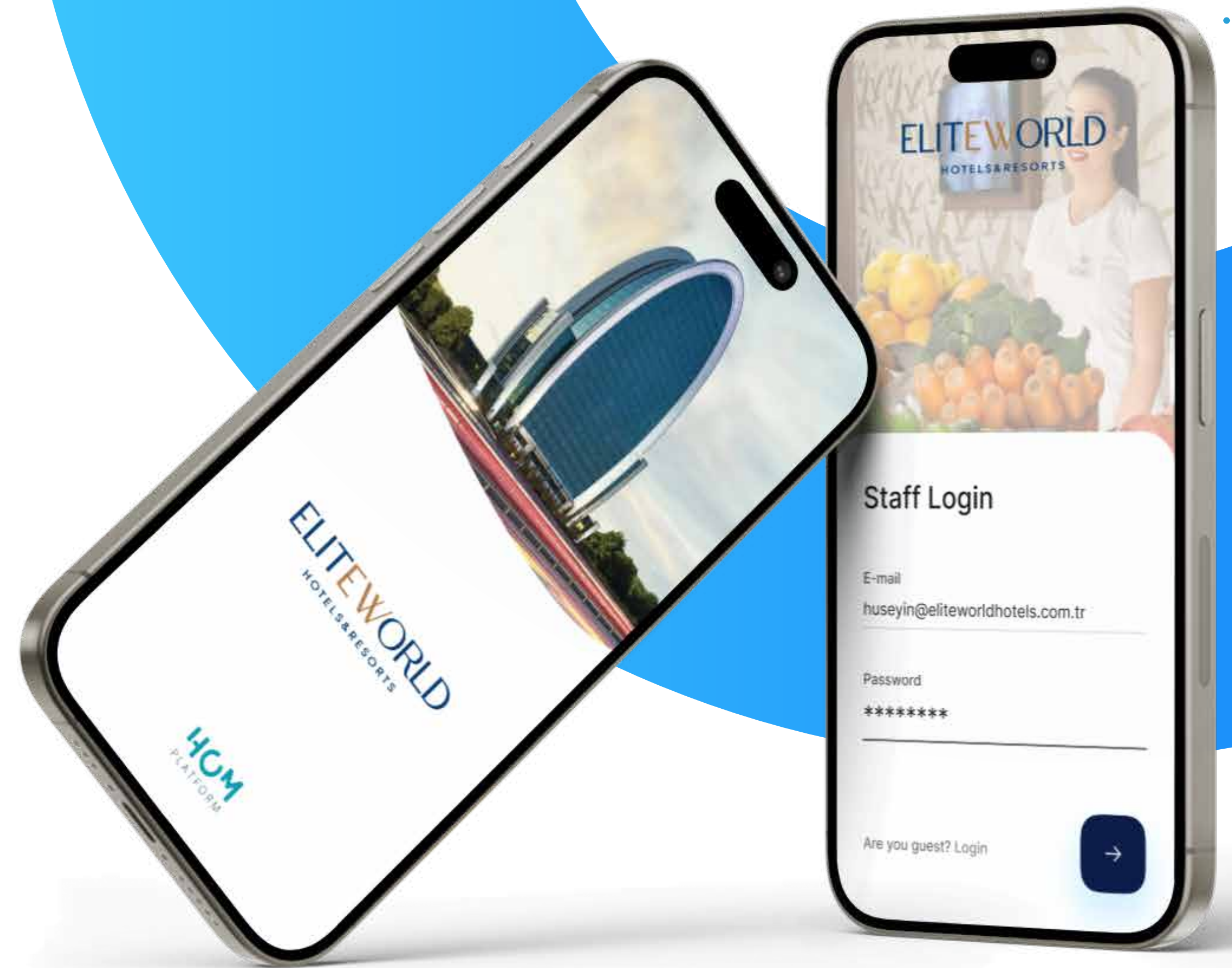




Hospitality Guest Experience Platform

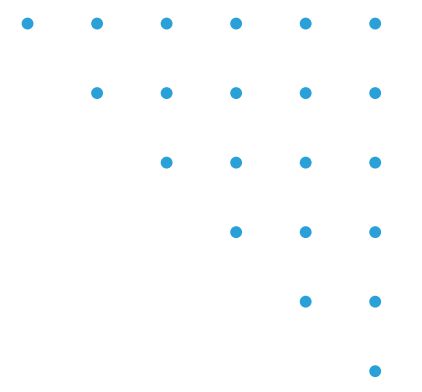
HOM PLATFORM meets all the needs of its guests to help hotels increase guest satisfaction and improve tracking.

