



- Tripony

Hotel Booking Platform

Built on EOS.IO

# ● Market Highlights

## ● Market size:

Global hotel booking market is worth  \$500 billion in 2016.

It's expected to reach  \$700 billion by 2021.

## ● OTA dominance:

76 % of online bookings go through OTA site. Priceline and Expedia together control 93% of non-direct hotel bookings in the US.

## ● High commissions:

OTAs charge commissions between 15% and 30%

# ● Pain Points



## High Commission Rate

Range between 15% - 30%.

## Struggle to Develop Customer Loyalty

Intermediaries control the customer relationship

Loyalty programs are hard to run

## High Cost of Advertising

30% - 50% of the revenue;

Expedia spent \$5.3B in 2017

Priceline spent \$4.1B in 2017

## High Cost of Customer Operations

Around 10% of the revenue;

Around 40% of the employees;

Manipulation of Ratings and Reviews

Hard to Redeem loyalty points

Customer Disputes



## Our Approach

**Tripomy** = Trip + Harmony

An OTA dApp built on EOS.IO

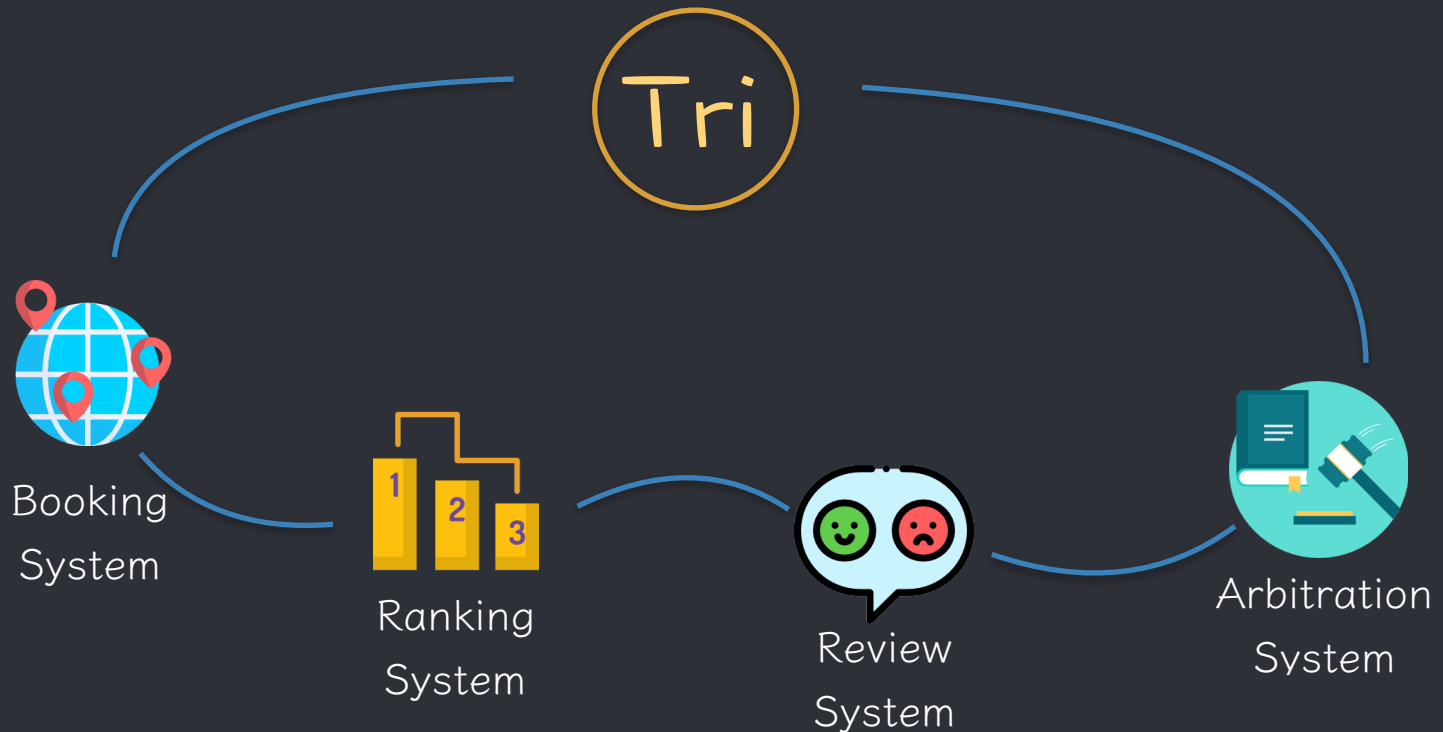
- Directly links guests to hotels
- 0% Commissions
- Issue **Tri** tokens as incentives

