

# Roadmap

2023 winter and spring



Good things  
are in store  
for the year  
ahead

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# 01 Review of 2022 fall and winter Product updates

Planning for 2022 was challenging for everyone in the hospitality industry, whether you were a hotelier, a vendor, or even a traveler. Thankfully, Covid-19 cases decreased and despite highly contagious new strains, health effects weren't as severe. As a result, restrictions loosened and people began traveling again.

With an eye to helping hoteliers drive revenue, we focused on these big themes in 2022:

Airbnb data

PickUp-based pricing

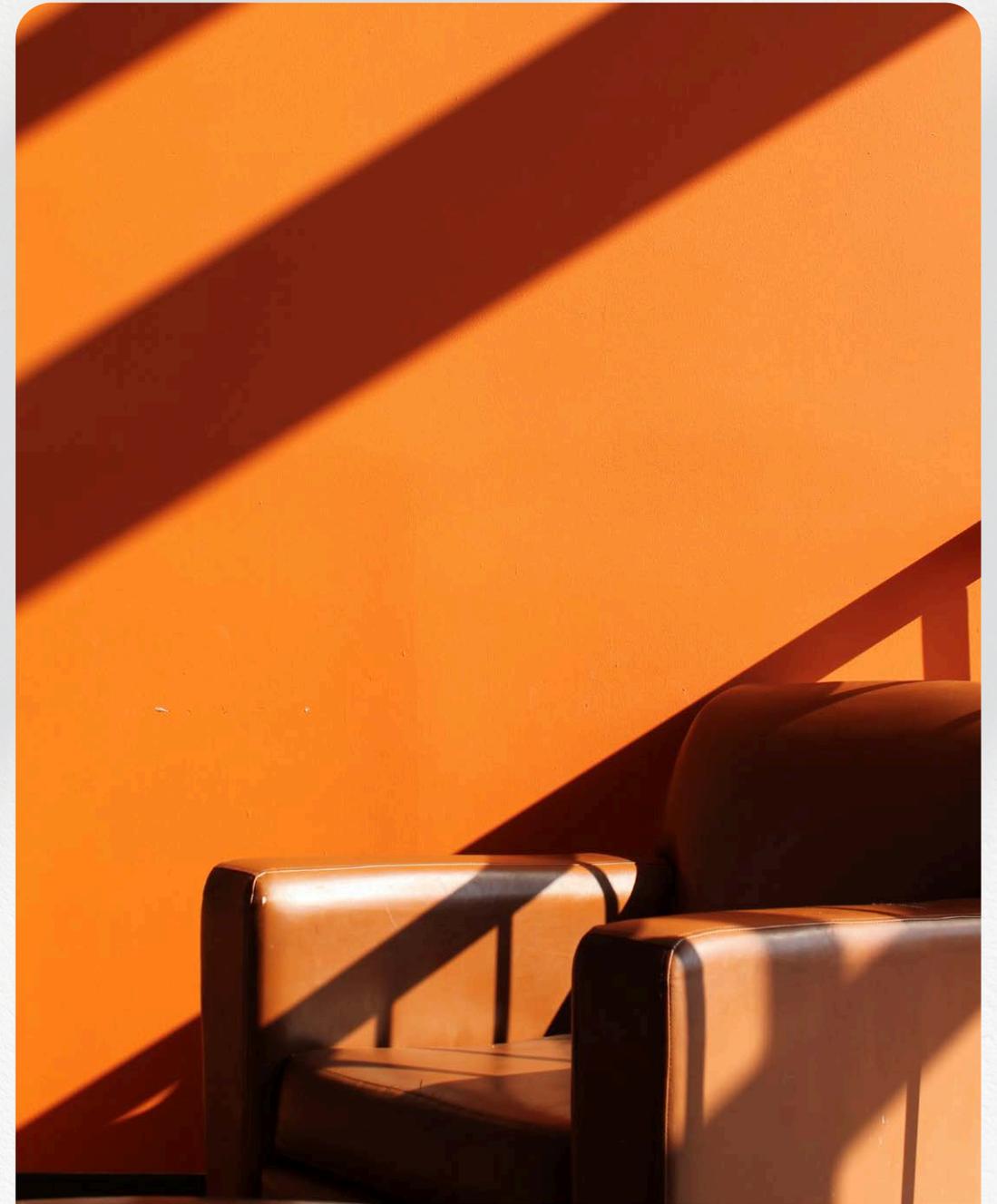
18 Months pricing

Closed rooms

Integrations

Bulk edit

Support



# 01.1 Big themes

## Leveraging AirBnB prices and occupancy

Because many hotels, especially smaller ones, are also competing with vacation rentals, we now reflect AirBnB prices and occupancy in our market prices.

