**AirBed&Breakfast**™

Book rooms with locals, rather than hotels.

**Price** is a important concern for customers booking travel online.

**Hotels** leave you disconnected from the city and its culture.

**No easy way exists** to book a room with a local or become a host.

# Solution

**A web platform** where users can rent out their space to host travelers to:

| SAVE MONEY | MAKE MONEY | SHARE CULTURE |
|:---:|:---:|:---:|
| when traveling | when hosting | local connection to the city |

# Market Validation

## Couchsufing.com

# 660,000

total users[2]

## Craigslist.com

# 50,000

temporary housing listings per
week in the US. 07/09 – 07/16[2]

(1) www.couchsurfing.com
(2) www.craigslist.org