

The Revenue Operating System[®] for Hospitality

Pace Revenue OS provides innovative hospitality operators with insight and intelligence, enabling them to take optimal commercial decisions in real time.

Clear Leader In Revenue Innovation

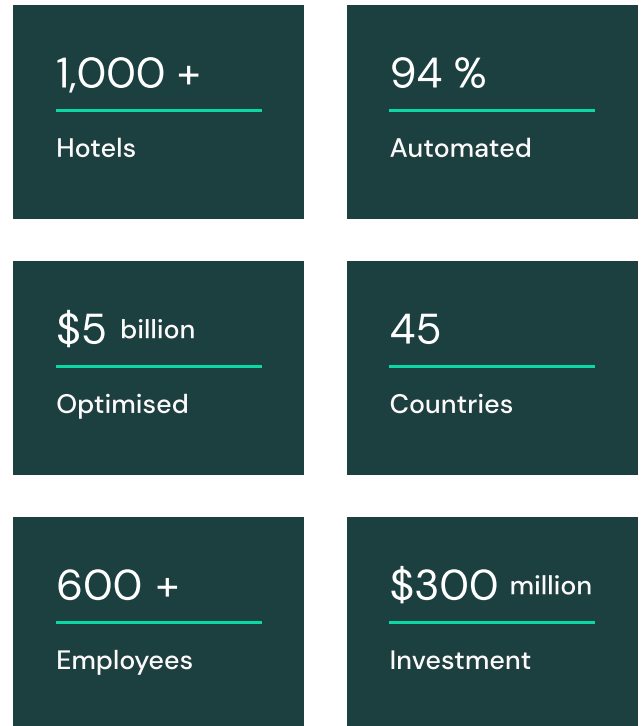
COMPANY OVERVIEW

Pace Revenue is part of FLYR Inc, which has 600 employees globally and counts many of the leaders in the travel industry as its customers. Pace Revenue and FLYR together, represent the travel industry’s largest ever cumulative investment in revenue management technology.

Today, hospitality revenue management is dominated by opinions, experience, and a small number of technology vendors focused on decision support. Pace is changing that with an unparalleled investment in decision intelligence.

Over the last 6 years Pace has emerged as a leader in innovation for commercial decision intelligence in hospitality, counting some of the most sophisticated, innovative groups in hospitality as its customers.

PACE IN NUMBERS



OUR CUSTOMERS



10-20% Annual Revenue Leakage

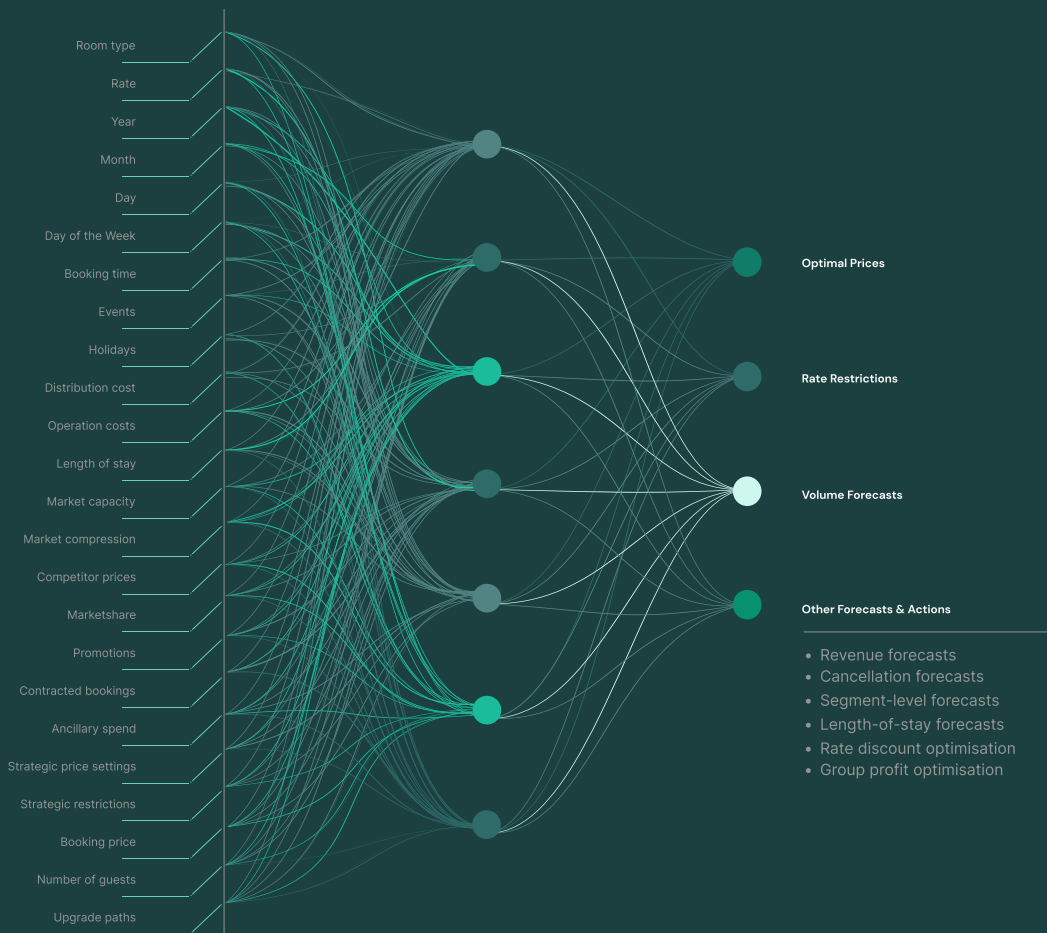
McKinsey has quantified digital transformation as a trillion dollar opportunity for the wider travel industry. To date, travel and hospitality have lagged behind other industries in adoption of insight and intelligence technologies.