## 18 Months pricing

Because many hotels offer availability more than one year ahead, we now provide pricing up to 18 months in the future.

## PickUp-Based pricing

We now examine your rates and how many bookings you get at those rates to better estimate what you should charge in the future. Our algorithm now improves pricing for:

- High pickup days
- Locations where the competition is less relevant

## Closed rooms pricing

To save you time, we now automatically detect rooms that you have closed in the PMS so you don't need to manually close them in RoomPriceGenie.

# 01.2 Other functionality and improvements

## New integrations

In 2022 we released 18 new PMS and channel manager integrations connecting RoomPriceGenie to more systems that hoteliers use.

With plans to develop more integrations to systems hoteliers use.

## Bulk adjustments via click & drag

Easy click & drag functionality to make bulk changes to rates over select periods.

Save time by not having to individually select dates to adjust rates.

## RoomPriceGenie knowledge base

In-app help desk is your central place to find articles, tips and tricks and walkthroughs.

Have a question?  
Easily submit a support ticket and our best-in-class support team will get right back to you.

02

# 2023 A look ahead

While travel and business picked up in 2022, we know that you're still facing challenges in the year ahead, including inflation pressures, staff shortages and the rising cost of utilities.

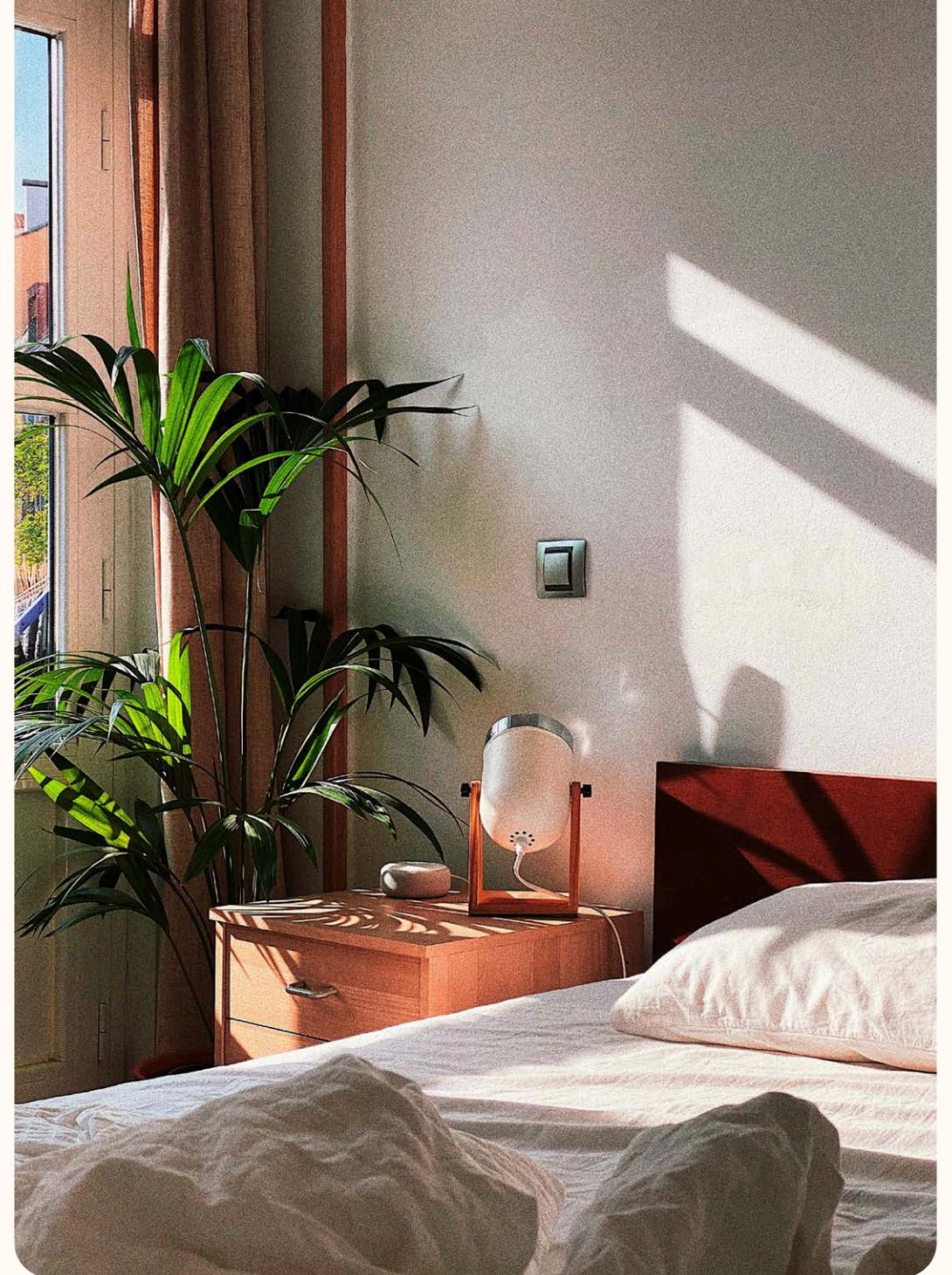
As a partner that's committed to helping you drive revenue, we are constantly gathering and analyzing your feedback and performance to understand trends and ensure that we're always innovating in ways that will help you make more money.