 homplatform.com



STARTUP
ESTONIA

Problem



Problems in Communication

Domestic and foreign guests staying in hotels, in-room telephone requests are forgotten, delayed, not understood by language differences, wrong requests, etc. such problems.



Lack of Information

Poor in-room information, lack of language-speaking staff, in-hotel orientation problems and not being aware of events



Guest Dissatisfaction

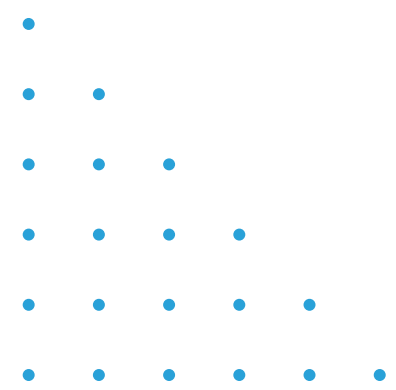
Dissatisfied guests due to the negativities experienced in the hotel during the limited holiday and accommodation periods

Why Today's Solutions Don't Work?



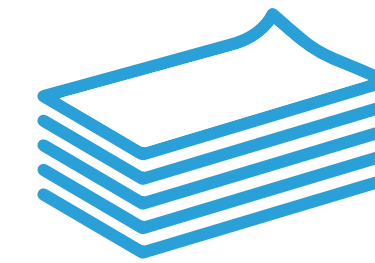
Language Problem

Due to the lack of multilingual staff in the demands of foreign guests, erroneous and false demands arise.