# • How It Works



Identity System

Both guests and service providers first need to go through KYC process



- Booking System

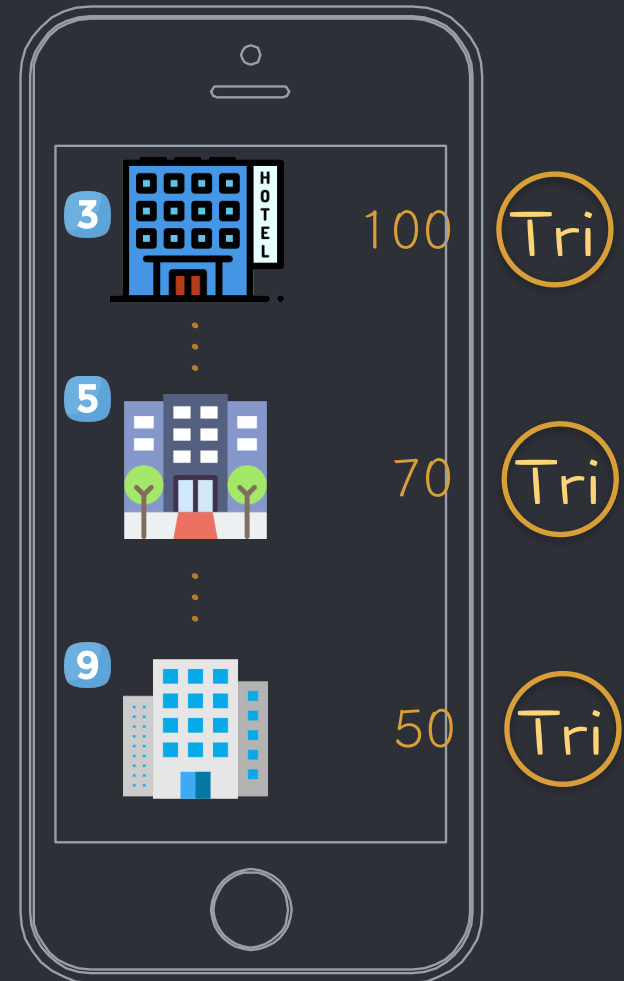
Hotels and customers get rewarded  
after a successful order



Hotels can reward customer tokens  
for a promotion

# Ranking System

- Number of tokens that hotel holds is one indicator in our ranking system.
- Hotels can stake tokens to boost visibility in keyword searching.
- Holding more tokens can help hotels rank higher.



# ● Review System



- > Actions (post a new review, upvote/downvote an existing review) consume tokens.
- > The consumed tokens are rewarded to all the previous upvotes/downvotes.

Encourage sharing honest reviews.

Discourage fraud/fake ones.



