



# eZee Technosys Pvt. Ltd.

Global Hospitality Solutions Provider





# Full Name

Channel Partner Acquisition Executive

Email: name@ezeetechnosys.com

Phone: +91 823 805 9911

Now, if you can share a bit of your background for introduction, it will be great to start with.



# Presentation Overview





About The Company



Hotel Solutions Overview



Restaurant Solutions Overview



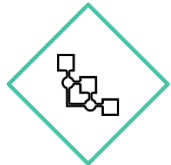
Why is eZee Software Favored Worldwide?



Revenue Model and Competitive Pricing



About eZee Channel Partner Program



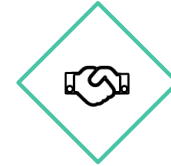
eZee Partner Programs



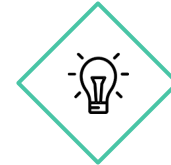
About Redeemable Deposit



Why Partner with eZee?



Who Can Partner With Us?



Benefits You'll Have as a Partner



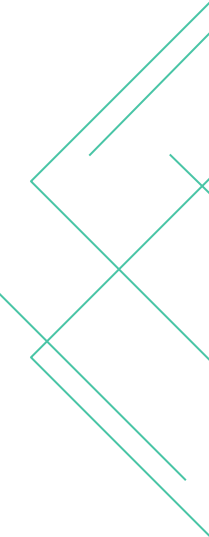
Flashback to Partner Visits at HQ



Clientele



How Did eZee Partner Program Upturn Businesses?



# About the Company - eZee Technosys



## Domain

eZee Technosys is a global hospitality solutions provider catering to various segments of hoteliers and restaurateurs worldwide.



## Expertise

Having its strength as rock-solid technology, eZee is adept in understanding the pain points of the hospitality industry and working alongside them.



## Solutions

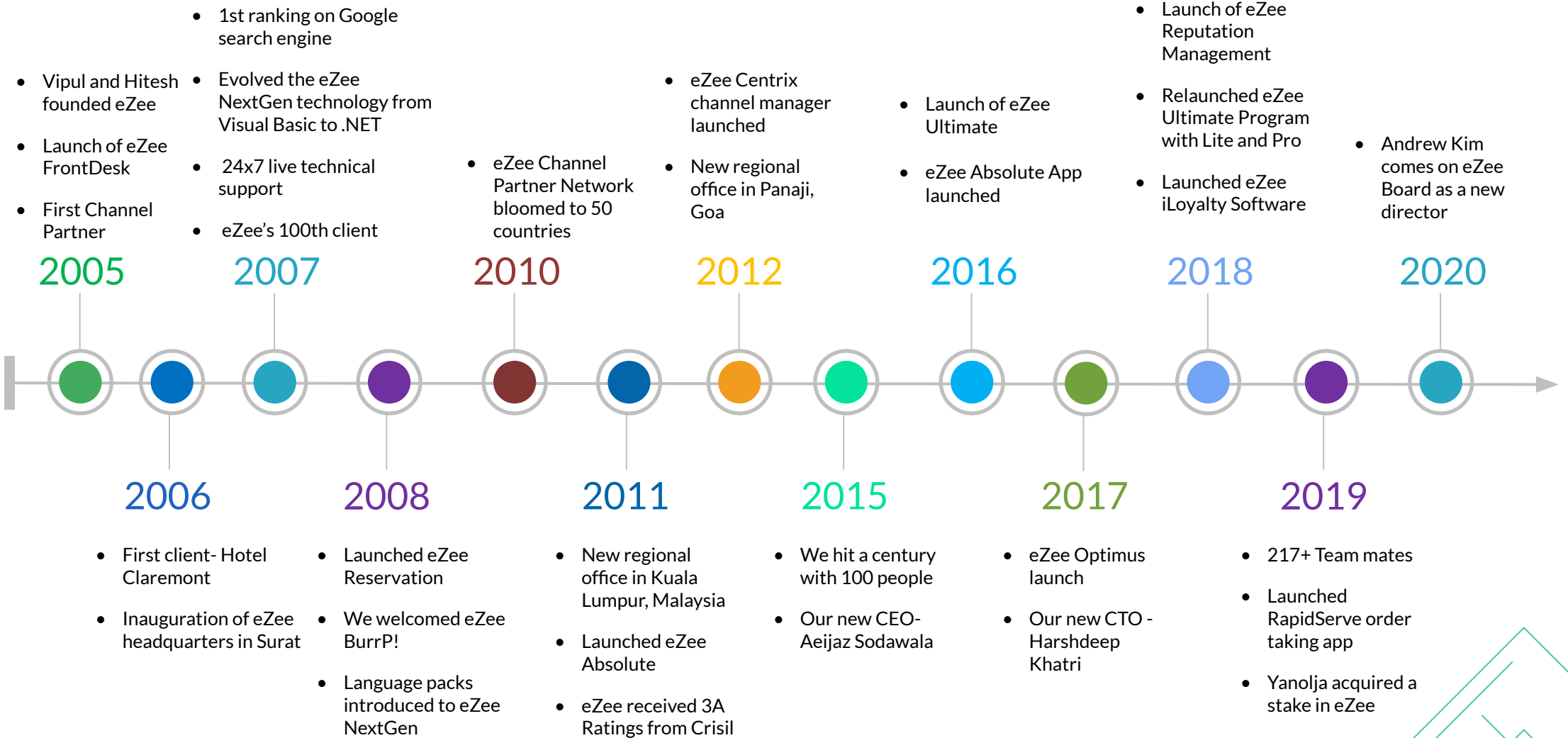
Offering solutions ranging from on-premise to cloud based hotel and restaurant management systems, booking engine and channel manager.