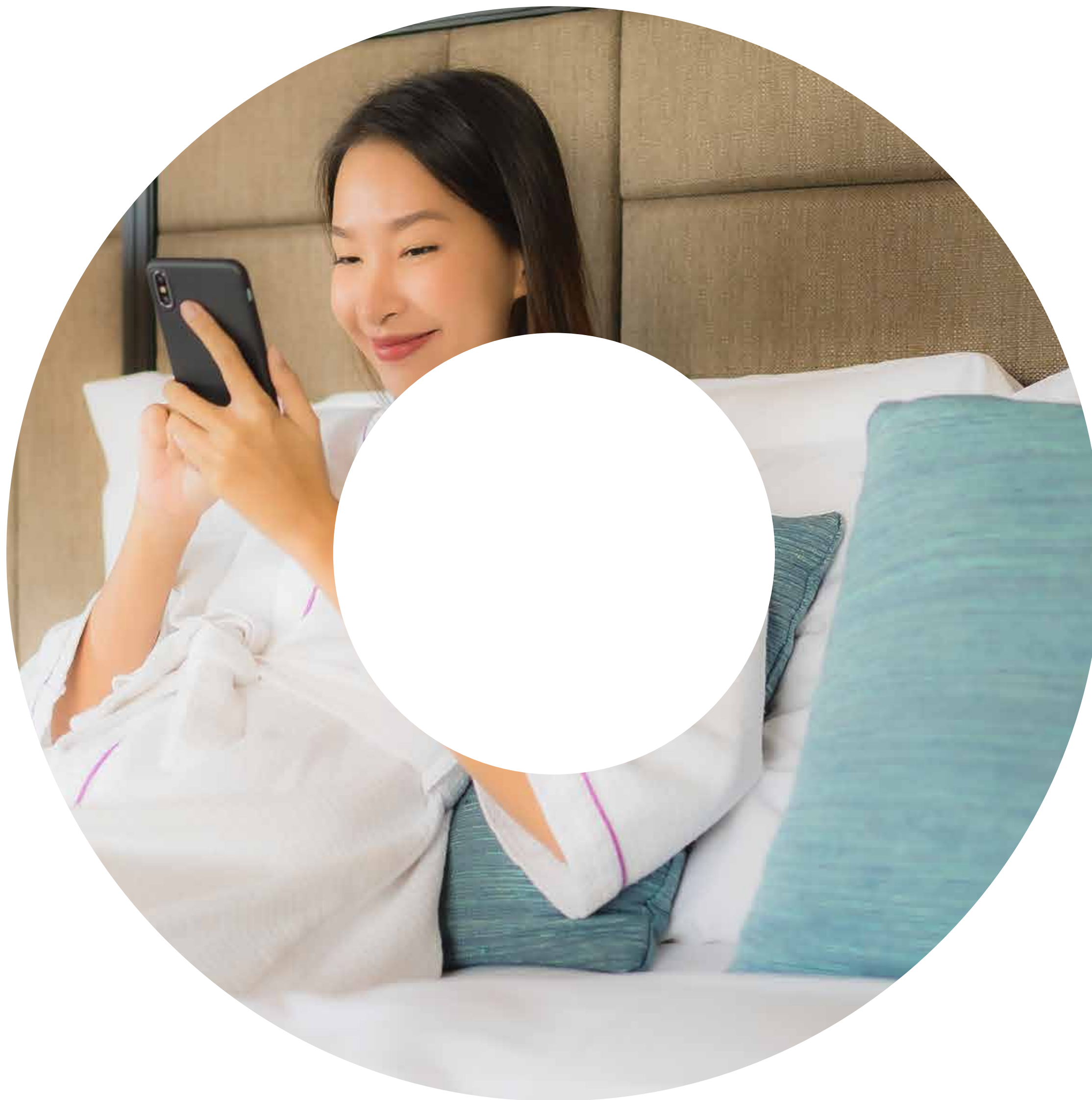
Operation Problems

Guest requests are conveyed to the reception via the in-room telephone. The reception communicates it to the relevant department via Whatsapp group.

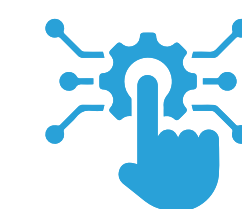
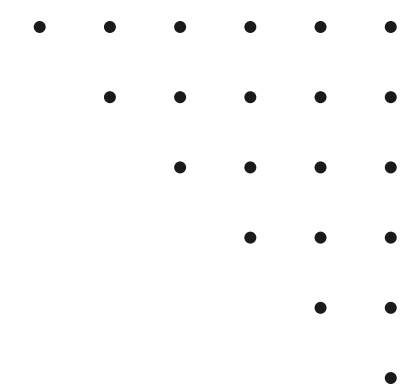


Waste of Paper

The need for constant updating of hotel and in-room printed materials creates a waste of paper and extra costs.



Solutions



Digital Department

All requests of the guests are transmitted digitally to the relevant departments via mobile, web or tablet.



Activity Notifications

The hotel's campaigns and events will be sent as a notification during your stay and can work in all languages.



City Guide

There is a City Guide category in the application. Eating and drinking, entertainment and cultural venues are listed in this category.

