



Place management made simple



- Kombee is a **cloud based** place management system (**PMS**).
- You can manage reservations, clients, places with multiple currencies and languages.
- **You'll be provided a mini-site** where you can direct your clients :
<http://yoursite.komb.it>
and manage your properties and bookings when you log-in.
- Online reservations and payments

Simplicity is the key word

- **No useless options.**
- **No missing functionality.**
- The perfect **balance.**





Yassine Haddioui :

26 yo, Computer Engineer

Master's in Computer Science (SUPINFO, Paris)

Worked 2 years for Paris For Rent (Apartment Rental)

<http://www.linkedin.com/in/yassinehaddioui>

Hamza Essaoui :

26 yo, Web Developer

Degree in Computer Science (UMASS)

Worked 1 year for General Electrics

<http://www.linkedin.com/in/hamzaessaoui>





We want to build a **simple** and **efficient** product.

User friendly, **simple to navigate** and pleasant way to display all your data.



Market opportunity

“The market is stable and will increase in the future.”

“More and more owner put their apartment for rent through agencies or websites.”

“We expect apartment rents to jump 5.5% in 2012.”



Source : <http://www.usatoday.com/money/economy/housing/story/2012-01-05/apartment-rents-rising/52397240>

Market opportunity



There are actually no cloud based system like Kombee on the market.

Market opportunity

- Customers tend to buy what **makes their life easier**.
- We have developed similar applications in this field and we are constantly working closely with landlords, rental agencies and renters for opinions and reviews.

Kombee will provide two different plans,

- **Free**, giving a decent overview of the features.
- **Premium**, affordable, fully featured (~\$39/month).



Competitors

Our main competitor is Clerk Hotel Management, although they only do hotels.

The screenshot displays the Clerk Hotel Management website interface. At the top, there are navigation links for 'English', 'Español', 'Help', and 'Login'. Below this is the Clerk logo and a navigation menu with 'Home', 'Clerk Plans', 'Screenshots', 'Videos', 'Blog', and 'Encuentros Hoteleros'. The main content area features a dashboard with a calendar view for January and February 2011, showing room reservations for various hotel brands like Coya, Gustav Klim, Rembrandt, Kandinsky, Moholy Nagy, Greco, and Mondrian. A central text block states: 'Clerk is the perfect online tool designed for hotel management in the cloud. Keep track of your Hotel, anywhere. Nice & Simple.' Below this is a 'BEGIN NOW' button. To the right, there is a promotional banner for '¡NOS VAMOS A NEW YORK!' and a 'NYCEDC World to NYC' logo. At the bottom, there are five pricing plans: Clerk Free (\$0/month), Clerk Basic (\$39/month), Clerk Plus (\$64/month), and Clerk Full (\$99/month), all offering unlimited reservations and services. A 'New Reservation' button is visible in the top right of the reservation interface.

Features



Hotel management	✓	✓
Apartment management		✓
Payment gateway		✓
Page Speed > 90%		✓
Statements		✓
SSL	✓	SSL + Encryption
Customizable mini-site		✓
Multi language	2	3 +
Currencies	3	Unlimited
Highest plan	\$99	\$39



Analysis

STRENGTHS

- Manages hotels & apartments
- Multi language
- Page Speed
- Payment gateway

WEAKNESSES

- Low cashflow at first
- Lack of reputation

OPPORTUNITIES

- No similar system existing
- Few competitors
- Niche market

THREATS

- Relies on the property market



- We provide **Places management**, which can be **Hotel Rooms, Apartments, Condos, etc...**
- The client can fully configure his **mini-site**.
- We support **unlimited currencies**.
- Kombee supports a **variety of languages** (English, Spanish & French), this list **will expand** to include more languages.
- Our clients will be able to link their bank account in order to **receive online payments**.



Business model

Revenue based on :

- **Premium accounts** (monthly fees).
- **Online payment fees** :

In order to use our online payment system, we charge a **small fee per transaction** (booking in this case).

- **Mini-Sites Traffic**

Since the clients will be our public gateway, we will be able to **generate a substantial traffic, which can be monetized.**



Pricing

IT IS
SIMPLE
ONLY
2 TYPES
OF ACCOUNTS

Unlimited places
Unlimited reservations
Ad-free
Premium features



\$ **0** /mo

FREE



\$ **39** /mo

PREMIUM





EXPECTED BETA 1 - FEEDBACK

EXPECTED FINAL VERSION 1

AUGUST 2012

JANUARY 2013


Fully functional

English, spanish, french

More languages

Enventual improvements based
on users feedback



Baked with love in California 

Webmy.me Inc.

yassine@webmy.me