



Why Booking Ninjas?

Booking Ninjas consists of a moderate size team and while this may seem as a disadvantage mentioning it here, our reason as to why it will be beneficial is as follows:

- Fast assistance and solutions to any problems
- Dedicated team for your account
- Our relationship goes way beyond a contract, we pay special attention to our clients and regularly check up on you
- We do not stop at implementation, we grow with you. We will make sure you are the first to try the latest technology when it first hits the market
- We will communicate best ways for penetration and differentiation

Furthermore, our platform is vastly **adaptable to different country fiscal rules and procedures, tailored integrations, setups, regulations and languages**. This means that your specifics can and will be taken into consideration when we create your personalized Booking Ninjas platform. Designing our platform according to your needs does not take weeks or months, it only takes a matter of hours or days depending on the configuration.

We are based in Miami, Florida, however this does not mean that our roots are only limited within this radius. Since we are a platform based on cloud computing and Artificial Intelligence, maintenance and updates could be done while you work on the platform with the least interruption, meaning you will be the owner of a 24/7 platform which would guarantee to be online at all times unless there is a technical failure which would be resolved at the earliest as possible. (trust.salesforce.com)

Our Integration possibilities have no limits. Find over a thousand application integrations on AppExchange which would make your Booking Ninjas platform even more efficient and useful not only in one department but across your entire organization in addition to other salesforce clouds, eg:- Marketing, Service and Analytics. We guarantee you will not be hitting a dead end or a temporary road block as our App combinations are countless.

We understand that you may think that the hassle of onboarding, data transfer would be unbearable and time consuming when it means a new system implementation. On top of all that, a new system would mean that all data records and information will need to be accurately imported into the new system as priority and flawlessly with no errors,.

We use a sandbox account for the process, which means you are able to check on regular progress about the implementation. Furthermore you will not have disruptions while setting up as it would be done parallelly to the system running.

Not to worry, we take care of all that. We understand your need for fast implementation. Our best practices, methods, and tools allows us to upload all your data to the cloud and link it to the system in the most efficient, scalable and robust way. Therefore we would have a high level of accuracy with no roadblocks.

We carry out thorough training with your staff or your main system users. We teach everything from the beginning to the end and make sure whoever being trained are experts in this system. We are a major library of information and resources.

WE ARE THE FIRST OF OUR KIND TO ADOPT TO THE LATEST TRENDS IN THE MARKET

You might have heard about AI all around the world and seen AI workshops at conventions or exhibitions. But we have implemented AI onto our platform already and are continuing to bring in the latest technology into our platform.

Yes, by that we mean we actually are the first to integrate the future to the present today. Artificial Intelligence is something that is being treated as a new finding across all industries, which helps achieve the impossible. AI is perceived as replacing human labor and is been feared by most industries at the moment. But the truth is that AI makes us more productive and lets us focus on more important tasks and jobs which would improve your staff's effectiveness.

Identifying guest insights and interests in the most possible detailed would be a major differentiator and would help personalising guest experience like never before. We are talking about the most minor detail such as the guest's favorite drink and how he/she likes it. If you are able to hand his/her favorite drink just the way he/she likes it no matter what property he/she enters into in your chain, that would be a service which he/she would appreciate and wouldn't have experienced before. This is what gaining competitive advantage would mean.

Our Artificial Intelligence arm is known as Einstein AI and has been developed to identify guest insights, preferences, expectations and other gaps simply by entering their information into our platform. Another common doubt which would arise would be how information analysis would be a mode of competitor analysis. The answer to that would be that data is becoming to be known as the currency today. Nothing more is more valuable than identifying differentiation factors and getting more out of your data than ever known to be possible. This is the first step and the most important initiative to gaining competitive advantage.

We implement Booking Ninjas based on a three step approach

Without jumping straight into conclusions or results, we will be building a strong foundation which would guarantee steady results and change.