Product

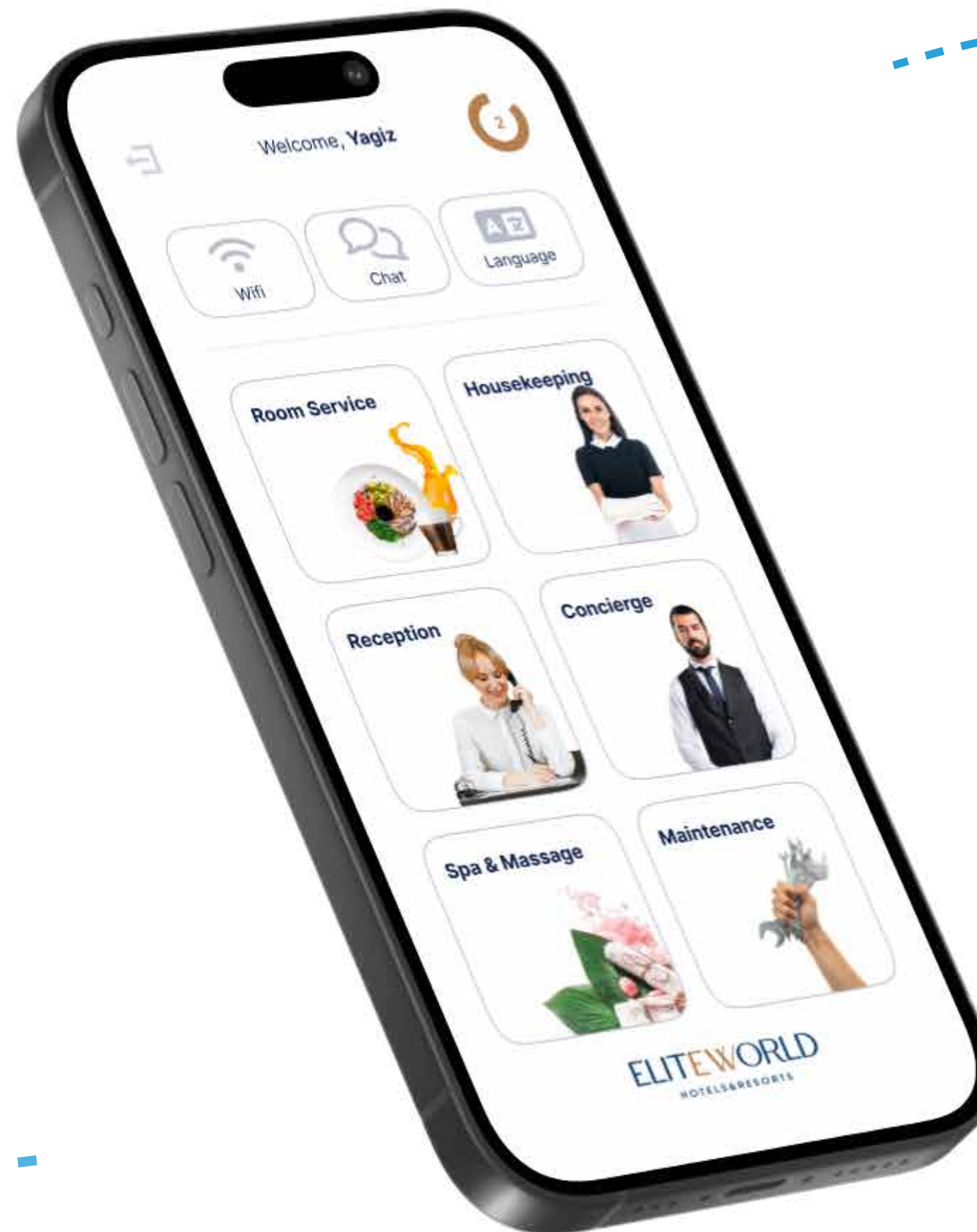
Guest Mobile App

From a Single App
Manage Comfort



Before Stay

- Mobile Check-In
- Digital Signature
- Transfer Services
- Room Upgrades



During Stay

- Service Reservation
- Digital Concierge
- Chat with the Reception
- Mobile Check-Out
- Room Service Requests
- Mid-Stay Surveys



