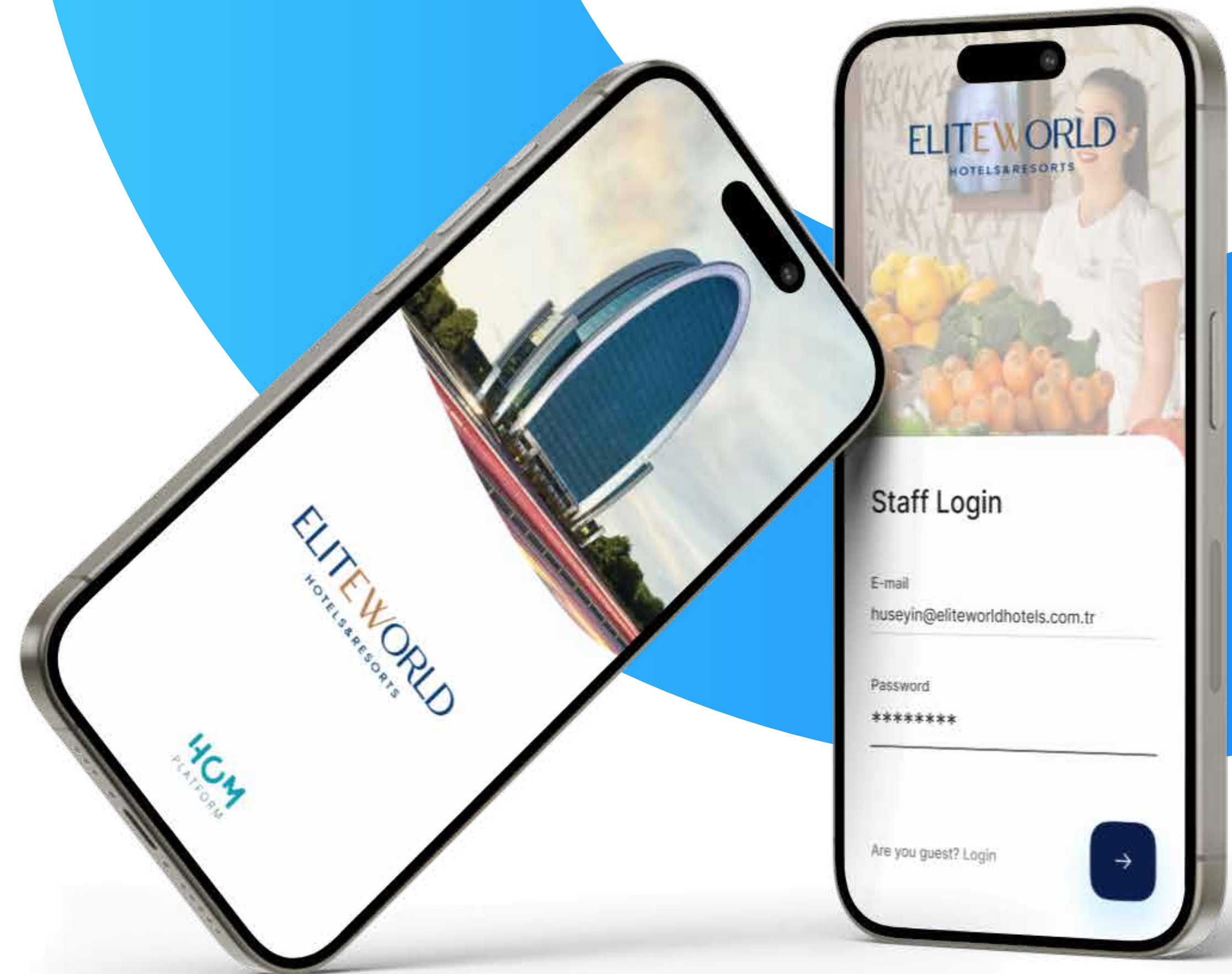# HOM
PLATFORM

Hospitality Guest
Experience Platform

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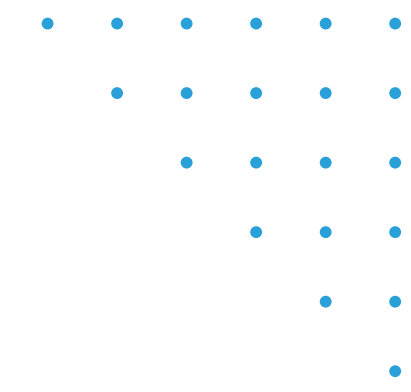
homplatform.com