- **Walk (0-6 months):**

The initial stage of implementation where data would be backed up and uploaded on to the cloud system. Followed by platform adaptations according to your specific requirements and state/regional/country regulations. This stage would be followed by training support and onboarding to familiarize with the new features. However, our platform is mostly self-taught, for an instance, even an infant could learn fast to learn a smartphone, just like Booking Ninjas. A little bit of experience would help

- **Run (6-12 months):**

After implementation, it would require us to pick up the speed and start building awareness to your guests and staff, enjoy watching the results and make small touch ups to perfect workflow and other small details to run most efficiently. In this stage we would be working on establishing our first set of

goals and objectives. This period is post-implementation, which means we would perfect the system to make sure there would be the least amount of errors in the future. Initial stages of training for the staff will be begun at this stage. At the end of the initial stages, innovation would be at a very high rate. The data which was not analyzed in earlier stages would be analysed in this stage for existing guest preferences and experiences.

- **Fly (12+ months):**

Fully functional system along with a fully trained set of experts in your property. The stage where we start seeing the difference and guest satisfaction like never before. A fully-fledged AI integrated system which would have visible results of convenience and the platform working at the highest capacity.

This is a step by step approach designed by us for marketing and differentiating your property starting with building awareness, establishing features and then attracting the target audience.

We believe that a strong foundation is key in the path to attaining success. Therefore we will be walking, running and flying beside you. Your success is what we work for. We help you grow while growing ourselves and celebrating success together. For this to happen, your trust and willingness to a new way of working would be extremely important.

Our clients, the early adopters

Reasons to choose booking Ninjas as your PMS is all of the above reasons and much more. Our clients can grasp the opportunity of adopting the latest technology in the market and would be able to implement the latest innovative initiatives out there in the market.

Instead of following a trend, you would be a trend-setter and we, together would be able to work on further broadening the gap between you and the rest of the properties in the market.

We are only targeting a 13 percent of property owners which means you would be a part of a niche platform. Being a part of a niche, high tech platform would guarantee the differentiation and loyalty among guests like never before.

Partnership with Salesforce is “God’s Plan” for your property

Booking Ninjas PMS is in partnership with Salesforce, the pioneers of cloud computing. Ranked most innovative company and best place to work for years, Salesforce is the fastest growing software company and the number 1 CRM platform in the market today bringing the latest and the most sophisticated technology such as Artificial Intelligence to the palm of your hand. There are many PMS softwares out there in the market today, familiar names such as Oracle, Infor etc. Some of them have been in the market for a heavy number of years and some are initiating their cloud strategy. But we are the first to bring in the latest technology into a PMS system and the hospitality industry itself. Your dedicated team from our end would mean the fastest service and maintenance while you continue to build strong. We are the archers to your knights slaying the battlefield. Would you rather choose the early masters or the late laggards?

Tech-savvy group of teenagers and young-adults

The new generation of individuals no matter if they are employees or guests at your property, they love technology. The latest generation is exposed to technology at a very young age and therefore their literacy and adaptability towards technology is at a very high level.

We should work on using this factor as an advantage for us and make use of it to ensure success falls into place.

Our guests would want a booking at your property just by a few touches on the screen and to focus on their life while leaving the rest up to the property. They would expect the property to carry out a highly personalized level of service, which means the your property would need to be aware of his/her favorite drink, favorite meal, room preference and much much more. The only way you could live up to these expectations is if you trust Booking Ninjas to make it happen.

Our cause is to take our client to the next level of hospitality and the highest level of guest satisfaction as we are the next generation. Salesforce platform is ahead of all PMS softwares out there in the market currently which means Booking Ninjas is collaborating with a platform that has been in the market for a long time, therefore our level of guarantee is high.

We have learned a lot and everything we know letting us identify the gaps in delivery thanks to PMSs that are out there today. We are humbled and respectful towards their level of expertise of the past. However, the environment has changed and Booking Ninjas stands for a cause much greater than what they deliver. Our success isn't the number of subscribers or the profit at the end of the month. Our success is your growth.