Product

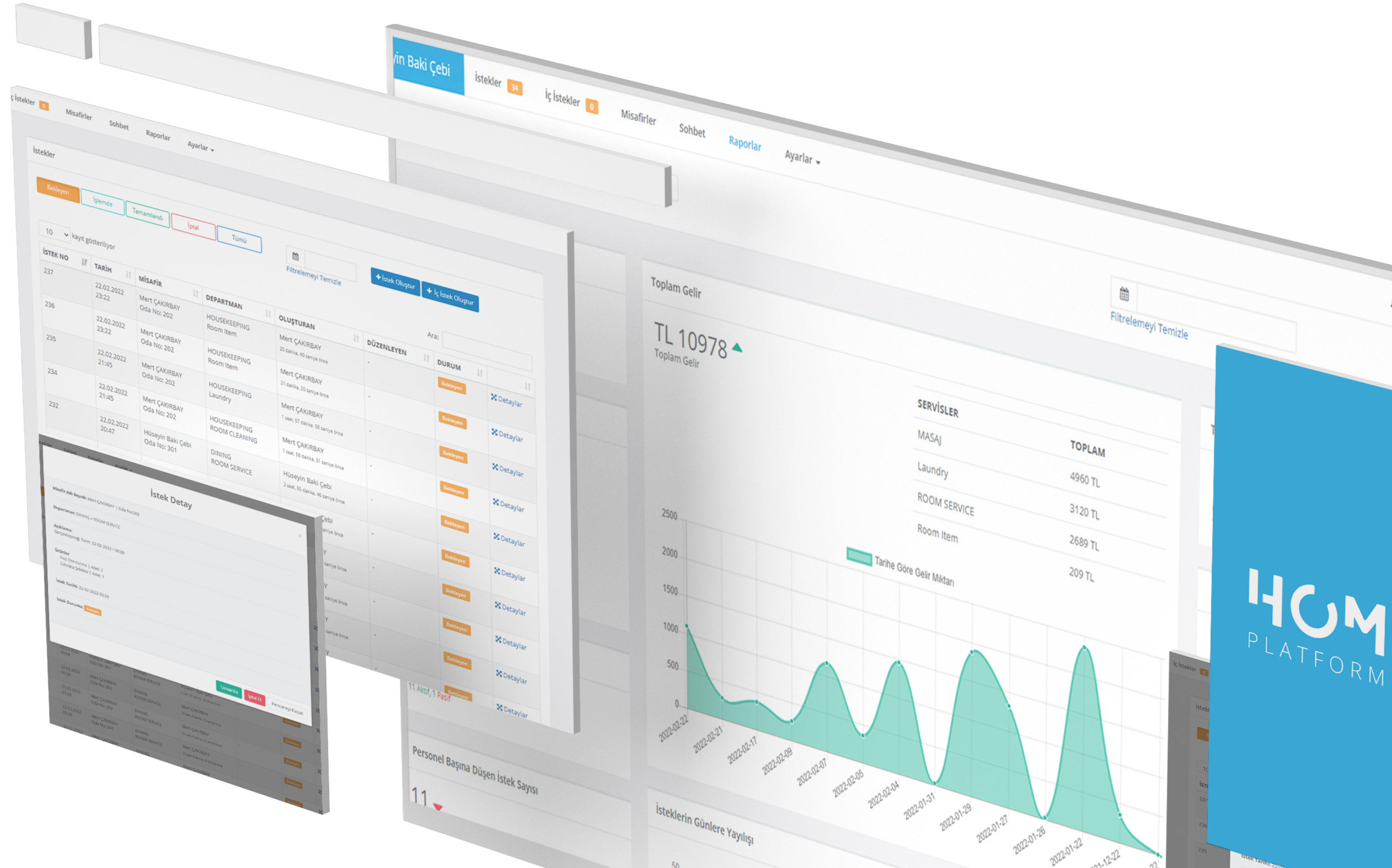
Reception Control Panel

Define and direct a task.
Analyze and report.

- Viewing Request Details
- Request Forwarding
- Request Status Monitoring
- Sending Notifications
- Chat with Guest
- Internal Request