FOUNDER INSTITUTE

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
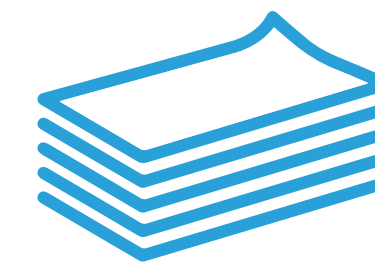
Why Today's Solutions
Don't Work?

Language Problem

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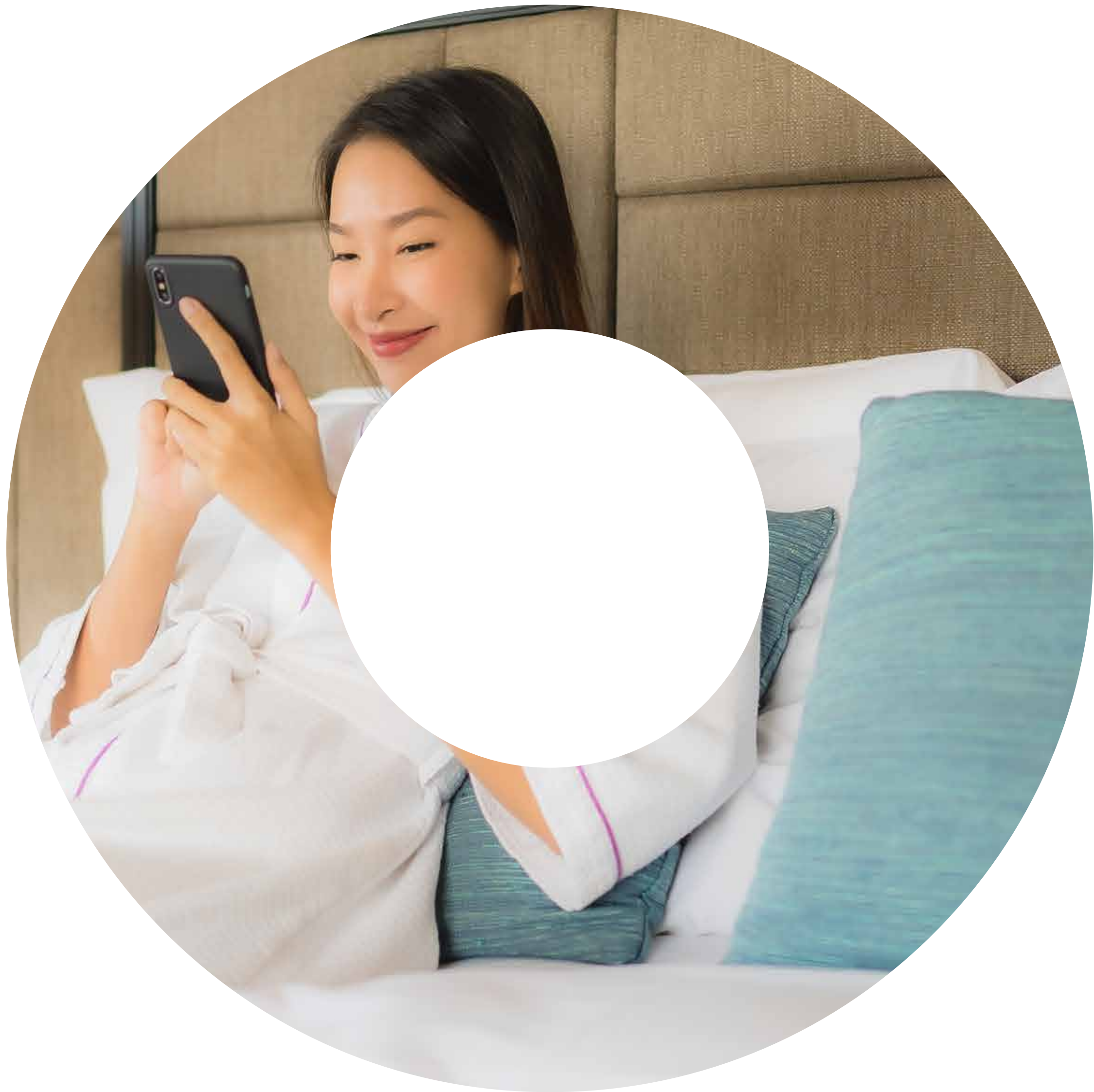
Operation Problems

