Stayflexi

Modern Operating System for Hotels & Vacation Rentals

Y backed by Y Combinator

stayflexi

Who we are

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It's 2021, but the hospitality industry is still stuck in the 20th century:

2 PM check-in and 11 AM check-out.

Why we started it

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We built Stayflexi to solve a problem that frustrated us

We couldn't check in early

Reservations weren't flexible

Yet the hotels had unsold rooms

As Computer Scientists and hosts, we knew we could create a software platform that would solve this problem for both parties.

It's a big problem

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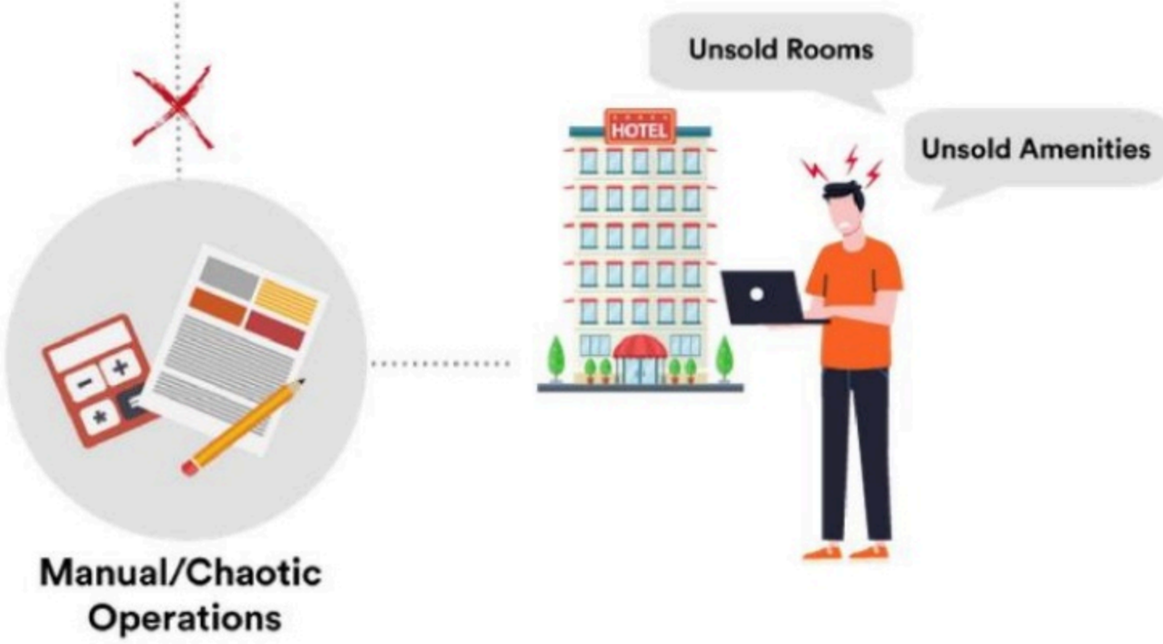
Inflexible

80% of guests ask for early checkins and late checkouts, yet few hotels can provide them.

Unsold amenities

Food & Beverages, meeting rooms and other ancillary outlets undiscovered and unsold



Our value proposition

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Guest flexibility

Reduce overall operational costs through end-to-end guest-centric automations

Upsell amenities

Proactively offer more to guests throughout the lifecycle of booking via messaging and in-room QR codes

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Why it matters now

POST-COVID WORLD

1. **Flexible working** is pushing daycations and hybrid work+live models.