## Market Segment

Focusing majorly on 3-star hotels, hotel chains and below: eZee aims to equip the hospitality industry with cutting-edge technology.

# Company Timeline



# Top connectivity with leading OTAs

## Our channel manager's position on Booking.com extranet

### Your ranking in the Connectivity Partner Programme

#3 of 44 within the premier tier, #1 of 25 within the APAC region, #4 of 668 globally

### Your global ranking for each programme pillar

#16 of 668 for Business Value, #11 of 668 for Property Performance, #2 of 668 for Products & Quality, #2 of 668 for Engagement

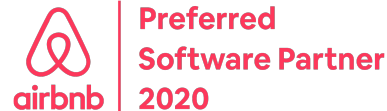
## Our channel manager's position on Expedia extranet

Rank: 6 of 362

**Booking.com**

Connectivity

2020 Premier



# Backed by Yanolja and Booking Holdings



yanolja



**BOOKING** HOLDINGS





# eZee's Numbers in a Snapshot



18000+

Happy  
Clients



1M

Daily  
Transactions



159k+

Users Of  
Software



383k+

Rooms  
Managed



14+

Years In  
Industry



160+

Countries  
Embrace Us



225+

Team  
Members



200+

Distributors  
Worldwide



50+

Languages  
Supported



105+

Regional Support  
Centres



# Hotel Solutions Overview



Starts from USD 1150

# eZee FrontDesk

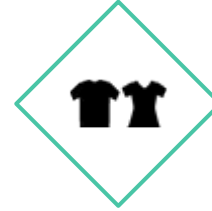
On-premise Hotel Management Software



Front-office  
Operations



Guest Relationship  
Management



Laundry  
Management



Banquet  
Management



Analytics and  
Reports



Bookings and  
Reservations



Group Booking  
Operations



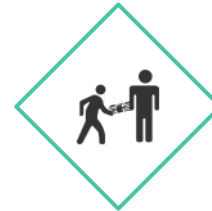
Mobile App for  
Reports



Back-office  
Operations



Minibar  
Module



Payroll  
Module



Multiple  
Language Pack

Starts from USD 49.9/Month

# eZee Absolute

Online Hotel Management Software



