



RATE + YIELD

Yield more revenue, period!

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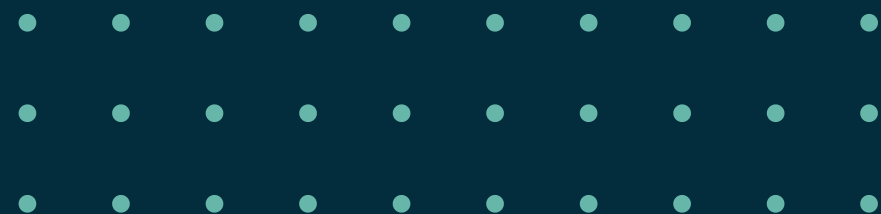


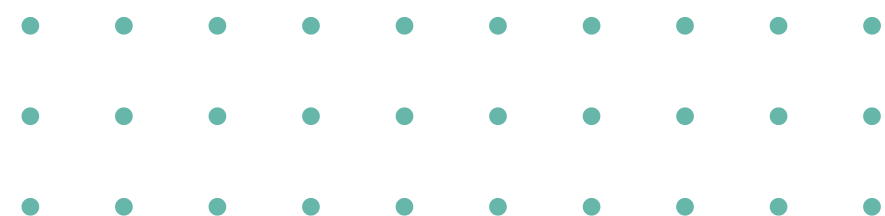
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INTRODUCTION

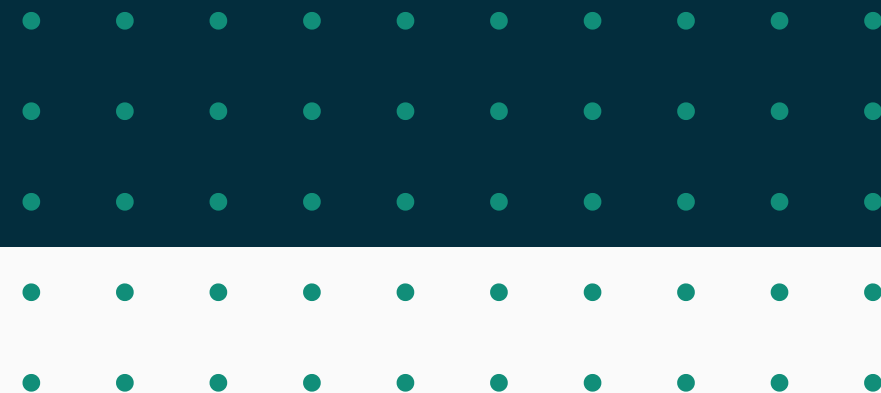
Rate Yield RMS, based out of Montreal, Canada was designed by seasoned revenue management consultants to adapt to the individual needs of any hotel in their portfolio. As such, the robust configuration process allows all Rate Yield clients to develop an algorithm that embodies their corporate culture.

Rate Yield connects with multiple PMS & Channel Managers and is open to building connections with new ones.



02.

PRODUCT OVERVIEW



IMPLEMENTATION

COMPETITORS

Rate Yield's proprietary shopping technology integrates a competitive marketplace with consistent shops throughout the day. The weighted competitive set, determined with you, will create the benchmark price.

STRATEGIES

Your market position against the benchmark price, your occupancy levels, your seasonality, and the lead time and booking trends for your market will inform the strategies developed to position you competitively 365 days per year.

ROOM TYPES

Dynamically manage your room type differentials to yield more revenue from all categories in the hotel. Reduce the number of free upgrades provided by ensuring the right room is consistently sold at the right price to the right customer.

DAY-TO-DAY MANAGEMENT

RESTRICTIONS

Manage length of stay and other restrictions at the property or room type level directly in the Main Yield.

OVERRIDES

A variety of override options are available for days when human intervention is necessary.

SECONDARY RATES

Dynamically manage differentials between different rate plans to optimize different channels.