In the hospitality segment fewer than 10% of businesses employ automated decision intelligence in their revenue management, and fewer than 1-2% have developed a digital transformation strategy. From a vendor landscape perspective, there are fewer than a handful of incumbent technology companies, and innovation is slow.

The complexities of hospitality commercial optimisation are akin to some of the hardest problems in finance or engineering. To solve them requires 1,000s of accurate, granular, and real time, decisions every day for an average hotel property.

Across the industry an estimated \$100 billion is lost to revenue leakage every year, yet barriers to entry, in the form of legacy technology and industry fragmentation, have led to a small and immature technology vendor landscape.

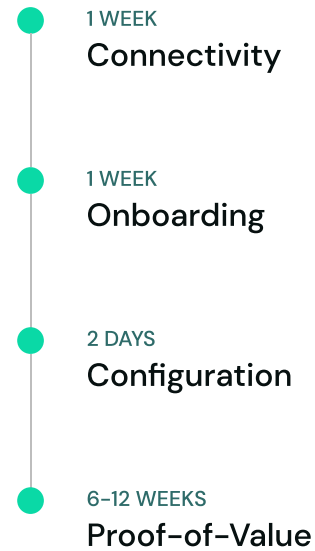
COMPLEX OPTIMISATION CHALLENGES



Partner, Not A Vendor

Decision intelligence is a paradigm shift and as such requires change management. Digital transformation is an organisational challenge, as much as a technological challenge.

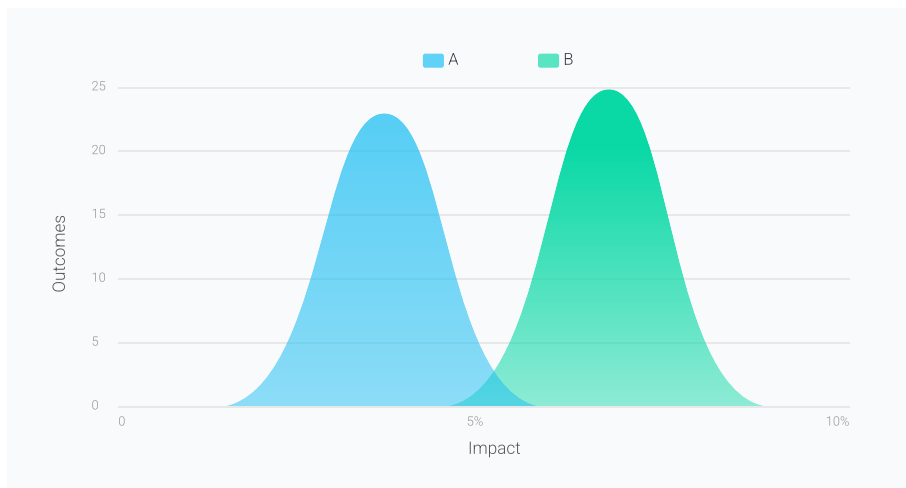
That's why Pace has invested heavily in product and advisory capabilities. Exceptional online experience enables faster onboarding and removes friction. Our advisory teams partners with customers to overcome these challenges.



Impact Analysis

Pace Revenue has brought to market industry leading impact analysis, which it offers its customers for free. This enables them to clearly demonstrate the ROI generated by data driven decision making.

During a 12-week analysis conducted with TSH, Pace was clearly shown to generate an 8.9% revenue uplift over the incumbent approach. This uplift corresponded to \$15 million incremental annual revenue.



Pace Revenue OS

PLATFORM CAPABILITIES

Business insight

Drill into your data, build your own dashboards, and fully automate your organisational reporting.

Price optimisation

Pace enables automated, micro-targeted pricing through industry leading ML/AI applied to real time data.

Restriction optimisation

Where dynamic pricing is not appropriate, Pace enables automated optimisation of inventory controls such as restrictions.

Group management

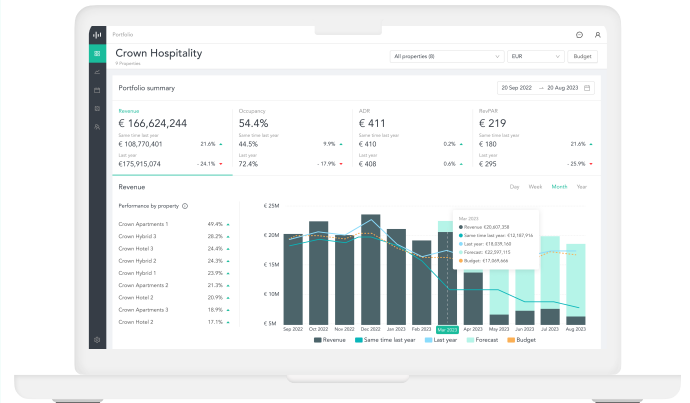
Manage and optimise group opportunities, from quoting to materialisation with automated decision intelligence.