Demo
Reception

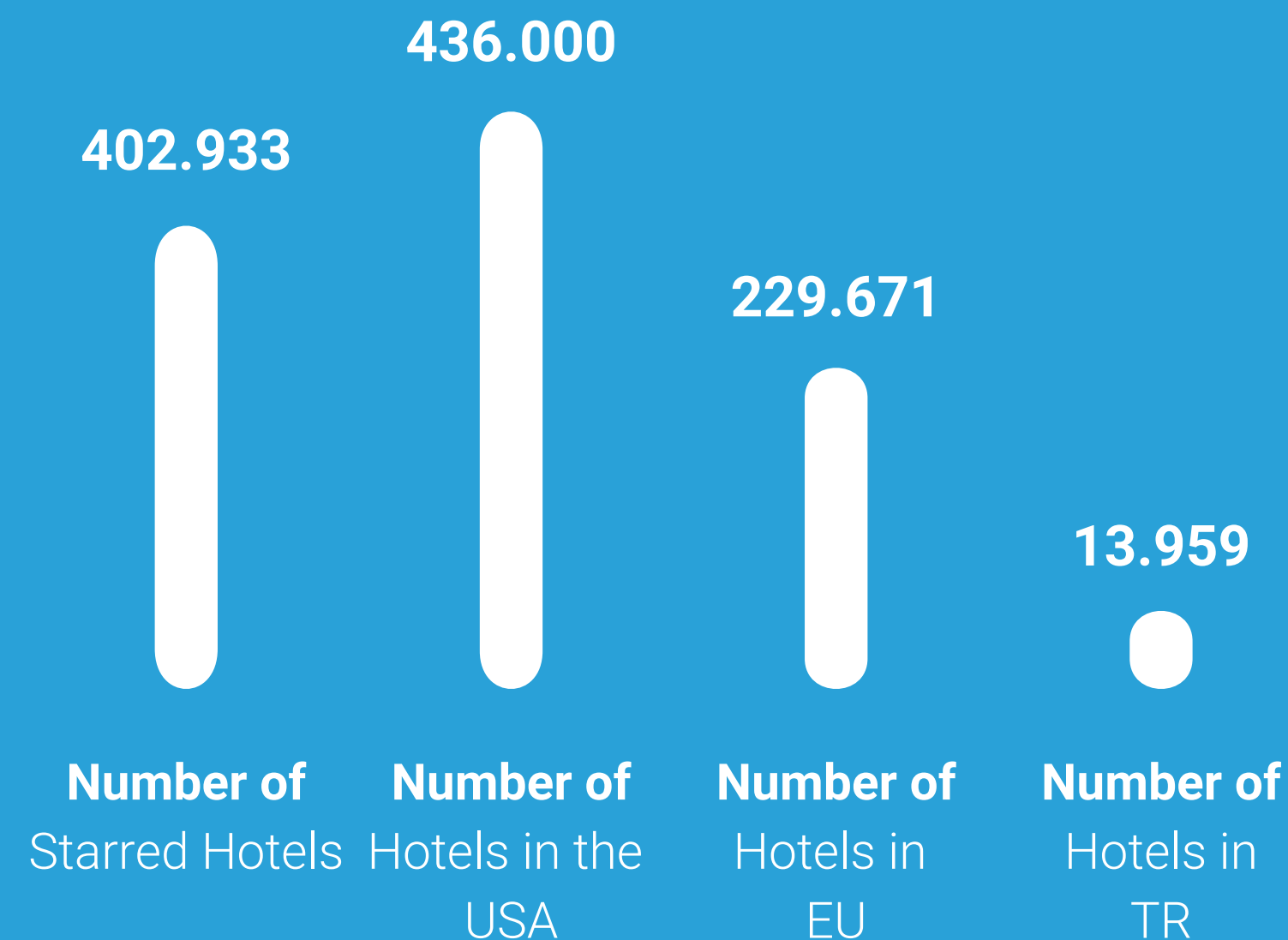


HOM
PLATFORM

Market

Total in the World Accommodation facility

1 Million 73 Thousand 500



In the Hotels market, the number of users is expected to amount to 1,333.00m users by 2027. In the Travel & Tourism market, 74% of total revenue will be generated through online sales by 2027.

Target Customer

3,4,5-star hotels with more than 35 rooms:
Resort Hotels, City Hotels, Local Hotel Chains,
Independent Hotels, Branded chains with franchises.

Bussiness Model

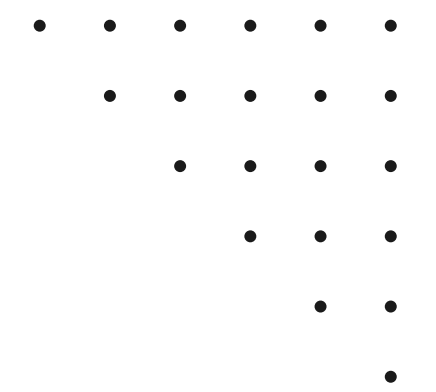
B2B SaaS TravelTech

We invoice hotel businesses on a monthly basis, starting from €3.9 per room * number of rooms. Free for users.