“Rate Yield was designed to do 98% of the work, but human intelligence is completely necessary when it comes to training AI. We aim to empower those humans with the tools they need.

- Marc Bertrand, Founder & CEO



EVENT EVALUATOR

Conduct displacement analyses in mere seconds with our event evaluator tool.

MARKETPLACE

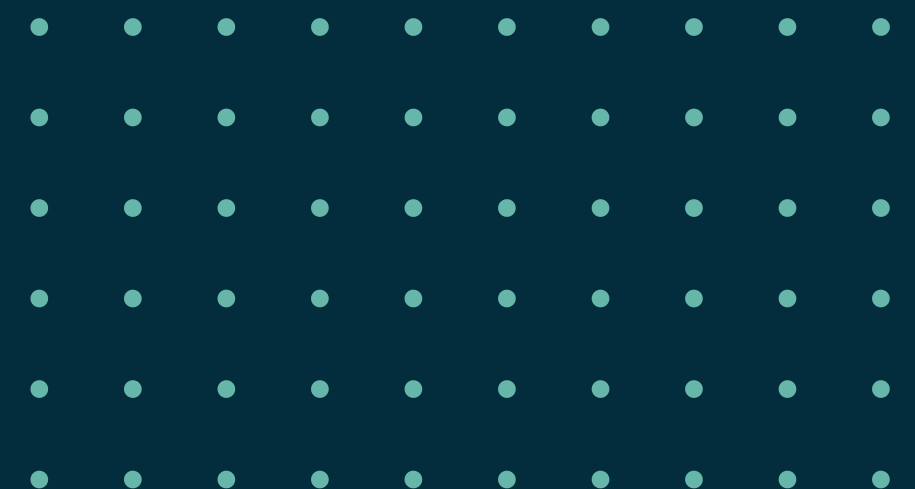
See competitive pricing year-round as well as your own pricing on various channels with our Rate Integrity Page.

ALERTS

Configure alerts to your inbox for price fluctuations or occupancy changes that are outside of the norm.

REPORTS

Our interactive calendar, dashboards, exportable reports and scheduled reports provide a complete suite of information.