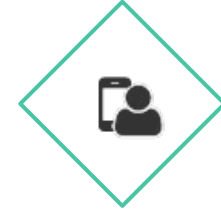
Reservation Center



Alerts and Notifications



Invoice, Bills & Cashier Center



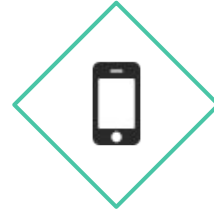
Mobile Guest Portal



Frontdesk Operations



Rate and Taxes



Mobile PMS



Centralized Credit Card Center



Guest Engagement



Back-office Operations



Group Operations



Reporting

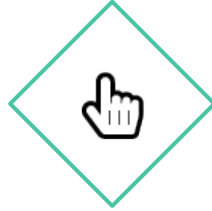
Starts from USD 29/Month

# eZee Reservation

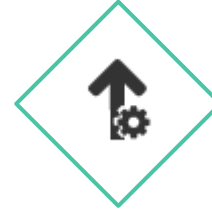
Hotel Booking Engine



Responsive User Interface



2-Click Booking Process



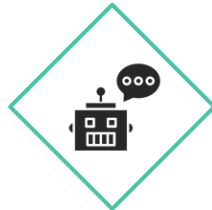
Up-sell Extra Services



Packages and Promotions



Yield Management



Smart Chatbot



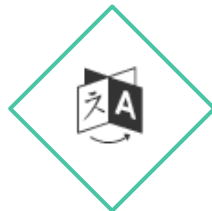
PMS & CM Integration



Group Booking Engine



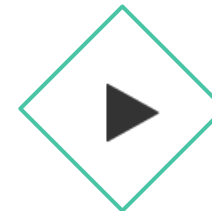
Email Marketing and Scheduling



Multiple Languages and Currencies



Tripconnect and Google Hotel ads



Ready Plug and Play Widgets

Starts from USD 39/Month

# eZee Centrix

Online Channel Manager



OTA and GDS  
Connections



Manage Rates and  
Inventory



BE & PMS  
Integration



Mobile Channel  
Manager



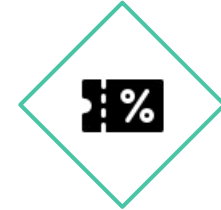
Automatic Credit  
Card Verification



Yield  
Management



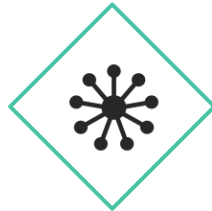
Manage Pay@Hotel  
Booking



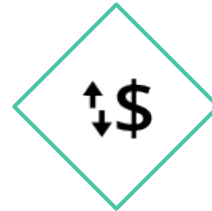
OTA Vouchers,  
Commission & Billing



Vacation Rental Portals  
Connectivity



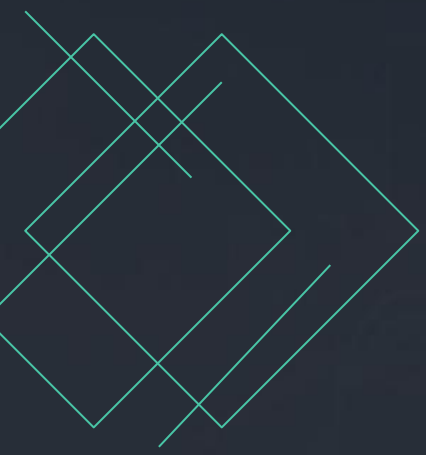
Central Reservation  
System



Rate  
Threshold



Minimum Overbooking &  
Under Bookings



# Restaurant Solutions Overview



Starts from USD 575

# eZee BurrP!

On-premise Restaurant Management Software

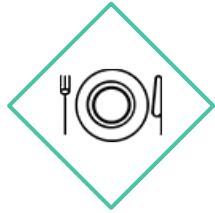
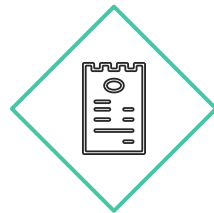