Sales Target (Based on Basic & Standard Package)

SALES	FIRST	SECOND	THIRD
(35 Rooms)	10 Hotel € 16.380	20 Hotel € 39.312	45 Hotel € 103.950
(50 Rooms)	10 Hotel € 23.400	30 Hotel € 84.240	75 Hotel € 247.500
(75 Rooms)	20 Hotel € 160.200	40 Hotel € 384.480	90 Hotel € 1.009.260
(100 Rooms)	25 Hotel € 267.000	60 Hotel € 768.960	150 Hotel € 2.242.800
(200 Rooms)	35 Hotel € 747.600	75 Hotel € 1.922.400	230 Hotel € 6.877.920
TOTAL	€1.214.580	€3.199.392	€10.481.430

Competitors



Actabl.

A US-based Series B startup.

Plays an active role in its region

Approximately 2000+ The hotel seems to have customers.

It can be said that it is the market leader. Startup previous name was Alice. **actabl.com**

Duve

An Series A Startup based in Israel.

A good player but cannot be said to be the market leader.

Duve, like other competitors, publishes separate applications for each hotel.

duve.com

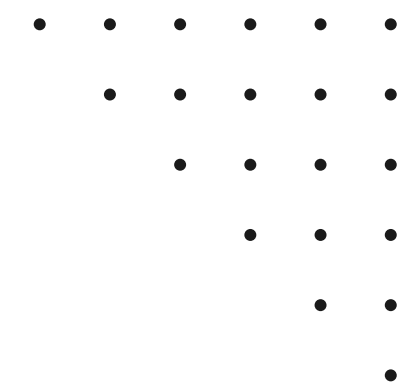
Why Better?



HOM PLATFORM aims to gather all hotels in a single application and to offer similar service better. The reason is to get rid of the extra publishing, updating, design and technical support efforts for each hotel.

1. Being able to work in integration with hotel crm software,
2. Its pricing is more affordable and easily accessible than its competitors,
3. Being the only application that provides service before and after the accommodation with its room reservation feature,
4. Being the only application in its field that includes the City Guide,

Traction



- Participated in important tourism fairs.
- Meetings with industry stakeholders.
- Completed Alpha and Beta tests,
- Published and installed our demo hotel in the app stores.
- Live training and presentations for hotel staff,
- Integrated it with Turkey's largest CRM software, **Elektra Web**,
- Received invitation from the **Estonia Startup Committee**,
- Accepted to the **FiCore** Estonia – Nordics Spring 2024 cohort!

RODOSTO/HOTEL


AVANTGARDE
COLLECTION

elektraweb 
Hotel Management Software

 FOUNDER
INSTITUTE

STARTUP
ESTONIA

Team

Hüseyin Baki ÇEBİ

CEO, Designer

He is (CEO) is a graduate of the Faculty of Fine Arts, Graphic Design. (11 years of entrepreneurship) 70% equity stake



Mert ÇAKIRBAY

Co-Founder, Full Stack Developer

He is Co-Founder (CTO) is a Computer Programming graduate. (12 years experience) 20% equity stake



Gamze SINIR

Product Manager

She is a Computer Programming graduate. (5 years product management experience.)



Yağız SONKAYA

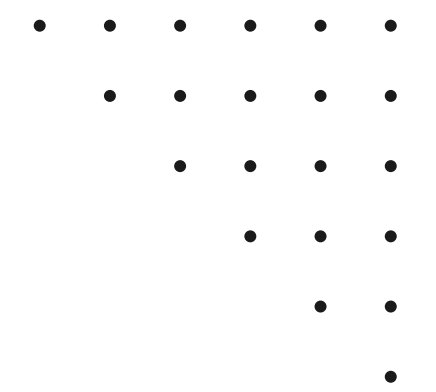
Co-Founder, Front-End Developer

He is a Computer Programming graduate. (15 years endustry experience.) 10% equity stake



Investment

We are seeking a pre-seed investment of €450,000 for HOM PLATFORM at a €3 Million Valuation.



€450K

ANGEL ROUND

20K

ROOMS

€1.214.580

REVENUE OVER 12 MONTHS

Contact

HOM PLATFORM BİLGİ TEKNOLOJİLERİ OÜ

Harju maakond, Kesklinna linnaosa,
Ahtri tn 12, Tallinn, Estonia

Contact Us —

+372 5422 0827 homplatform.com

info@homplatform.com



View in [dealum](#)

crunchbase



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