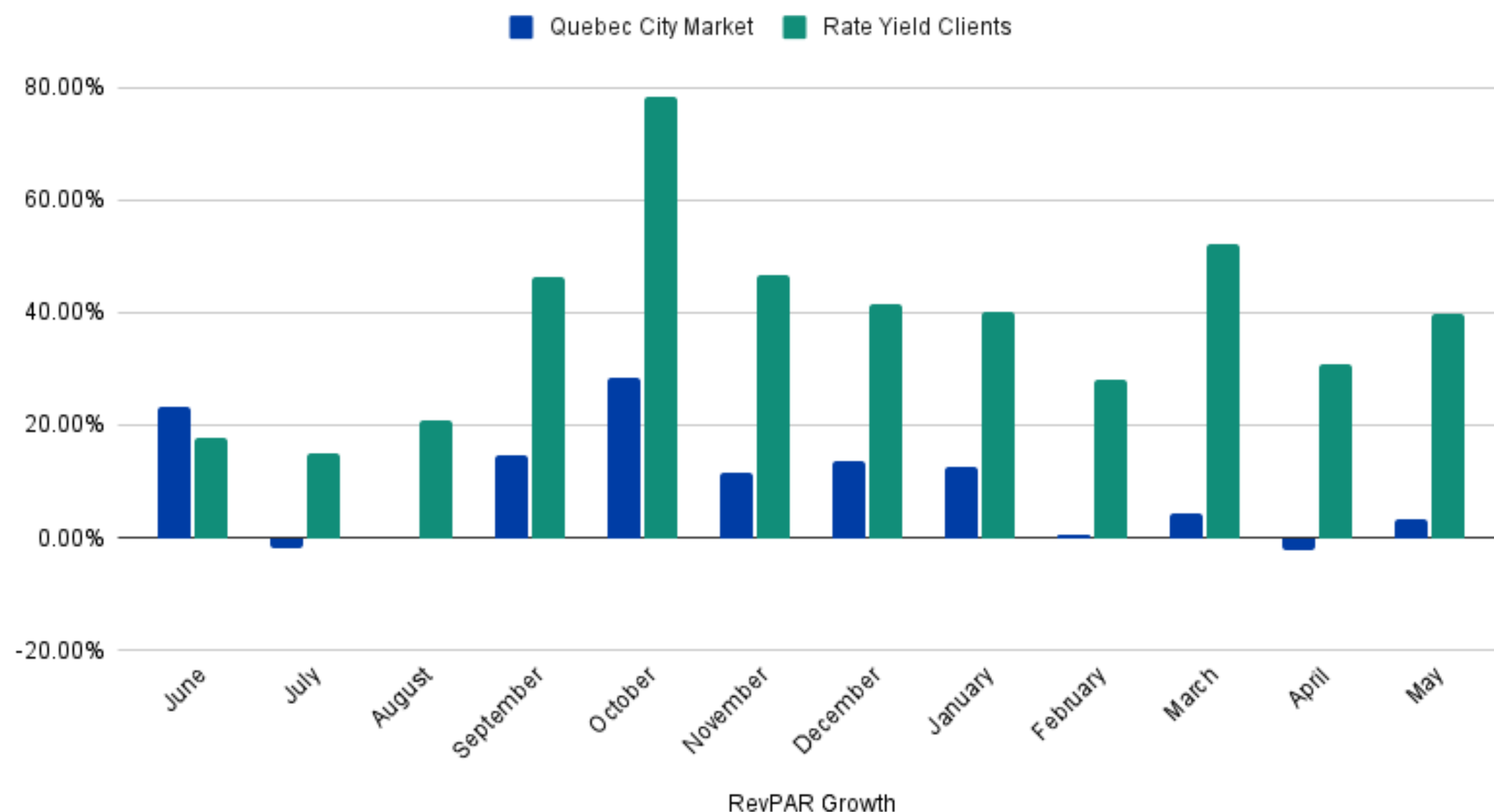
03.

CASE STUDIES & CUSTOMER FEEDBACK



A QUEBEC CITY CASE STUDY*

RevPAR Growth Quebec City Market vs Rate Yield Clients



38% VS 9%

Rate Yield Clients revPAR growth compared to the market

112 : 1

Return on Investment seen by Rate Yield Clients in the market.