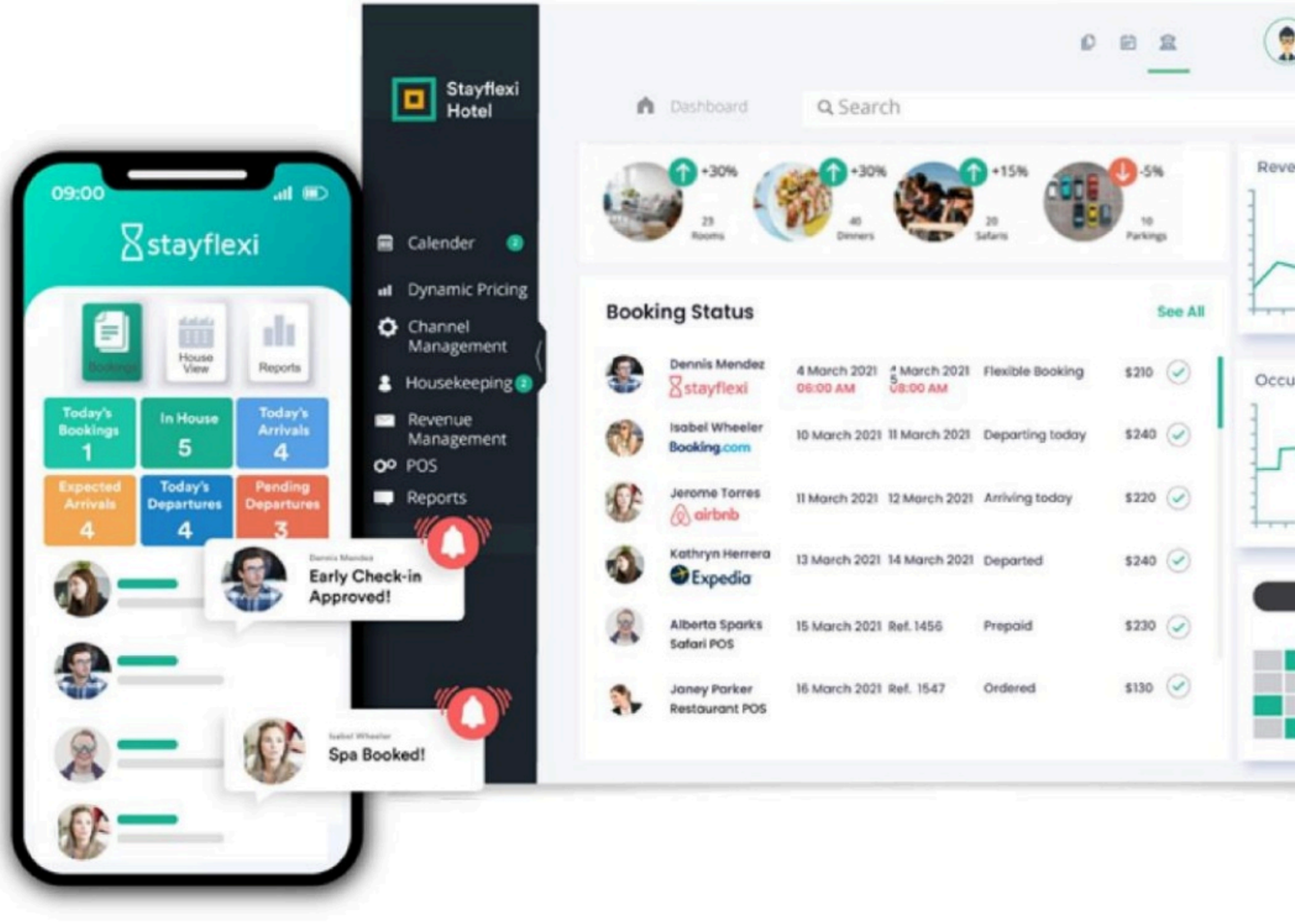
2. **End-to-end digitization** to provide safe & contactless services like self-check-ins, self-upgrades

3. **Alternative income** is driving 5X more vacation rentals in next 3 years (fueled by Airbnb)

The product

A unified platform that solves **guest flexibility** problems and **automates** sales, operations and management for hoteliers.

Win-win.



How it works

Happy guest, happy host.