Table Management



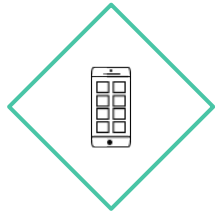
Multiple Order-type Management



Kitchen Display System



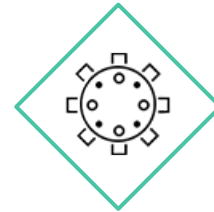
Loyalty and Gift Card Module



Restaurant POS App



SMS and Email Notification



Banquet Management



Mobile App for Reports



Inventory and Stock Management



Receipt and Billing Operations



Menu Management and Item Modifiers



Payroll Management



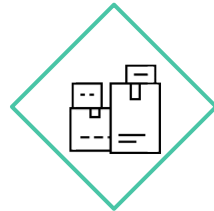
Starts from USD 30 /Month

# eZee Optimus

Online Restaurant Management Software



Online & Offline  
Order Taking App



Inventory and Stock  
Management



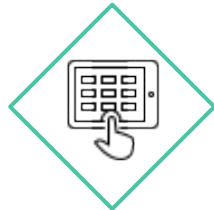
Day Close and User  
Roles Control



Custom  
Reports



Shift  
Management



Tablet-based  
Restaurant POS App



PMS  
Integration



Payment  
Gateway Integration



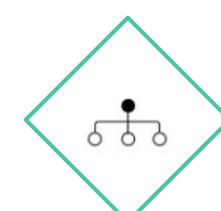
Order  
Management



Menu  
Management



Item Rate  
Management



Restaurant Chain  
Handling

# Add On Products



## eZee iMenu

Digital Restaurant Menu



## eZee iFeedback

Guest Feedback System



## Appytect

Hotel Guest App



## Critique

Hotel Review  
Management Software



## Rate Shopper

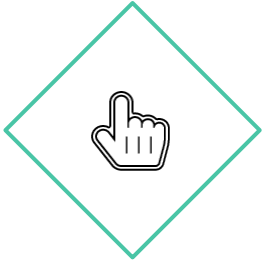
Competitor  
Rate Analysis Tool



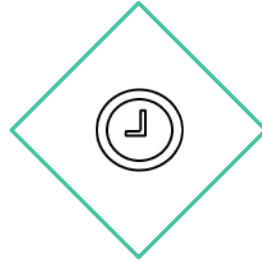
## eZee iLoyalty

Loyalty  
Management Software

# Why is eZee Software Favored?



Superb User Experience



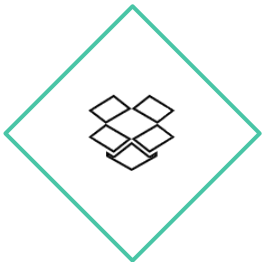
Time-tested



Innovation-driven



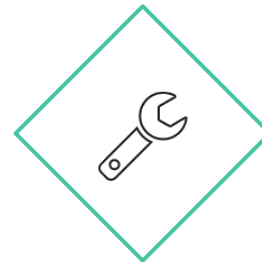
Internationally Recognized



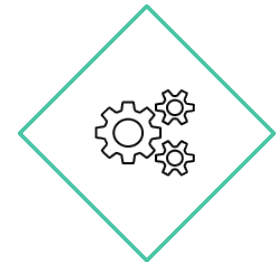
Ensured Product Stability



Expert Developers

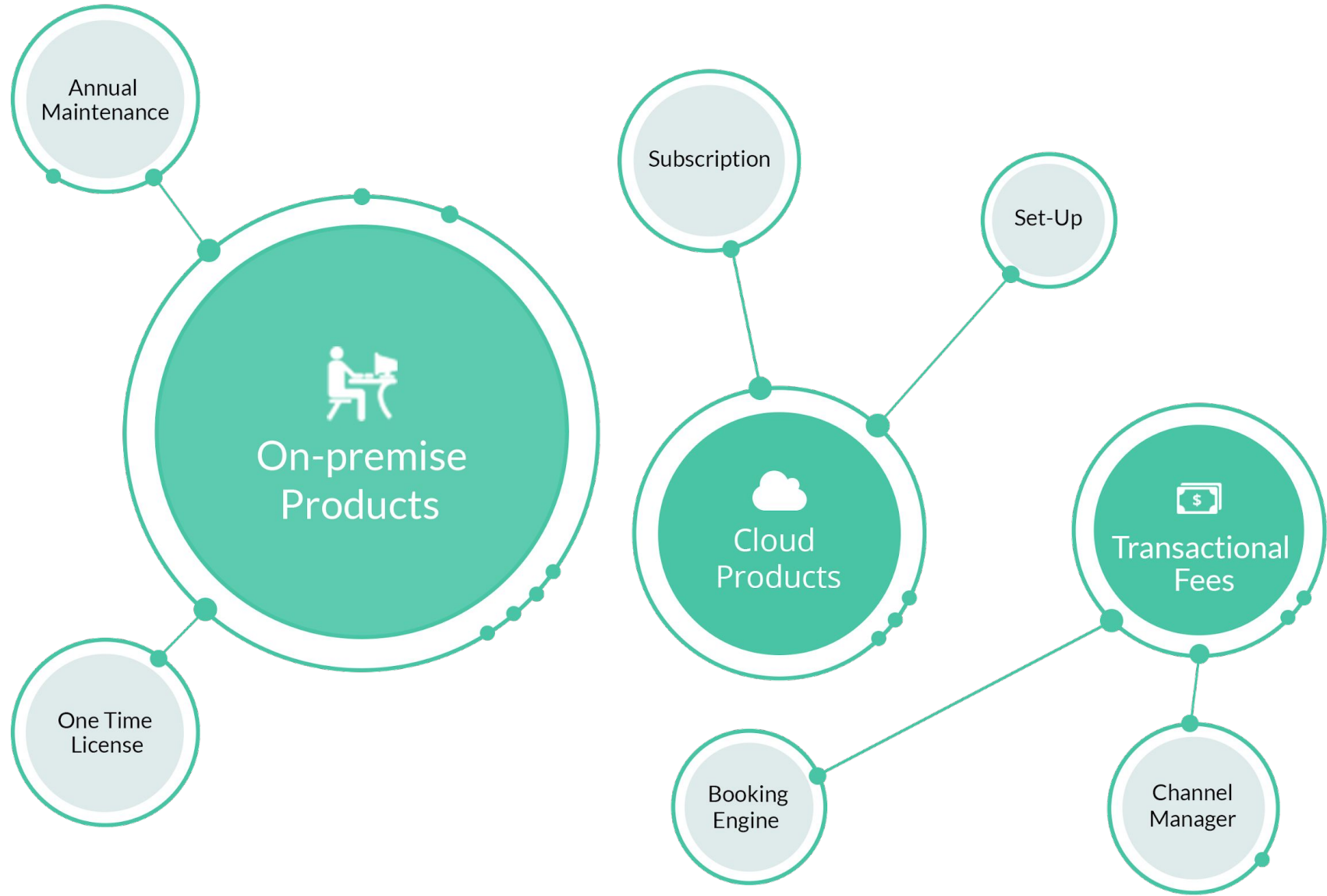


Open to Local Customizations



Up-to-date With Latest Technology

# Revenue Model and Competitive Pricing





## About eZee Channel Partner Program

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eZee has been catering to the hospitality IT market worldwide for more than a decade.