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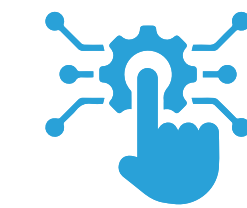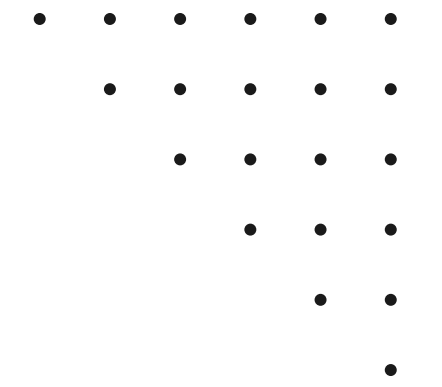
Waste of Paper

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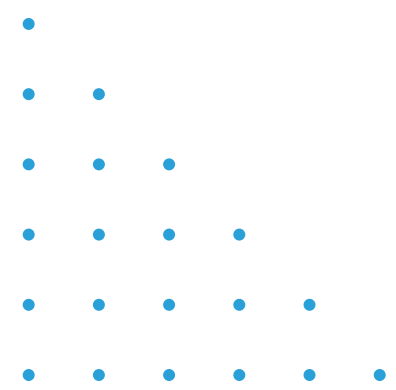
Solutions

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
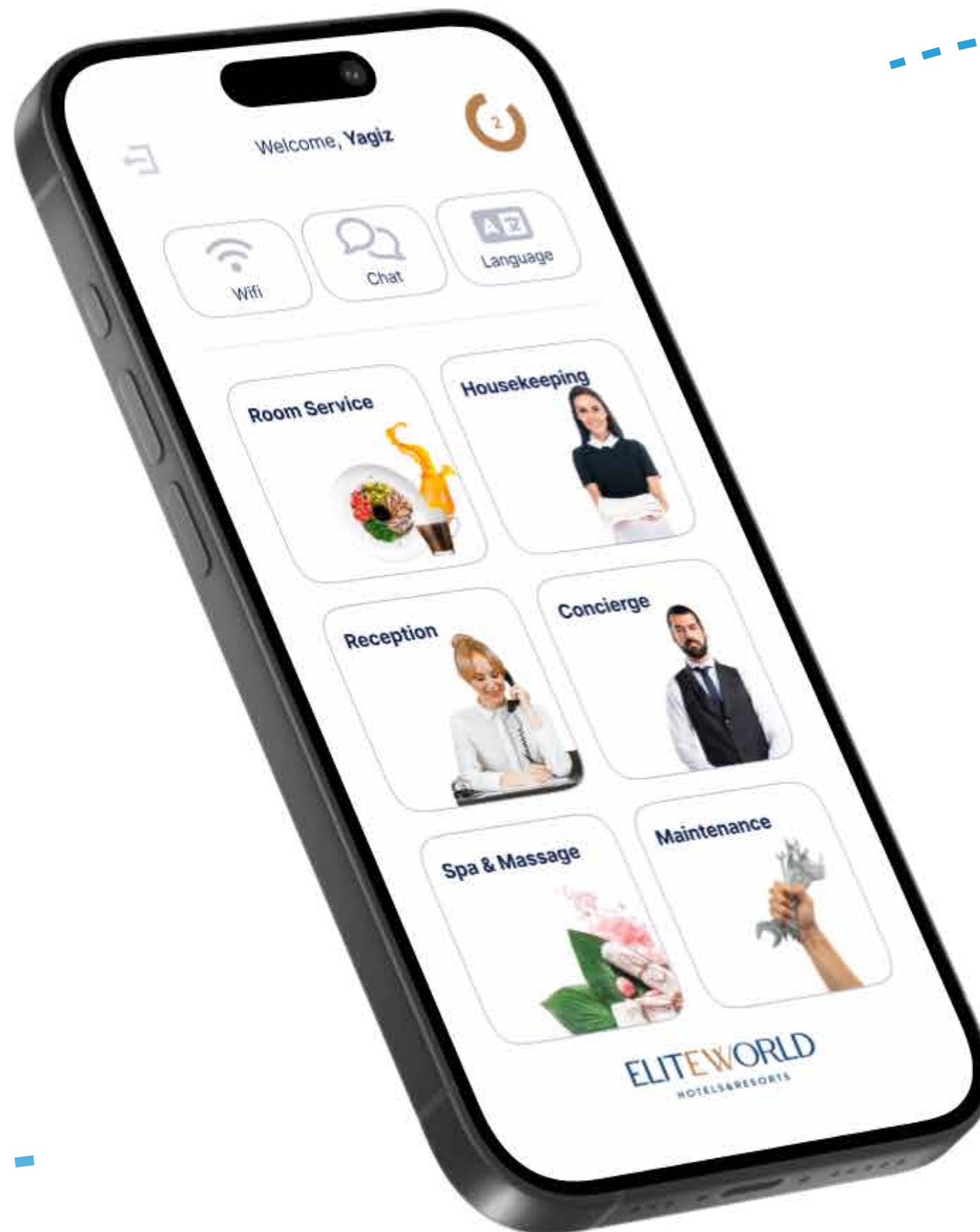
During Stay