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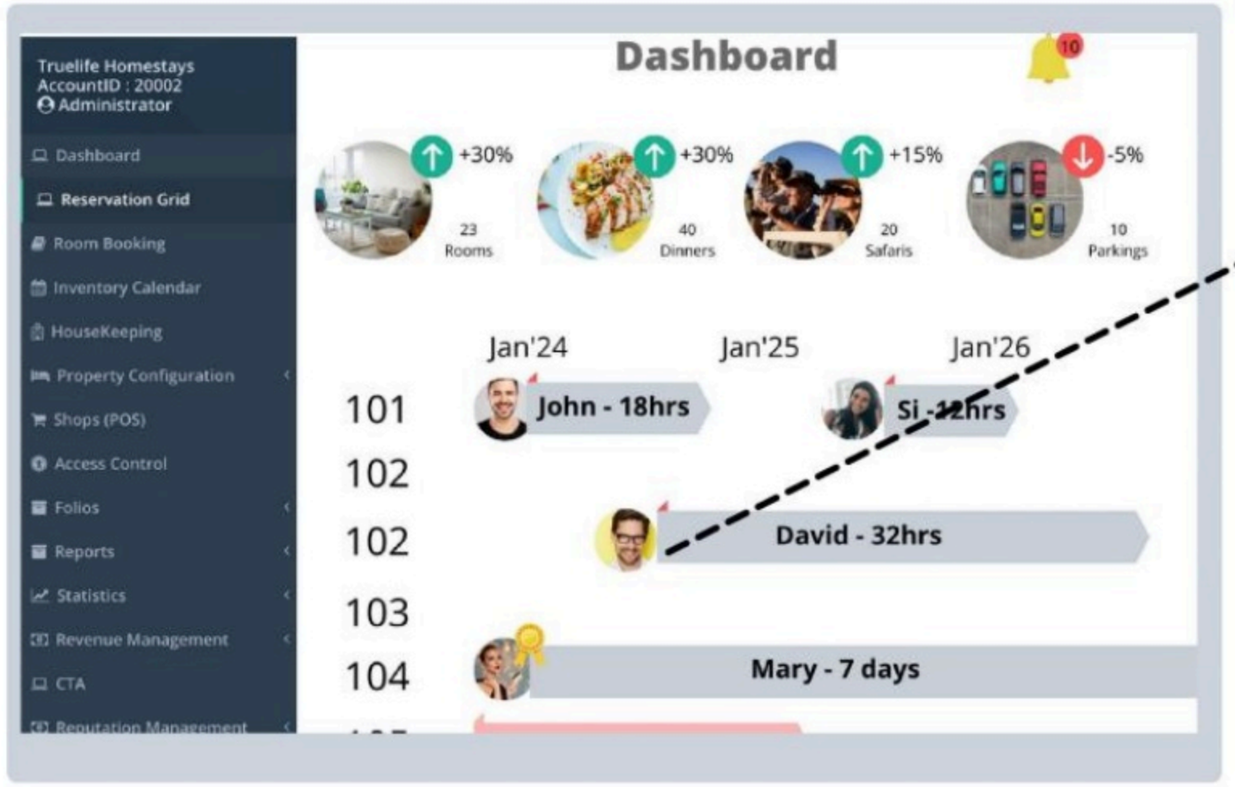

Reserves on booking site

Does Self Check-In from Whatsapp

Self-Upgrades room

Contactless early arrivall

Places in-room orders

Extends stay for additional hours

Does Self-Checkout

This booking alone would <u>add $300 of revenue</u>, and save 30 minutes of hotel staff time.

How it works

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Guest

Stayflexi Controls End to End Booking Funnel

Search	Book	Pre Stay	In House	Checkout	Post Stay
Google	Google	Room Upgrades	In Room Orders	Self Checkouts	Reviews
Meta searches	OTAs	Self Checkins	Service Upsells	House Keeping	Emails / Whatsapp
OTAs	Direct Website	Service Upsells	Messaging	Payments	Reward points
Direct Website	Walk-ins	Messaging	House Keeping		Retargeting
Travel Agents	Travel Agents				
	Payments				