**A major contributor in that has been the 200+ companies who have joined hands with eZee to offer cutting-edge hospitality solutions in their regions.**

Our partner program offers benefits of our well established brand, giving you a strong foothold in this competitive industry.



# eZee Partner Programs



# Select The Best Suited Plan For You

| Key Inclusions  | Platinum | Gold | Silver |
|---|----------|------|--------|
| 24X7 Live Technical Support   | ✓        | ✓    | ✓      |
| Pre-sales & Onboarding Support  | ✓        | ✓    | ✓      |
| Free Online Training For You & Your Clients                               | ✓        | ✓    | ✓      |
| Presales & Onboarding Support   | ✓        | ✓    | ✓      |
| Freedom to Set Product Prices (Not Below eZee's Base Price)               | ✓        | ✓    | ✓      |
| Take Advantage of eZee's Brand and eZee Logo                              | ✓        | ✓    | ✓      |
| Access to eZee's Partner Marketing Kit                                    | ✓        | ✓    | ✓      |
| News Publishing in eZee Insider (Monthly Newsletter with 40000+ Database) | ✓        | ✓    | ✓      |
| Dedicated Account Manager   | ✓        | ✓    | ✓      |

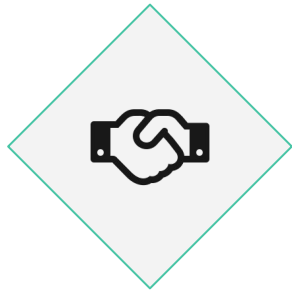
| Key Inclusions                                    | Platinum | Gold | Silver |
|---|----------|------|--------|
| Access to eZee's CRM Solution                     | ✓        | ✓    | ✓      |
| Lead Forwarding                                   | ✓        | ✓    | ✓      |
| Brand Certification by eZee                       | ✓        | ✓    |        |
| On-site Implementation and Training (Chargeable)  | ✓        | ✓    |        |
| Partner Logo Usage and Guideline                  | ✓        | ✓    |        |
| Lead Generation Report                            | ✓        | ✓    |        |
| Authority on Upcoming Products & Enhancements     | ✓        | ✓    |        |
| Access to Software Beta Versions                  | ✓        | ✓    |        |
| Direct Contact with Management and Technical Team | ✓        |      |        |
| Joint Marketing                                   | ✓        |      |        |
| Exhibition Support / Joint Seminars               | ✓        |      |        |