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

Welcome, Yagiz

Wifi | Chat | Language

Room Service | Housekeeping

Reception | Concierge

Spa & Massage | Maintenance

ELITEWORLD
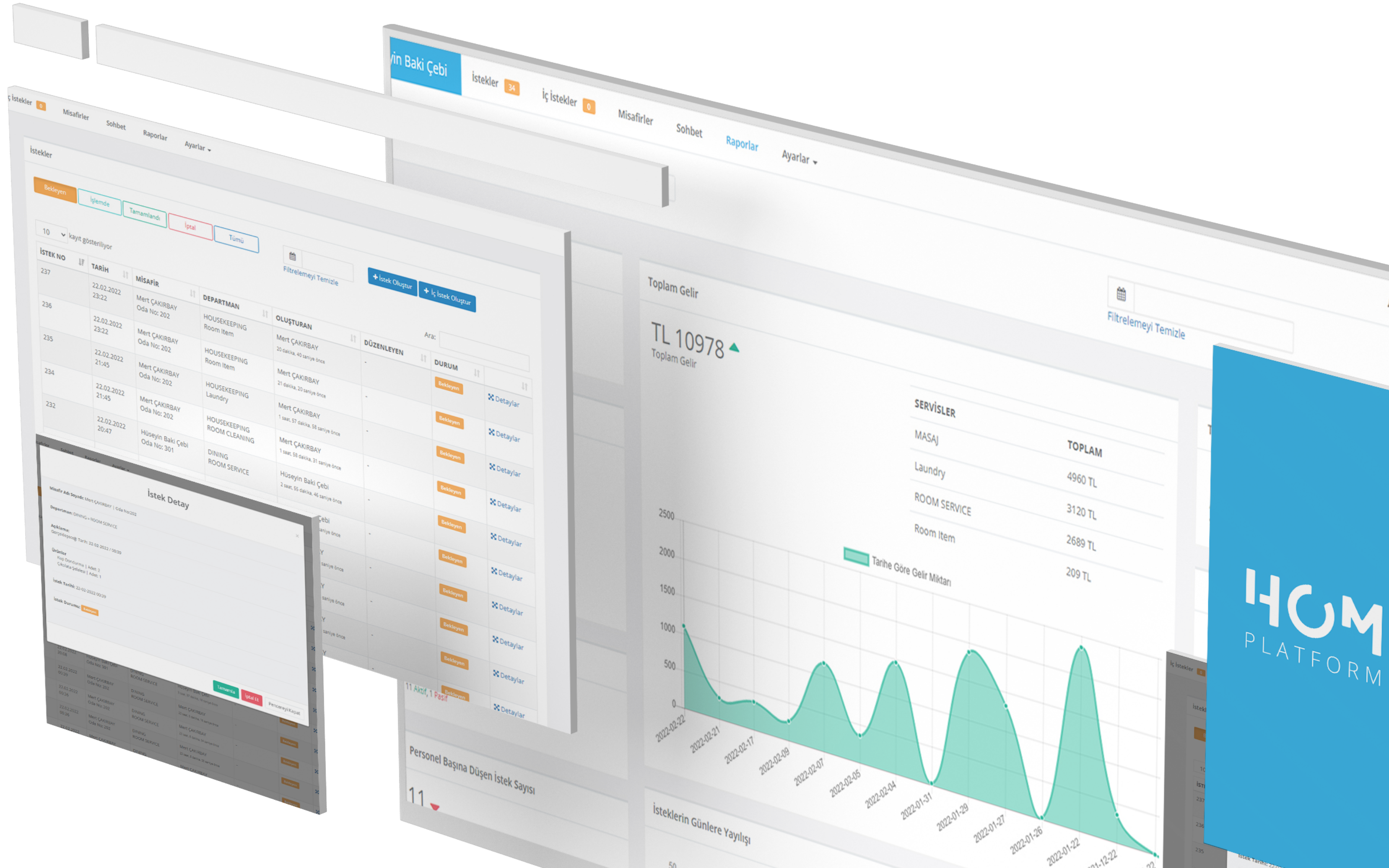HOTELS&RESORTS

GET IT ON
Google Play

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
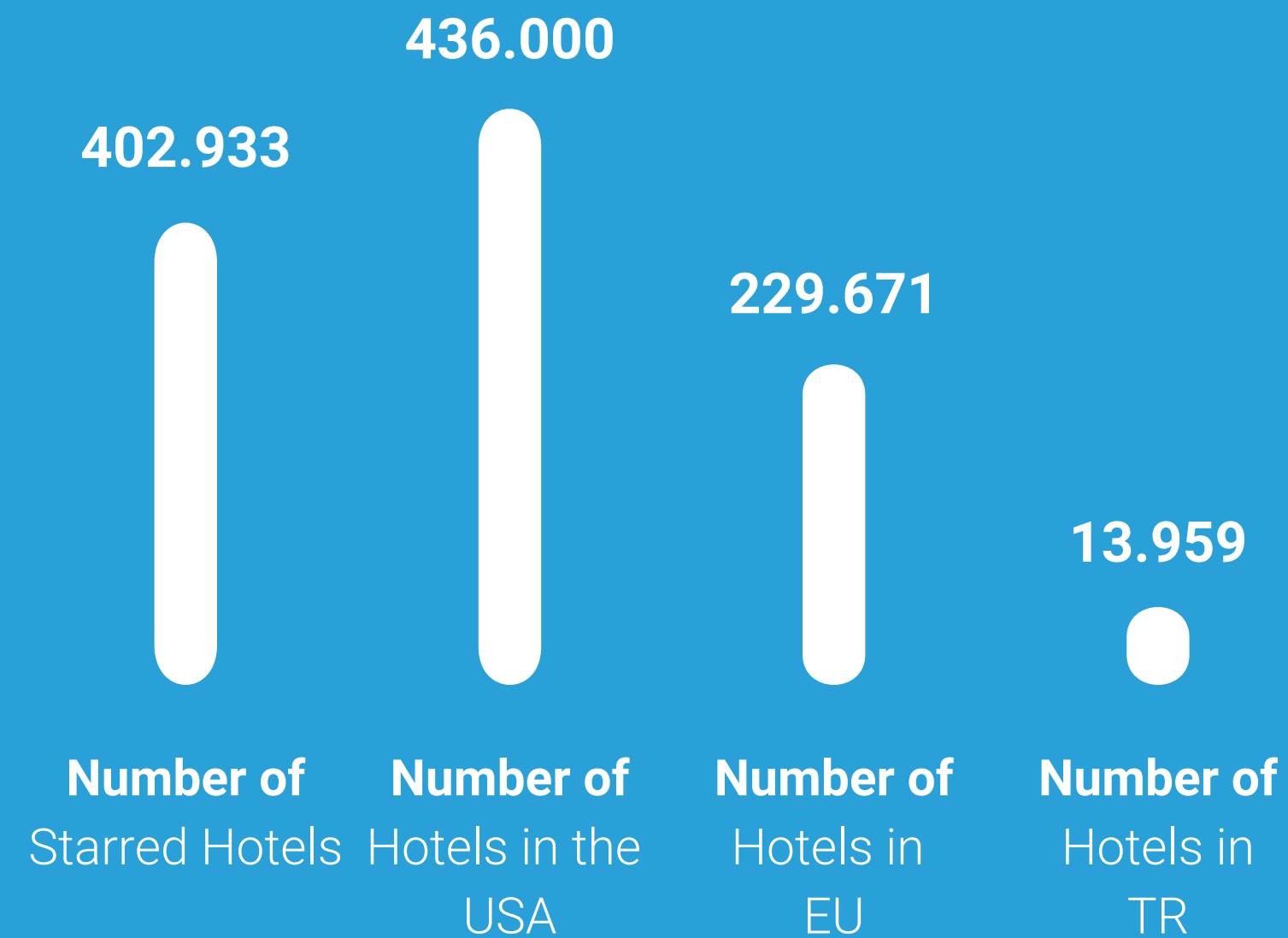- Internal Request