102



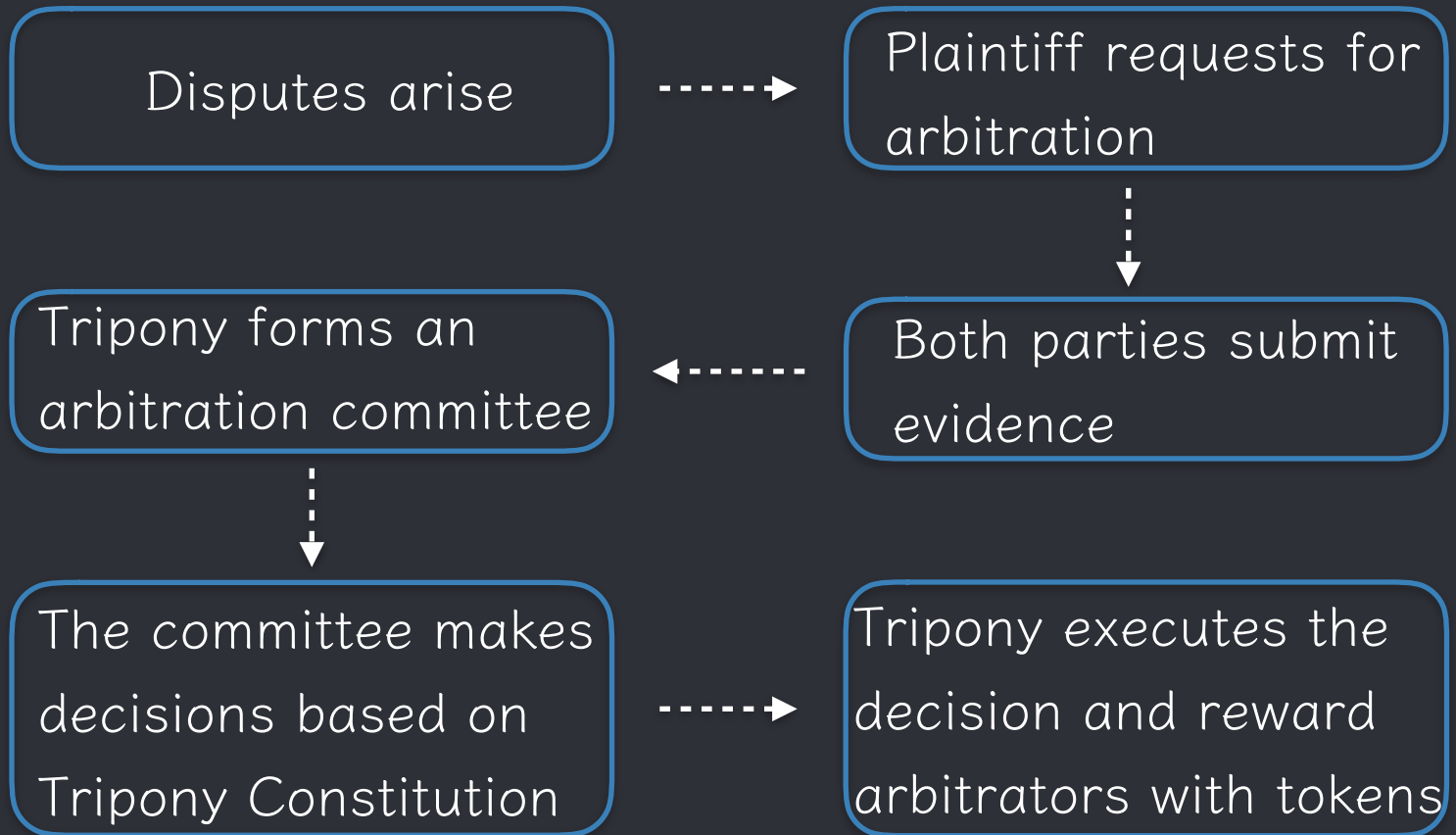
13

Lovely boutique hotel in a central location. The staff were all very friendly and attentive.





# ● Arbitration System



Community self-governance can help cut operational costs and promote efficiency

# Competition



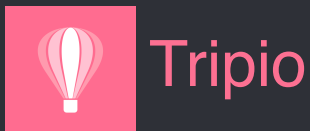
Focuses on loyal reward system with finite supply and burn mechanism.

Built on top of Ethereum

- Scaling issues
- Operations cost gas



Aims to facilitate transactions with tokens.



Builds a system where transactions can be done through tokens to eliminate settlement fees, currency conversion fees.

# Our Unique Selling Proposition

1. Powered by EOS.IO, which is the most powerful infrastructure for dApps.



2. 0 commissions.

3. Issue **Tri** tokens as economic incentives

- Hotels need to stake tokens to boost rankings.
- Deliver values to participates who make transactions, write reviews, become an arbitrator...



# Thanks

Find me at

[yangliupop@gmail.com](mailto:yangliupop@gmail.com)

# CREDITS

Special thanks to all the people who made and released these awesome resources for free:

- Presentation template by [SlidesCarnival](#)
- Icon made by Freepik from [www.flaticon.com](http://www.flaticon.com)