



Isaac Mahgreftah <isaac@mybookingpal.com>

Re: Message from Diane Kracun (dkccg): Discussion with booking pal

ReservationKey Support <support@reservationkey.com>

Mon, Feb 23, 2015 at 2:21 AM

To: Isaac Mahgreftah <isaac@mybookingpal.com>

Cc: Brian Brown <brian@mybookingpal.com>, Ray Karimi <ray@mybookingpal.com>, Chirayu Shah <chirayu@mybookingpal.com>

Hi,

My email from December 15, 2014 was the last time I worked on this, and I think it explained things well, as to the progress made up until that point. I've pasted it below. As I noted at the end of that email, if you need to be able to pull our actual rate plans (where we set up rules for pricing) that is going to be fairly complicated. Better is to query our system for a range of dates and we return prices and availability (this way our code handles the process of returning the price). This is how TripConnect does it. I actually am going to be soon starting work on integrating with TripAdvisor's InstantBook feature.

Thanks,

John

Hi,

I've made some progress on getting our system ready to start communicating with your system.

The part I've work on is the endpoints for you to use to pull inventory and availability information FROM ReservationKey. The other part of the equation will be working on an endpoint for you to post reservation data TO ReservationKey. I have been taking our existing code (myallocator and TripAdvisor) and modifying and simplifying it for use here.

For pull information FROM RK, I have prepared these links:

Big Yellow Inn - a multiple property B&B

Inventory Endpoint:

<http://v2.reservationkey.com/p/api/bookingpal/calendar.asp?t=inventory&i=3&k=55571150>

Availability Endpoint:

http://v2.reservationkey.com/p/api/bookingpal/calendar.asp?t=availability&i=3&k=55571150&start_date=2015-07-01&end_date=2015-07-03&num_adults=2&idproperties=32,33,34,35,36

Central Coast Getaways aka Dragon Lake Rentals - vacation rental manager (Diane Kracun that put us in touch with you)

Inventory Endpoint:

<http://v2.reservationkey.com/p/api/bookingpal/calendar.asp?t=inventory&i=3359&k=64954000>

Availability Endpoint:

http://v2.reservationkey.com/p/api/bookingpal/calendar.asp?t=availability&i=3359&k=64954000&start_date=2015-07-01&end_date=2015-07-03&num_adults=2&idproperties=5783

The only part of the above link for the Availability Endpoint that isn't currently working is the num_adults variable.

For TripAdvisor we never had to get it working since they always just pass in 2 as the number of guests. I am sure there will probably be a handful of other variables you are going to want to pass in, for us to calculate rates based off of.

We don't have anything in place currently for you to receive full Rate Plan information. The Availability link above just returns pricing and availability for the date range queried.

It seems you will also need a way to pull all our rate plans? I think this is going to be complicated and somewhat difficult. I remember working with another company on something like this about 3 years ago and I think they actually gave up on it.

So, I guess let me know what you think of this so far. At this point I don't think I am going to have a whole lot more time to get back into this until probably the middle of January.

Thanks,

John

On Fri, Feb 20, 2015 at 11:01 AM, Isaac Mahgretef <isaac@mybookingpal.com> wrote:

Hi John,

I would like to continue the discussion of how BookingPal will integrate with reservationkey. How do you currently receive reservations from myallocator.com? May you please explain a little bit more about how ReservationKey loaded property information into myallocator.com? Do you have a XML feed? May you please provide me with API documentation? I look forward to hearing from you.

Thank you for your time.
Isaac Mahgretef

----- Forwarded message -----

From: **ReservationKey Support** <support@reservationkey.com>

Date: Mon, Nov 17, 2014 at 2:17 AM

Subject: Re: Message from Diane Kracun (dkccg): Discussion with booking pal

To: Brian Brown <brian@mybookingpal.com>

Hi,

It was great speaking with you on the phone on Friday about how BookingPal and ReservationKey could work together. We forgot to talk about how you will post reservations back to RK. We already have a way to receive reservation from the channel manager we work with, myallocator.com. Perhaps you will be sending the data in a somewhat similar format? It seems that at a minimum there needs to be a way for users to set up their rooms/units in your system, and then in our system we have a way to match what they have set up in ReservationKey to what is set up in BookingPal. So we know how to map the rooms between the two systems. This is how we work with myallocator.com. In RK they put in their name/pw for their MA account. Our system connects to MA's API to retrieve the room list. Then in RK they match their RK rooms to their MA rooms. Do you have a similar process?

Here is how to query our system for availability (using the TripAdvisor TripConnect endpoint we built; this is for Candlelight Inn, one of our current clients):

[http://v2.reservationkey.com/p/api/tripadvisor/index.asp?/hotel_availabilityapi_version=4&hotels=\[{"ta_id":0,"partner_id":"1180","partner_url":""}\]&start_date=2015-07-01&end_date=2015-07-03&num_adults=2](http://v2.reservationkey.com/p/api/tripadvisor/index.asp?/hotel_availabilityapi_version=4&hotels=[{)

If this works, we likely would take this TripAdvisor code and modify it somewhat, and make a special version for use with bookingpal. Instead of trying to use the exact same code with both tripconnect and bookingpal. I think it is better to have separate versions so we can make changes without worrying about breaking the connection with the other system.