[Discover Other Program](#)

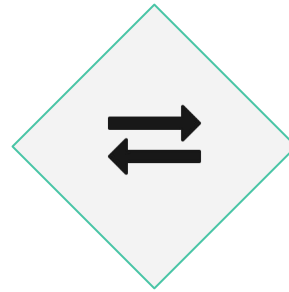


# Redeemable Deposit Amount - The What and Why

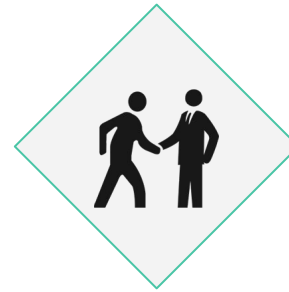
Enrolling in eZee Channel Partner Program is completely free. However, to maintain and perceive the credibility of the partners who enroll with us, we charge a redeemable deposit amount based on your region of operations as well as the type of partner program you enroll for.



For Easier Identification Of Genuine Partners



For Quicker Transactions Between You and eZee



To Finetune The Prospective Partners



To Provide You Hassle-free Training and Onboarding



To Give You a Chance In Reselling eZee Solutions



To Forward Leads Without any Interruptions



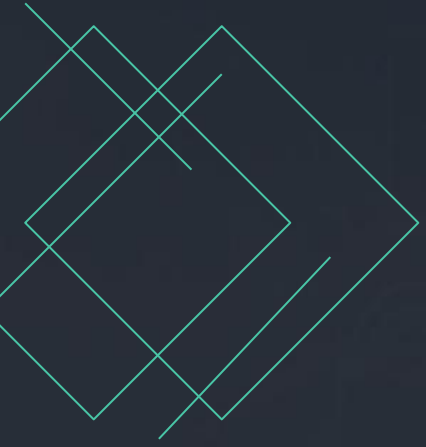
For a Proper Justification of our Experience in the Industry

# Redeemable Deposit Amount - Reimbursement Process

This is how the deposit reimbursement process works in eZee

|                                  |                                       |
|----------------------------------|---------------------------------------|
| Deposit amount you gave to eZee  | 5000 USD                              |
| 1st sale you close               | 5000 USD (excluding your own markups) |
| Your commission (20%)            | 1000 USD                              |
| Payment due with eZee            | $5000 - 1000 = 4000$ USD              |
| Your balance with eZee           | 5000 USD (deposit amount)             |
| Balance with eZee post this sale | $5000 - 4000 = 1000$ USD              |

**Note:** All the numbers are shown are for illustrative purposes only. Annual maintenance charges, partner's markup, partner's gain from training and implementations are not taken into consideration, to make the calculations easy to understand.