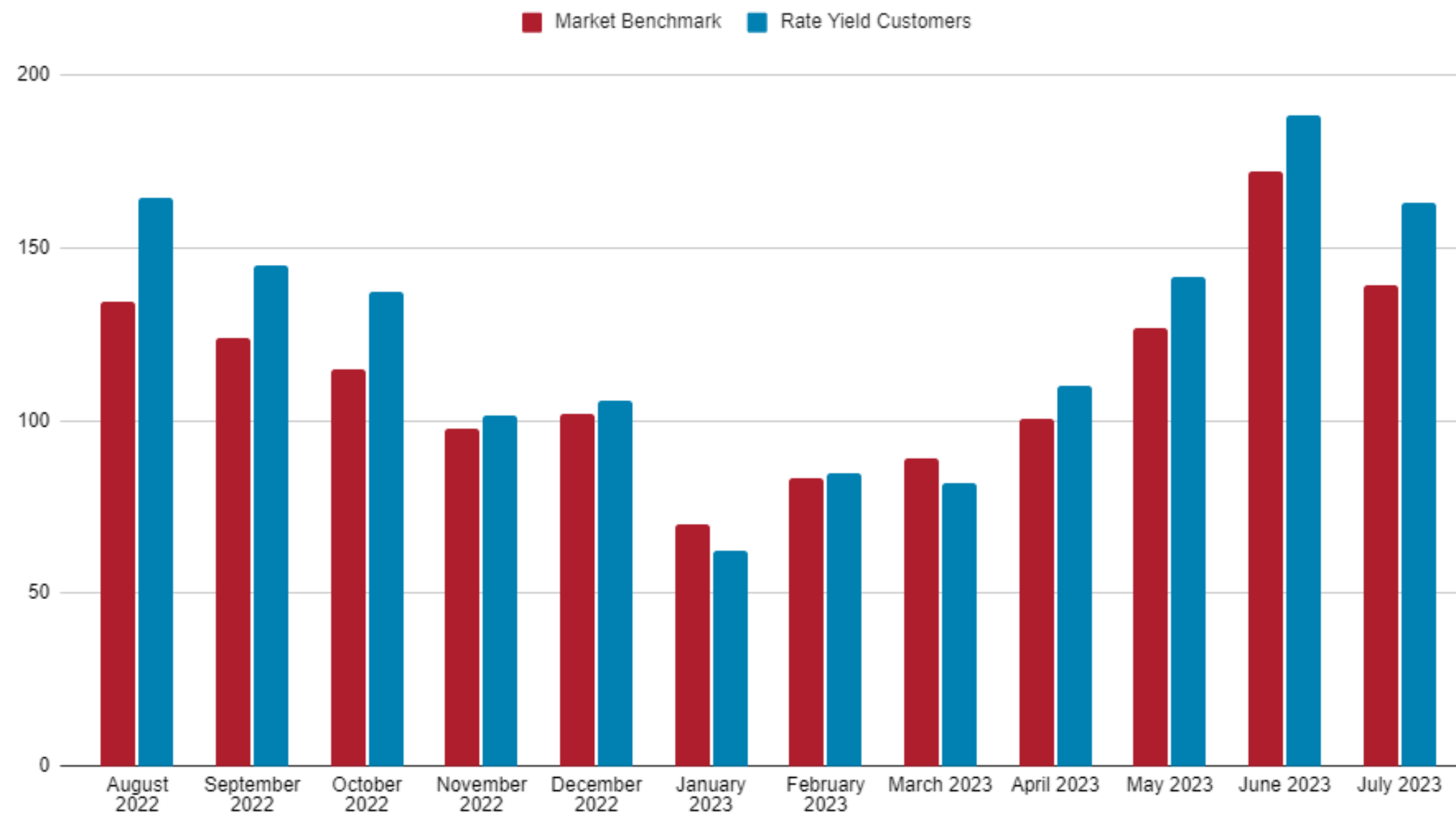
32% VS 3%

Rate Yield Clients occupancy growth compared to the market

*Market Data used to calculate the benchmark is from Costar Hospitality Data (STR)

A MONTREAL CASE STUDY*

RevPAR in Montreal



32% VS 18%

Rate Yield Clients ADR growth compared to the market

+\$10.98

Rate Yield Clients average revPAR is \$10.98 higher than the market

81% VS 79%

Rate Yield Clients revPAR growth compared to the market

*Market Data used to calculate the benchmark is from Costar Hospitality Data (STR)

“ WHAT CLIENTS ARE SAYING

FRANÇOIS RIOUX, OWNER OF RIÔTEL HOTELS

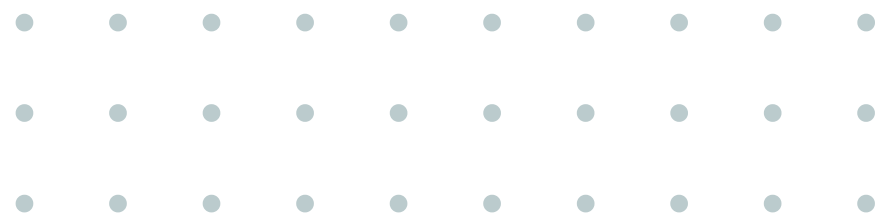
Rate Yield has been invaluable for our hotel chain to grow our revenues across all properties. In a market like Gaspésie where most properties are open seasonally and dynamic pricing is in its infancy, Rate Yield has helped our hotels to remove bias from our pricing and to grow our revenues beyond what we could have imagined. As we continue to grow our hotel operations we plan to continue to work with Rate Yield.