Forecasting & budgeting

Collaborate across your team to deliver timely and accurate forecasts against budget to relevant stakeholders.

Impact analysis

Adopt a data driven approach to evaluating the impact of commercial decision intelligence on your business



DECISION INTELLIGENCE

Micro-targeted pricing

Automated, real-time, pricing on the most granular level possible.

Forecast accuracy

Updated hourly on room/segment level for next 720 days.

Manage by exception

Strategic configuration possible, but not required for performance.

20x faster to perform

Enables go-live of automation in hours.

Forward looking

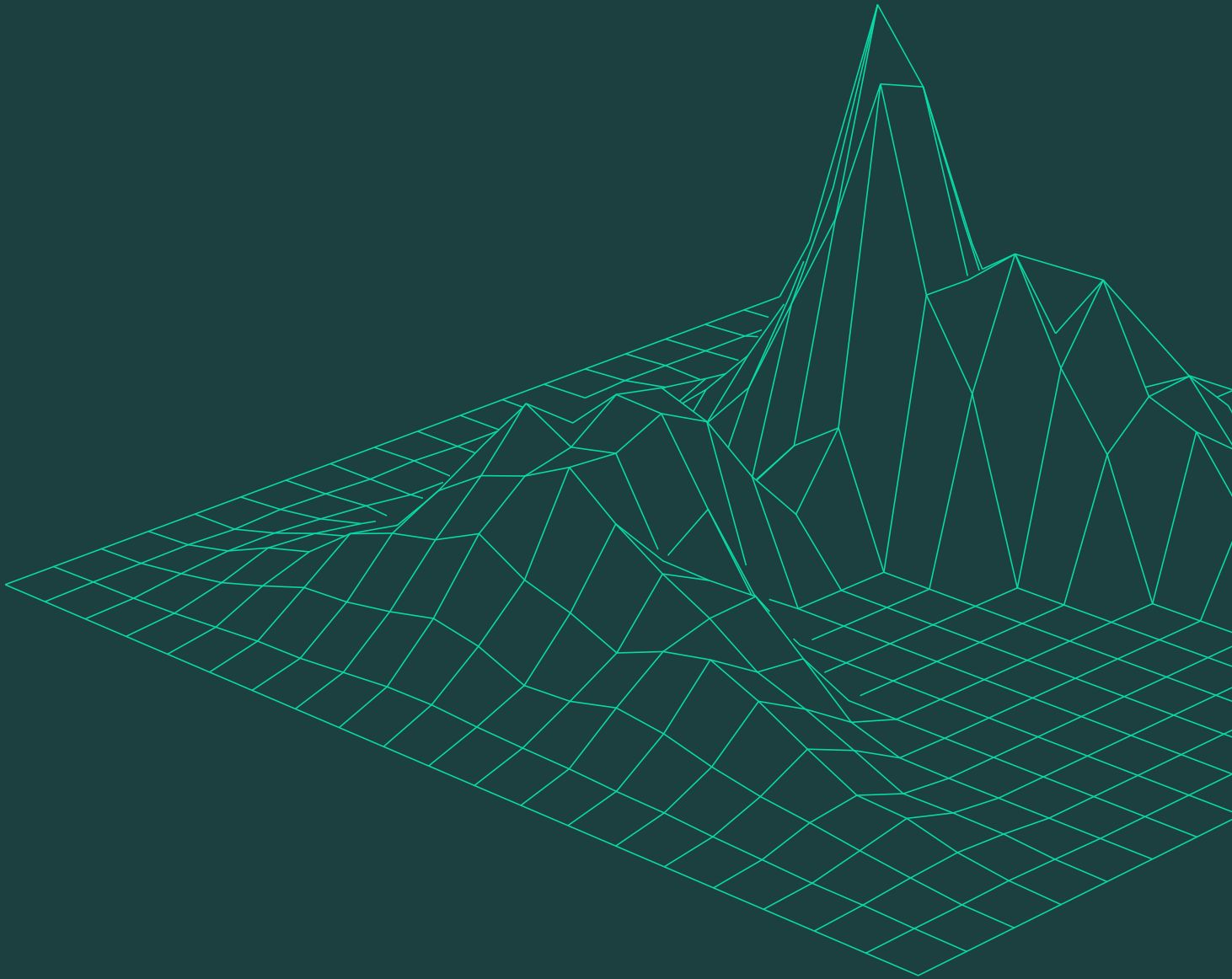
Engine priorities granular future demand over historical trends.

Demand exploration

Continuous exploration of price sensitivity of demand.

Broad data coverage

Diverse internal and external data sources evaluated.



GET IN TOUCH WITH US

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