Marketing

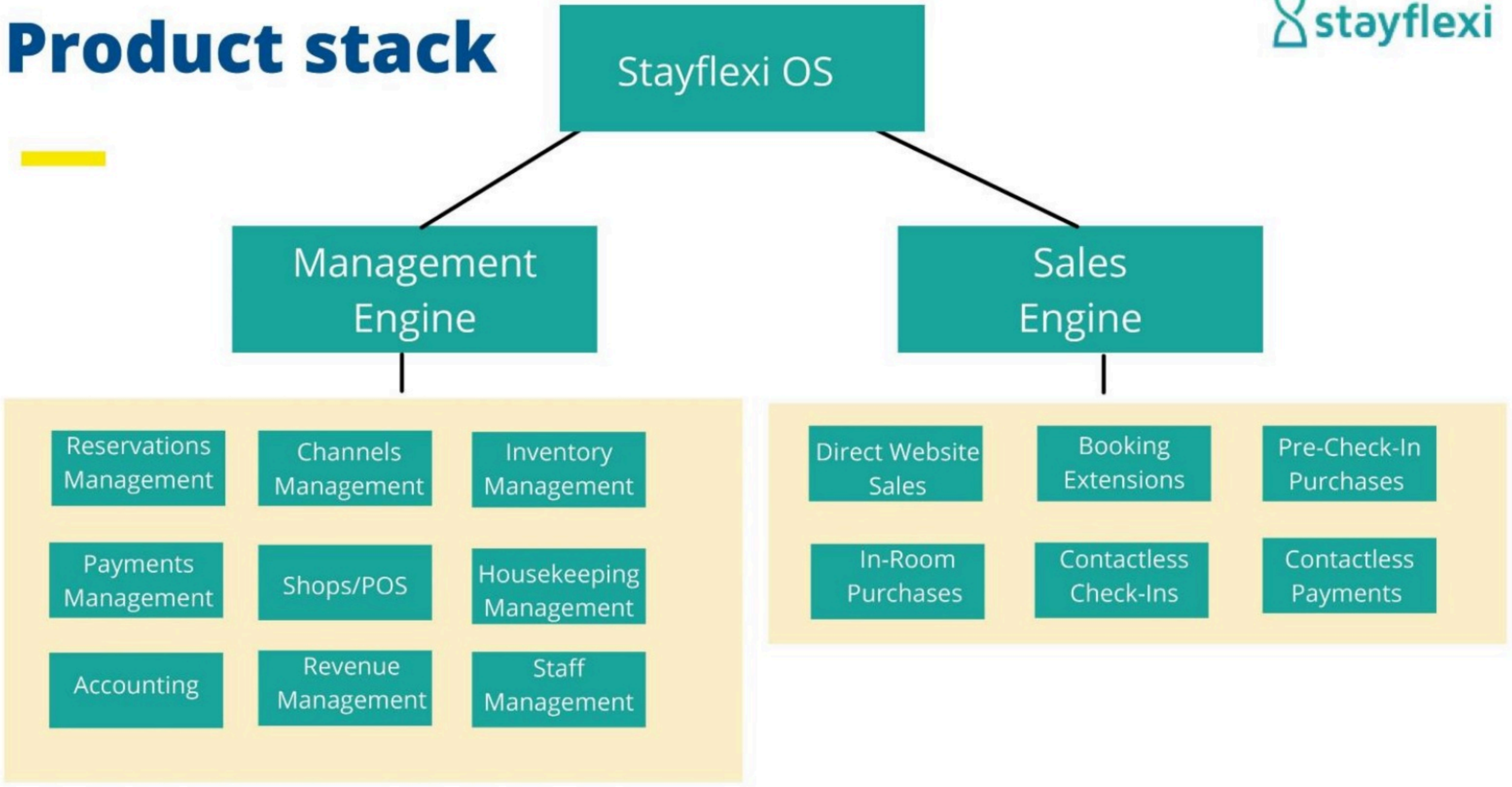
Sales

Management

Property Reputation

Guest Retention

Product stack



Business model