In the first half of 2023, we will be focused on:

Upgrading the user experience to ensure it's easy and intuitive for anyone to use

Launching automated analytics and reporting so you can see and understand your performance at a glance

Developing a new pro tier of service, for hoteliers that want more sophisticated support and features



# 02.1 At glance hotel performance dashboards

New Dashboards will include:

## Scheduled reports

The ability to automatically get the most critical reporting delivered to your inbox.

You can customize Scheduled report delivery and the time horizon to get the most relevant information delivered for your property.

## KPIs including/ excluding tax and services

Toggle between 4 options for measuring revenue.

Because managers have different ways they like to measure performance, we now provide the option to include or exclude taxes and additional guest expenditure.

## Budget & revenue forecast

Set a budget and monitor how our forecast tracks your budget over time.

The addition of a forecast helps both for planning and for understanding performance so far.

## Pickup analysis & booking curve

More flexibility for you to analyze your recent bookings against last year's equivalent.

This analysis gives faster feedback on any changes in the market and enables better decision making.

## Segmentation

RoomPriceGenie can read tags on reservations from the PMS to segment bookings into different groups (eg corporate or wedding group).

These segments can be used for better pricing and more targeted analysis.

# 02.2 Upgrading the user experience

New UI includes:

## New, intuitive price calendar

Fewer clicks and windows to get to what you really want to see.

Easy color indication to see pricing strategy per day.

## New dashboard look

Easier one page overview to track your property's success.

Most important KPIs in one glance.

## Calendar as list view

See all events per day in a list format.

Better view into the data with fewer clicks.

## Rate evolution

Rate evolution will show you rate development of the last 30 days. Increases transparency to understand how rates developed.

We are showing the value of dynamic pricing.



## 02.3 Insightful reporting (analytics reporting)

New reporting includes

### Room Type Analytics

- We break down and analyze KPIs by room type - eg Doubles vs Singles
- Enables better decision-making about the pricing differentials between room types

### Weekday Analytics

- We break down and analyze KPIs by day of the week
- Insight provides better weekday adjustments for optimal pricing

### Segment Analytics

- We break down and analyze KPIs by segment
- Insights into different segments provides better decision-making about how to price and even whether to keep certain segments

### Channel Analytics

- We break down and analyze KPIs by channel
- Insight allows better estimation of channel costs and cancellation rates to optimise channel strategy and overbooking potential

## 02.4 Other product improvements

### Per person pricing

Allow to change the per person pricing on a daily basis via bulk edit.

### Set aggressiveness per day

At the moment you can set aggressiveness for weekdays or weekend. With this feature you can set it on a daily basis via bulk edit.

### Median booking window

Currently you can set median booking window in general. With this feature you can set it on a daily basis via bulk edit.

## New integrations

### Cloudbeds PMS

Cloudbeds is a cloud-based, integrated platform that offers an all in one PMS solution.

Learn more at [www.cloudbeds.com](http://www.cloudbeds.com)

### SabeeApp

SabeeApp offers a user-friendly and highly customisable property management solution for hotels, hostels and apartment rentals.

Learn more at [www.sabeeapp.com](http://www.sabeeapp.com)

### WinCloud

Wincloud PMS software helps hotels with a modular, scalable, and fully integrated system to work smarter and more efficiently.

Learn more at [www.wincloudpms.com](http://www.wincloudpms.com)

Learn more at  
**roompricegenie.com**

We deliver the information in this product roadmap to update you about our product development plans.

This document indicates the direction we are developing our product and is for general information only. This roadmap is not a commitment to deliver specific functionality, product features or functionality. The timeline and exact details of the features or functionality remain at the sole discretion of RoomPriceGenie and should not be relied upon in purchasing decisions. Certain features or functionality might differ per product tier plus these are pending integration and might not be available for all connected systems.