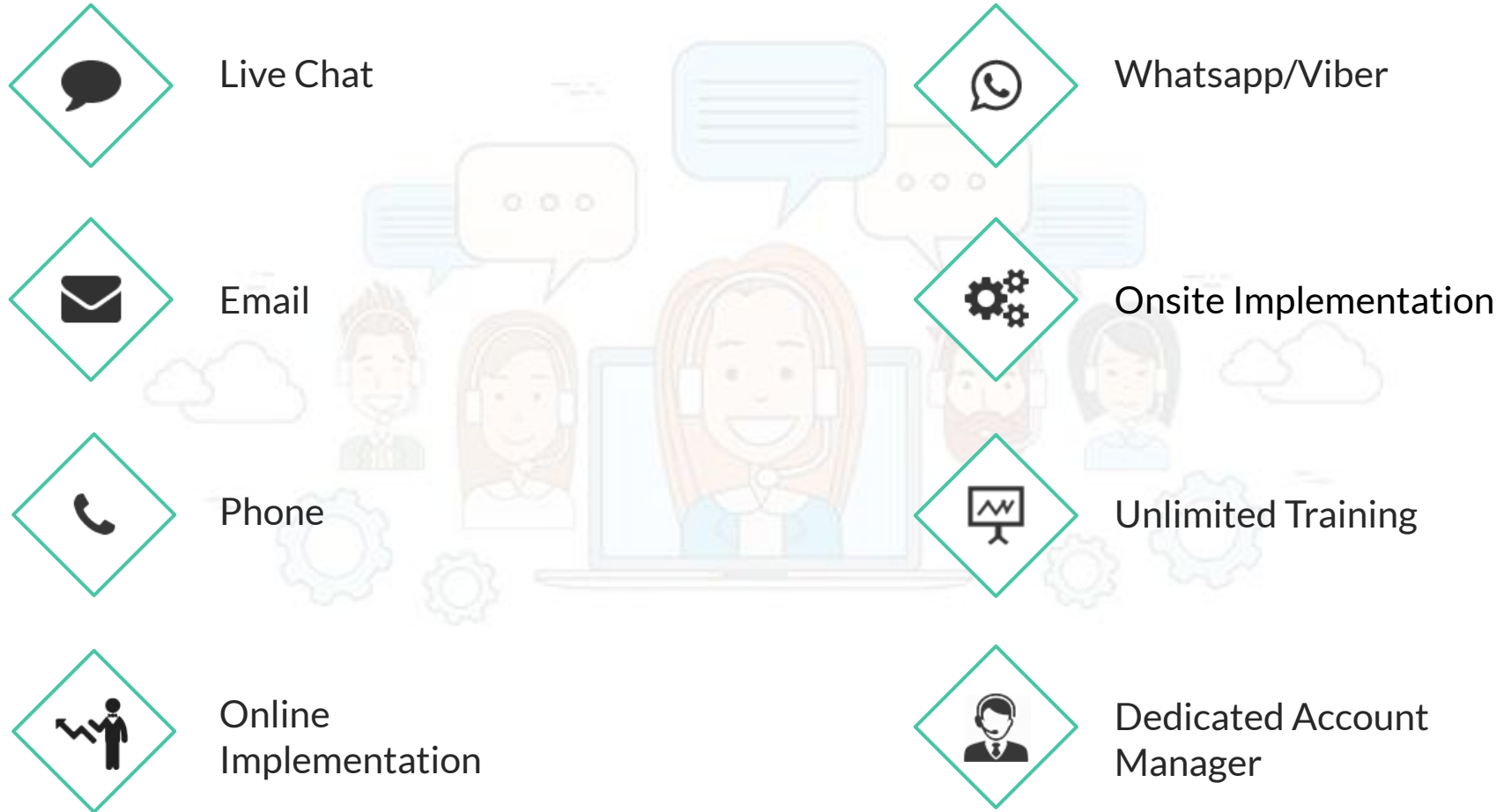


# Why Partner With eZee?



# Our Strength: **Aggressive Support to Partners**

We support our users and partners in the following ways:



# Why Companies Like You Should Partner With eZee?



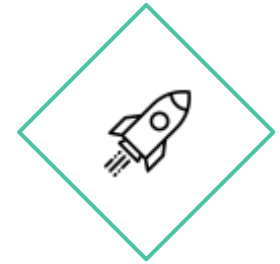
Combine your existing solutions with eZee's latest ones



To offer all-inclusive integrated solutions to your existing hotel clientele



To expand your clientele with increased offerings



To boost exposure of your brand



To outperform your competitors in terms of solutions and services



To obtain opportunities for customer retainment



To get a hike in sales opportunities



To attain high profit margin and ROI

# Open To Local Customization

Despite being a global company, eZee involves itself in local customization requests from time to time, that is being **Glocal and Global** at the same time.

We acknowledge the timely needs of our varied users and partners.

The level of customization may depend on factors like product features and sustainability of the project.



GST Compliance for Malaysia



BIR Accreditation for Philippines



Green Tax Report for Maldives



Shomoos Integration of Saudi Arabia



Regional Payment Gateway Integrations



ROP (Royal Oman Police) Integration for Oman



Bahrain Tourism Interface



Guest Statistical Report Interface for Italy



Government Statistical Report Interface for Panama



Government Statistical Report Interface for Iceland



Fiscal Printer Interface in Many Countries



IRD Certified for Nepal

[Check out more of our customizations](#)

# 500+ Interfaces and 3<sup>rd</sup> Party Integrations



PABX-  
Call Accounting  
Interface

200+

**HITACHI**  
Inspire the Next

**Panasonic**  
ideas for life

**SAMSUNG**

**CISCO**

**AVAYA**

**BPL**

**LG**

**TOSHIBA**

[View More](#)



