

Introduction

The main aim of our software [Website + App] is to help users find a perfect place to stay [can be a resort, a lodge or any short term rental property] while traveling or a place to conduct meetings and seminars for business, according to their requirements in a single platform with great user experience.

Problem Statement

In Nepal, there is not even a single platform / app which comes to mind while we try to book a hotel for our trips. In most cases, hotel booking in Nepal is done through an internal network of people or direct physical search. There are few international giants like oyorooms.com, booking.com, agoda.com, makemytrip.com, etc which are getting all online leads for hotel booking. The main problem with these booking platforms are

Problems for user

- These platforms does not consists of all the hotels available in certain area, which creates less option for user to choose from
- Hotels are distributed among these platforms, because of which we have to go through each of these sites to get maximum options for booking, which does not sound like an easy process, does it ?

- Users often look at the edited images of hotels while booking. When they actually arrive at the hotels, it would be completely different from their expectations.

Problems for Hotels

- For hotels too, they are not valued by these international service providers because of the small hospitality market of Nepal.
- Suppose one of the hotels has added its listing both in booking.com and agoda.com, then such multiple platforms create confusion and inconvenience to users.
- Few hotels have started to build their own website and target to get bookings from their own site, which is good but they get less exposure compared to our platform, which would have a large user base.

How do we try to solve these problems ?

We plan to create a single platform which will incorporate all the hotels and resorts all over Nepal, where users can view, filter, analyze and book on the go, as per their requirements. Due to lack of a single trusted platform, most of the hotels are not into online marketplace right now in Nepal. Our platform aims on having

almost all the hotels all over Nepal to provide users with maximum options possible and make a better choice.

We try to incorporate **360 Virtual Tour** for almost all hotels in our platform, such that users can have a complete look before he/she starts their booking process. 360 Tours will help users to get familiar with the hotel's interior and exterior without even visiting it. With 360 virtual tours we try to transform physical hotel search to virtual search.

Basic working of our platform would be

Step 1 : *User visits our platform*

Step 2 : *User enters his/her requirements [Price, Location, No of People, etc]*

Step 3 : *Our Algorithm will filter hotels with users requirements and from there users can go over few of the hotels they like*

Step 4 : *User can view the hotel's complete interior and exterior with virtual tours and select the room he/she likes.*

Step 5 : *Users can interact with the hotel's admin for any queries with live text message, audio calls and video calls, if they want any extra information.*

Step 6 : *User will then proceed to account setup [login to existing account, create a new account, or use a guest account] before finalizing for his/her booking.*

Step 7 : *User finalizes the booking and pays for his/her booking.*

Step 8 : *Users can connect and interact with any other users who have booked the hotels from our platform within some range [Say 1km]. This will create a community of users who have booked hotels from our site.*

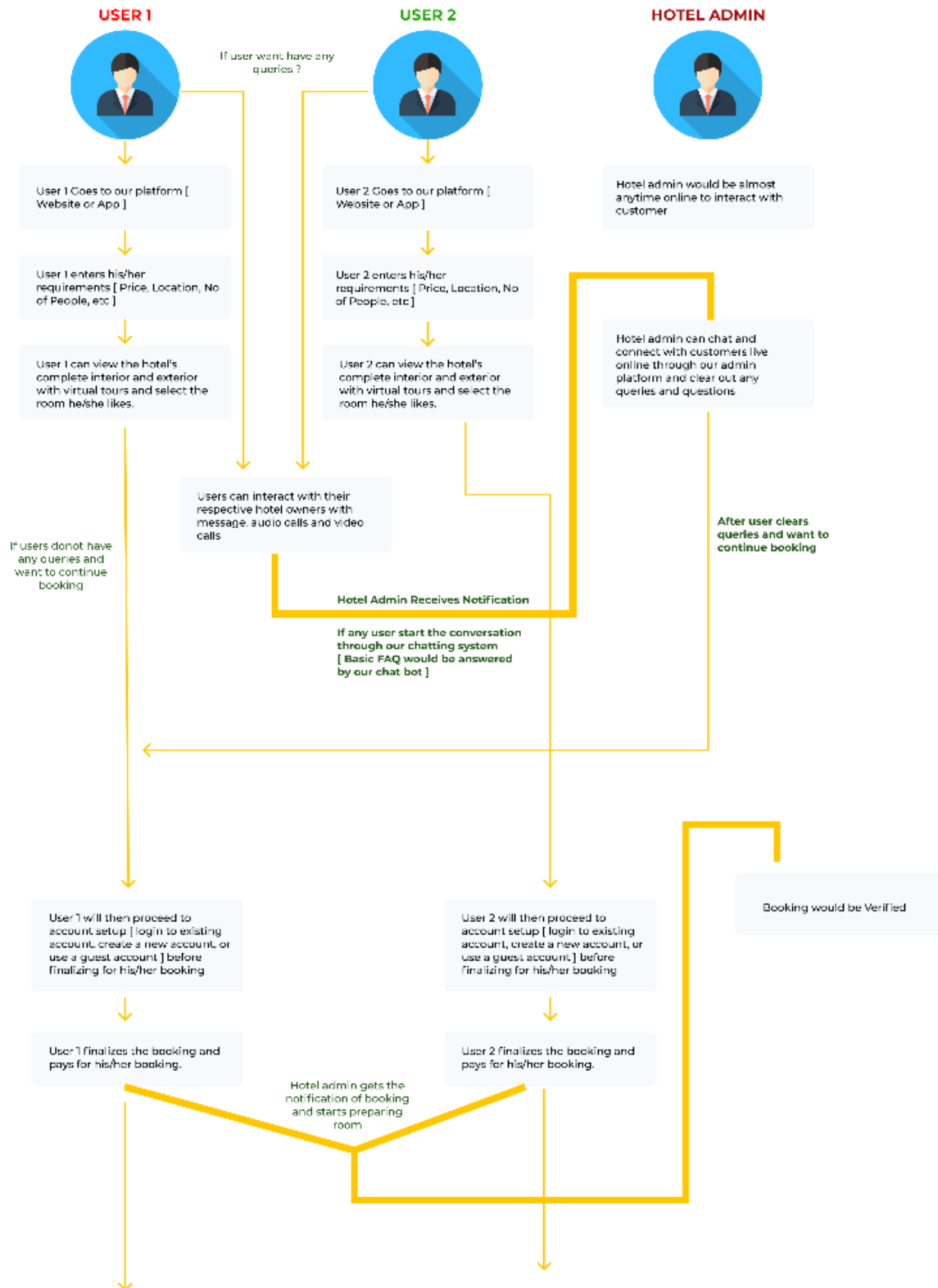
Step 9 : *Step 1 to 8 repeats again or end*

What's unique ?

We have two main unique features as compared with other hotel booking platforms

1. We would have a 360 Virtual Tour which is futuristic and equally useful for users. With a virtual tour the user would be able to get an exact view of the hotels which wouldn't create a sense of " expectation vs reality" to the user.
2. We will bring every hotel, resort of Nepal on a single platform. Users won't have to go through the hassle of exploring multiple websites to find a hotel that matches their requirements.
3. Our next unique feature would be creating a community of users within our platform. Every user who has booked hotels will be connected with other users in the same area. This feature lets people create new connections, meet new people and plan recreational activities together.

Our Platform Flowchart



After booking both User 1 and User 2 would be eligible to get into our connection platform and interact with each other if they have booked hotels from our platform within same location [At a distance of 1km suppose]

USER 1

USER 2

USER 3

USER 4