Demo
Reception

Market

Total in the World
Accommodation facility
———
1 Million 73 Thousand 500

436.000

402.933

229.671

13.959

Number of
Starred Hotels

Number of
Hotels in the
USA

Number of
Hotels in
EU

Number of
Hotels in
TR

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
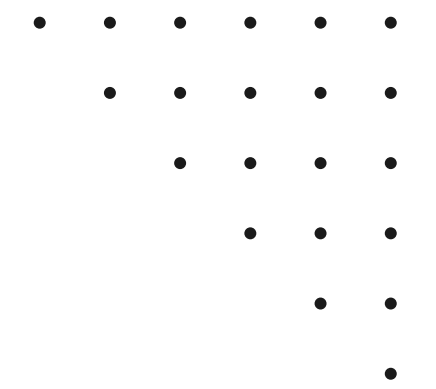
Actabl.

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
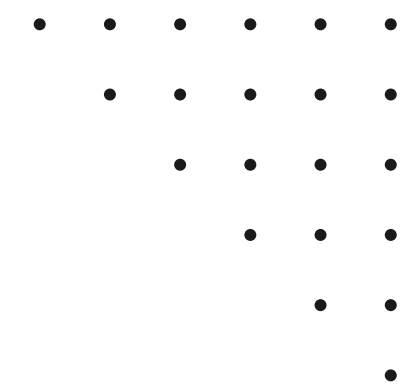
- Participated in important tourism fairs.
- Meetings with industry stakeholders.
- Completed Alpa and Beta tests,
- Published and installed our demo hotel in the app stores.
- Live training and presentations for hotel staff,
- Integrated it with Turkey's largest CRM software, **Elektra Web**,
- Received 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
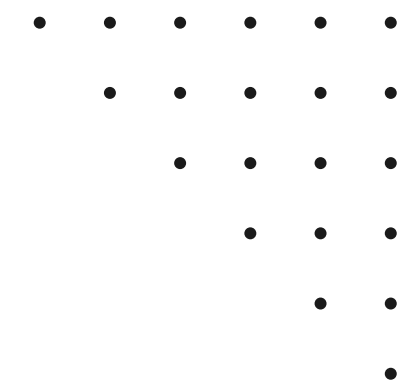experience.)

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

crunchbase

FOUNDER INSTITUTE

STARTUP ESTONIA