TripConnect has a way to query our list of hotels. We could use something like this for you, but we would also need to add links to the photos and include room descriptions. Here is an example from one of our clients:

, { "ta_id" : 1390224, "partner_id" : "6091", "name" : "La Casa Lorenzo", "street" : "c41 #516A x 62 y 64", "city" : "Mérida Centro", "postal_code" : "97000", "state" : "yucatan", "country" : "Mexico", "desc" : "La Casa Lorenzo is one of the newest B&B's in Mérida and is equipped with Sealy Posturpedic mattresses, and a modern plumbing system. Everything that matters to make your stay in Mérida comfortable and pleasant. You will know and feel that you are in colonial Mérida Mexico but with bathroom facilities and bedrooms equal to the best hotels . La Casa Lorenzo is located in the St. Ana neighborhood near art galleries, restaurants, museums, and historical Avenida Montejo. This B&B is truly different in the ways that count. It is located on a residential street that is quiet, really quiet, and with plenty of parking available. ", "amenities" : ["BAR_LOUNGE", "EARLY_ARRIVAL", "FREE_LOCAL_CALLS", "FREE_WIFI", "LATE_CHECK_OUT", "LOYALTY_REWARDS_AVAILABLE", "PARKING_AVAILABLE", "BATHROOMS", "BED_AND_BREAKFAST", "FREE_BREAKFAST", "FREE_INTERNET", "FREE_PARKING", "LATE_ARRIVAL", "NON_SMOKING", "PRIVATE_BATH", "SHUTTLE", "SWIMMING_POOL"], "url" : "https://v2.reservationkey.com/3571/7256", "email" : "info@laasalorenzo.com", "phone" : "USA 954 302 3273", "fax" : "" }

And here is how reservations get sent to us by myallocator.com:

```
booking={"ChannelSpecific":{"PaymentType":"Hotel Collect Booking"},"Customers":[{"CustomerLName":"Sipes-Fenex","CustomerFName":"Kaity","CustomerNote":"","CustomerPhone":"+1 907 4357133","CustomerSmoker":false,"CustomerEmail":"kaitysemail@gmail.com"}],"ExtraServices":[{"EndDate":"2014-03-07","Units":1,"StartDate":"2014-03-07","Description":"2 queen"}],"IsCancellation":false,"OrderAdults":2,"OrderChildren":2,"OrderDate":"2014-03-06","OrderId":"405520162","OrderSource":"A-Expedia","OrderTime":"17:27:00","Rooms":[{"EndDate":"2014-03-07","DayRates":{"Currency":"USD","RateId":"201966644A","Rate":"89.00","Description":null,"Date":"2014-03-07"},"Price":"98.79","RateType":"201966644A","Currency":"USD","Units":1,"StartDate":"2014-03-07","RoomTypeIds":["11117"],"ChannelRoomType":"200320238"},"TotalCurrency":"USD","TotalPrice":"98.79","TotalTaxes":"9.79","TotalTaxesCurrency":"USD","MyallocatorId":"5318b08d06639a8b17c2e74e","Channel":"exp","PropertyId":1917,"StartDate":"2014-03-07","EndDate":"2014-03-07","MarkedAsRead":false,"MyallocatorCreationDate":"2014-03-06","MyallocatorCreationTime":"17:29:50","MyallocatorModificationDate":"2014-03-06","MyallocatorModificationTime":"17:29:50","Version":0}&password=8U2ZbMsAFR
```

On Fri, Nov 14, 2014 at 7:47 AM, Brian Brown <brian@mybookingpal.com> wrote:

:)

On Fri, Nov 14, 2014 at 7:46 AM, ReservationKey Support <support@reservationkey.com> wrote:

OK, yes that should work fine. 6:30p my time. Just enough time for me to go out for a gelato in the meantime...

On Fri, Nov 14, 2014 at 7:44 AM, Brian Brown <brian@mybookingpal.com> wrote:

No worries. I was on a call when you called. I will give you a call at 12:30 EST. If that works.

On Fri, Nov 14, 2014 at 7:42 AM, ReservationKey Support <support@reservationkey.com> wrote:

Hi,

I just realized that I completely missed our call. Very sorry about that. I just called you but got your voice mail. If you are available today before 7p my time (in 2 hours, 20 min from now) we can try again. The problem is I am more used to getting emails than calls and I forgot to turn the phone on... Emails I am checking constantly but not so much on calls. Thanks,

John

On Thu, Nov 13, 2014 at 10:58 AM, ReservationKey Support <support@reservationkey.com> wrote:

Yes, although you can just call my regular number - 415.800.4905. Thanks.

On Thu, Nov 13, 2014 at 10:46 AM, Brian Brown <brian@mybookingpal.com> wrote:

Great. Do you have skype?