CHRIS CHAN-PIU, DIRECTOR OF SALES & MARKETING AT THE LAUNDRY ROOMS

We have been working with the team at Rate Yield since September 2023 and our experience has been stellar! Much as we know we are dealing with technology, the team at Rate Yield goes over and beyond all expectations to work and partner with you. They are available at all times and in a true Hospitality (can and will do attitude) manner. Whilst we all strive to provide exceptional customer service to our guests, it's great to have a partner who supports you in the back end with the same philosophy and practice. Many thanks to Marc and the team at Rate Yield!

LINDA LAFOLLETTE-CROSS, OWNER OF MANOIR D'AUTEUIL & MANGO SUNSET B&B

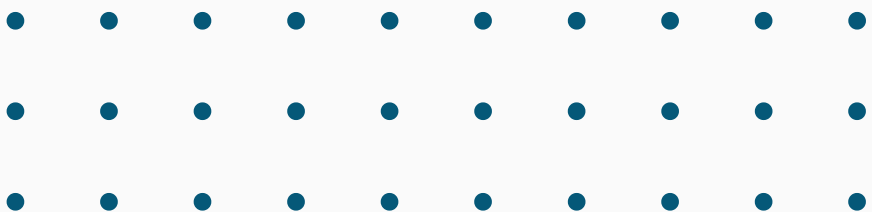
Rate Yield allows the property to determine its comp set and to configure the algorithm specific to the property guidelines. Once the strategy is in place, the robot takes over, but we still feel like we are in charge. And most importantly, the support is fantastic!



“Independent hotel managers know that every dollar counts and Rate Yield has paid for itself almost immediately. My day is now spent optimizing our value proposition rather than monitoring and updating prices. They have become a trusted ‘second-in-command’ to our revenue management strategy.”

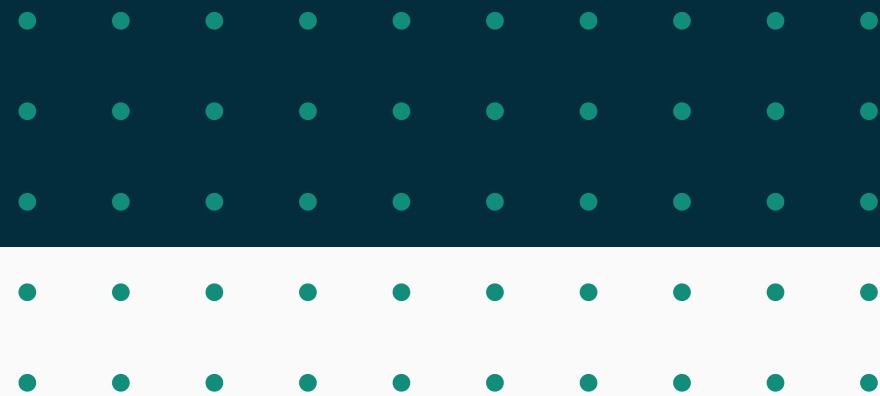
Paul Ielovcich

Director of Performance Management
at Epik Collection



04.

PRICING MODEL



PRICING TABLE

One time implementation fee of \$1,500

SELECT

Limit of 5 competitors
Limit of 3 users
Limit of 1 environment

**\$5/room
per month**

PREMIUM

Limit of 10 competitors
Limit of 5 users
Limit of 3 environments
Alerts Included
Event Evaluator Included

**\$7/room
per month**

ELITE

Unlimited # of competitors
Unlimited # of users
Unlimited # of environments
Alerts Included
Event Evaluator Included
Rate Integrity Included*

**\$10/room
per month**

*Subject to booking engine shopping accessibility



THANK YOU!

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www.rateyield.com