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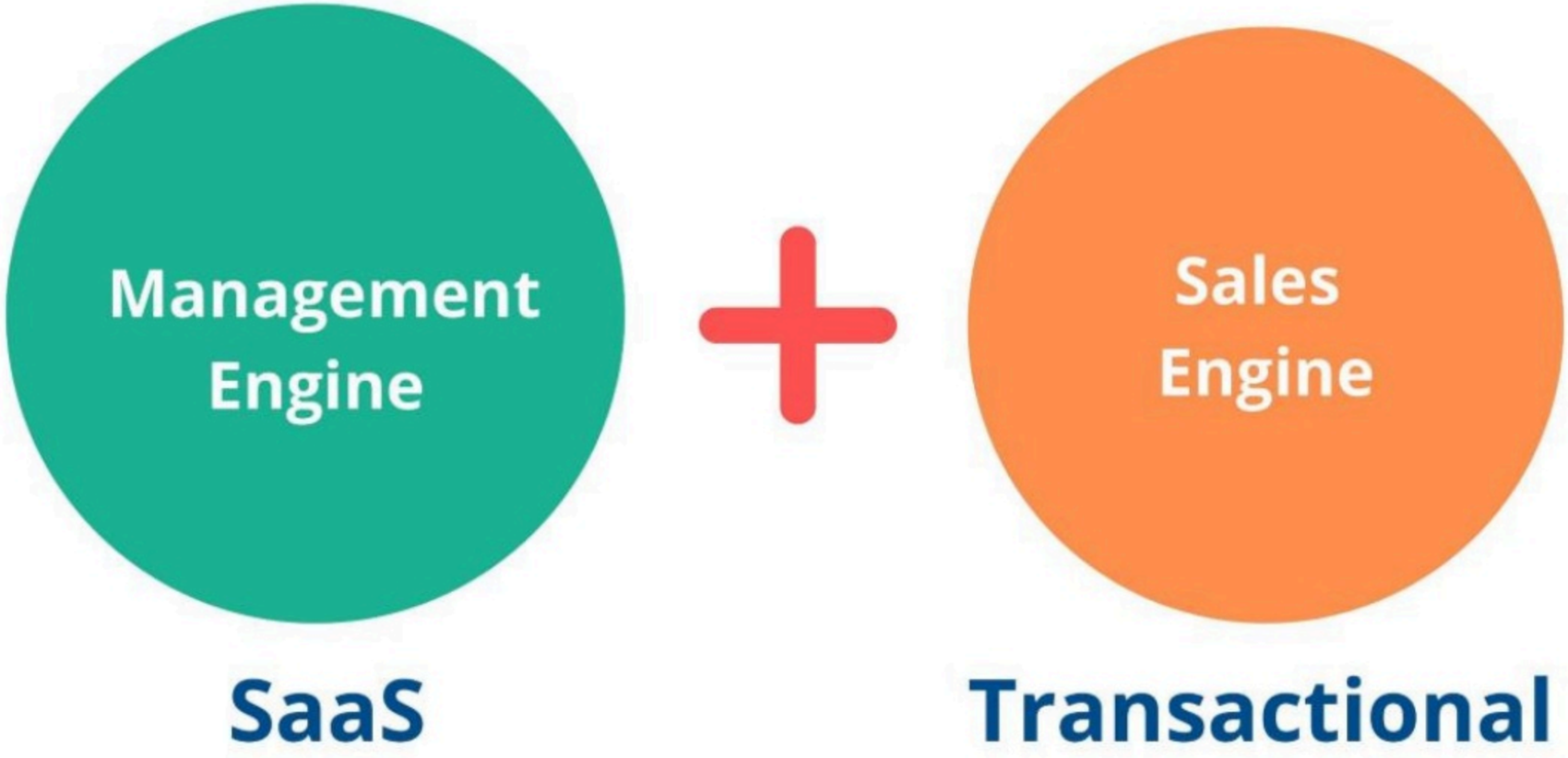
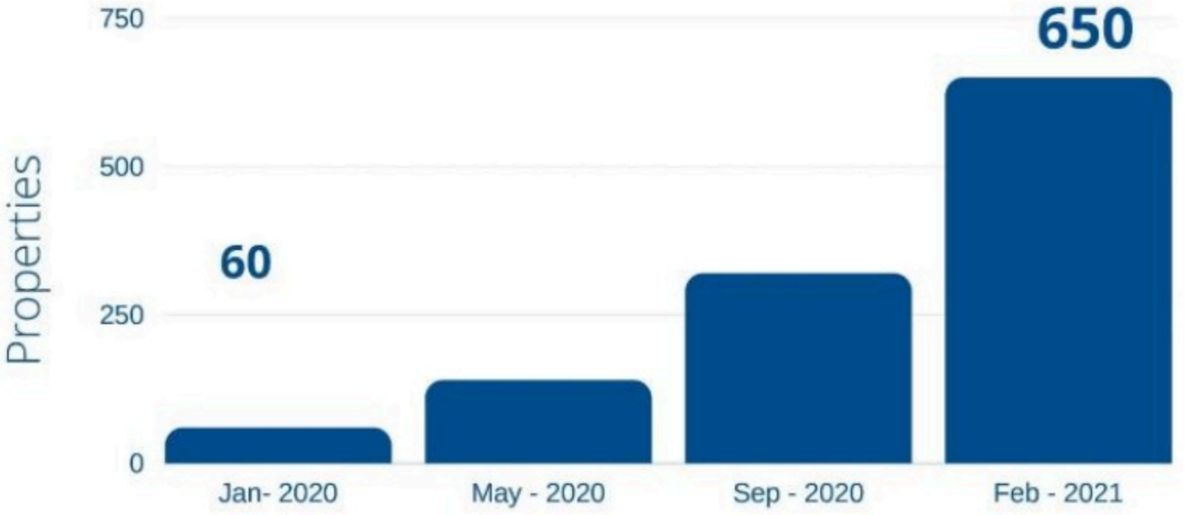