On Thu, Nov 13, 2014 at 10:41 AM, ReservationKey Support <support@reservationkey.com>

wrote:

OK, 9:30a is perfect. 3:30p here in Italy. Talk with you tomorrow. Thanks.

On Thu, Nov 13, 2014 at 10:39 AM, Brian Brown <brian@mybookingpal.com> wrote:
I am on the east coast. Does 9:30 AM EST work for you?

Brian

On Thu, Nov 13, 2014 at 10:32 AM, ReservationKey Support <support@reservationkey.com> wrote:

Yes, I have a bit more time finally. Tomorrow should work, but earlier morning your time the better. What time can you talk?

On Thu, Nov 13, 2014 at 10:22 AM, Brian Brown <brian@mybookingpal.com> wrote:
John,

Is your schedule a little more freed up now? Can we schedule a call for tomorrow?

Brian

On Fri, Oct 17, 2014 at 12:12 PM, Brian Brown <brian@mybookingpal.com> wrote:
Ok, I will follow up the week of the 28th.

On Fri, Oct 17, 2014 at 9:47 AM, ReservationKey Support
<support@reservationkey.com> wrote:
No, I won't be attending the VRMA conference.

On Fri, Oct 17, 2014 at 8:31 AM, Brian Brown <brian@mybookingpal.com> wrote:
John,

Ok. Will you be attending the VRMA conference in San Diego later in the month?

On Thu, Oct 16, 2014 at 5:47 PM, ReservationKey Support
<support@reservationkey.com> wrote:

Thanks for this information. Right now I am in the middle of a whirlwind trip meeting with clients in Florida and the Caribbean. Starting about the 28th I will have more time, and will get back to you then. Thanks,

John















































On Mon, Oct 13, 2014 at 7:56 AM, Brian Brown <brian@mybookingpal.com> wrote:

We have developed a distribution platform for short term rentals (resorts, vacation rentals and corporate housing) sort of a Rentals GDS. We interface with various PMS providers to enable their property managers to distribute their inventory into the various channels that we work with. We currently have over 200,000 units in our platform that we are distributing to over 50 different vacation rental channels worldwide. We also have developed a travel agent portal which allows agents to earn a commission on our inventory. Our goal is to generate as many bookings as possible for your PMs.

We currently have done integrations with about 17 different PMS providers. We work based on a success model so for every booking we generate we charge 3% of the net rate to the PM. We keep 2% and we share the other 1% with the PMS partner. So on a \$1,000 booking, Reservation Key would earn \$10.

The graphic below compares us with channel managers and shows how we are different.

Brian

		GDS	Channel Managers
		Sabre, Amadeus	SiteMinder, RateTiger
Availability calendar and rates updates			
Pay per booking support			
Payment management for travel agents			
Booking engine			
Full property content provided			
Hosted platform for channels			
Integration with vacation rental PMS			
Pay per inquiry support			
Payment management for channels			
PMS functionality			
Single agreement to access channels			
Vacation rentals channel connectivity			
Vacation rental inventory			
Closed loop Messaging System			
Review engine			

On Mon, Oct 13, 2014 at 7:45 AM, ReservationKey Support
<support@reservationkey.com> wrote:

Yes that works great. Thanks!

Il 13/ott/2014 10:35 "Brian Brown" <brian@mybookingpal.com> ha scritto:

John,

Would it be better if I provide you with a high level overview via email and then we can follow up with a call?

Brian

On Mon, Oct 13, 2014 at 6:58 AM, ReservationKey Support
<support@reservationkey.com> wrote:

I can talk on a call possibly in about three hours from now. I am traveling a lot these weeks so calls can be hard, but we can try. Otherwise email works well.

Il 13/ott/2014 09:53 "Brian Brown" <brian@mybookingpal.com> ha scritto:

John,

I left you a couple voice mail messages. Are you free to hop on a call today to discuss or would you rather discuss over email?

Brian

On Fri, Oct 3, 2014 at 2:26 PM, ReservationKey Support
<support@reservationkey.com> wrote:

Hi Brian,

One of our clients, Diane Kracun, asked that I speak with you about the possibility of integrating ReservationKey with your system. What would be involved? Can you give me an overview of what you do and what type of integration is possible? Thanks,

John

John,
would you be willing to speak to the VP of Booking Pal Brian Brown email: brian@mybookingpal.com to see if it would be feasible to work with them to have a gateway into reservation key? We really want to market to the masses and it is not very effective to try and load all the homes we have manually. They pull the information from the reservation key fields and sync calendars so we wouldn't have to maintain calendars on a significant # of sites. Please consider just having the conversation to see what it entails. They have told us that it would not be labor intensive for you. Let us know your thoughts.
Thanks,
Diane

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Brian Brown
Vice President of Business Development
BookingPal
[757-544-4284](tel:757-544-4284)
<http://youtu.be/aVMtNy5azFw>
<http://youtu.be/aAWVPUNkiY4>

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