What we've achieved

Stayflexi is being used in:

- **10k+ rooms**
- **650 properties**

30% MoM growth



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Working with the best

airbnb

Google

Booking.com

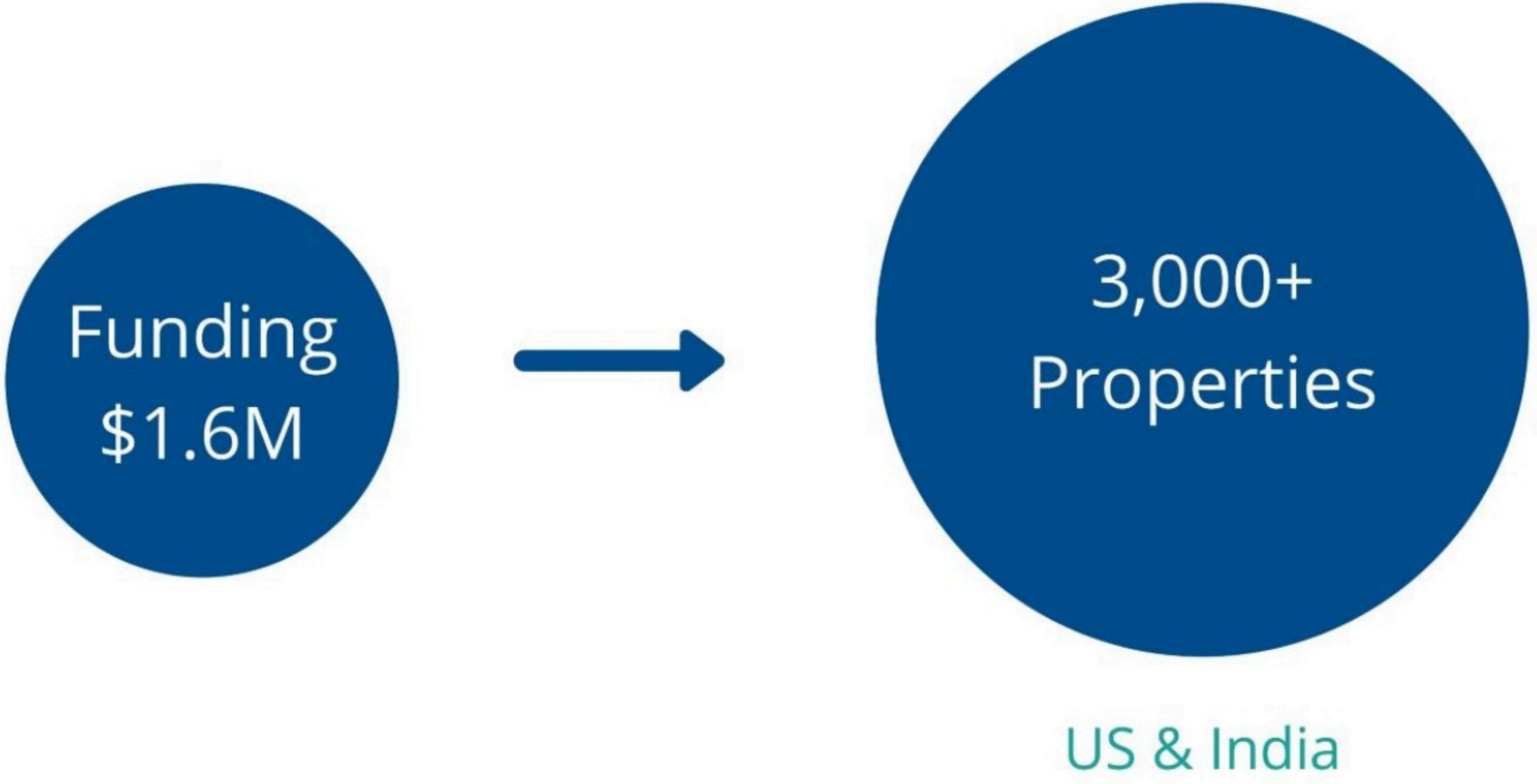
Expedia

tripadvisor

twilio

stripe

Shift4 PAYMENTS

Opportunity

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