Keycard Door Lock  
Interface

30+

**ADLE**<sup>®</sup>

**DEM**

ASSA ABLOY

**HÄFELE**  
FINDING BETTER WAYS

**orbita**  
TECHNOLOGY CO.,LTD

**INHova**

**PHILIPS**

**Saflok**  
dormakaba Group

[View More](#)



SMS Gateways

30+

**24x7SMS**  
Send Message Simply

**way2sms**  
India's #1 SMS platform

**gupshup**

**Gensuite.**

**directSMS**

**route mobile**  
communication simplified

**bulksms.com**

**SMS 4 U**  
Your Online SMS Gateway

[View More](#)



## PMS Integrations

10+



[View More](#)



## Channel Manager Integrations

12



[View More](#)



## Booking Engine Integrations

20+



[View More](#)



## POS Integration

1







### OTA Connections

120+



[View More](#)



### Meta Search Engines

3



### GDS Connections

2



### iCal Based Connections

20+



[View More](#)



### IPTV Integrations

4

120+



### Electronic Sign Pad Integrations

3



### Cash Drawer Integration

1



### Payment Gateway Integrations

100+



[View More](#)



## Financial Accounting Software

20+



[View More](#)



## Fingerprint Readers

5



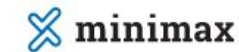
## Passport Scanners

8



## Fiscal Printers

9



[View More](#)

# Who Can Partner With Us?



PMS Vendors  
[Read More →](#)



IT Hardware Vendors



Hotel Web and Hotel Marketing Solutions  
[Read More →](#)



Revenue Management Companies  
[Read More →](#)



Tour Operators



Hoteliers and Restaurateurs  
[Read More →](#)



IT Solution and Services Provider  
[Read More →](#)



Hotel Technology Providers  
[Read More →](#)



Hotel Consultant  
[Read More →](#)



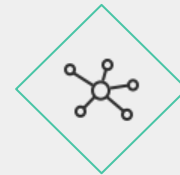
Hotel Hardware Suppliers  
[Read More →](#)



Reputation Management Companies  
[Read More →](#)



Software Integrators  
[Read More →](#)



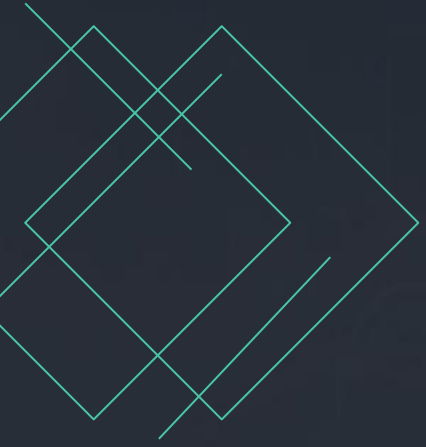
Booking Engine & Channel Manager Vendors



Travel Organizations



Hotel Photographers  
[Read More →](#)



# Benefits You'll Have As a Partner

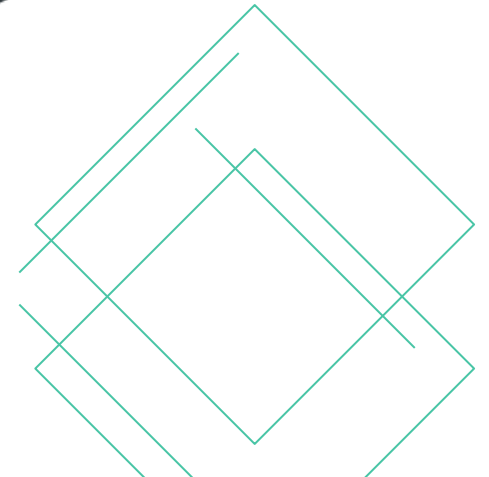


# Key Account Manager

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Once you enroll with eZee's partner program, you will be assigned a Dedicated Account Manager. He will walk with you through each partnership phase you pass with eZee. In addition, he will:

- Serve as a Bridge Between You and eZee's Internal Teams
- Help You in Expanding Your Business
- Build Trust in Partnership
- Guide You on Sales Pitches
- Assist You on Increasing Your Revenue
- Understand Your Requirements
- Continually Propose Solutions To Meet Your Objectives
- Play an Integral Part in Generating Leads



# Perks of eZee Channel Partner Program

## Quick Enrollment

Our partner program has an easy and quick enrollment to help you get started.



## Revenue Generation Measures

Based on our partner's performance, we give them a hike in commission structure and AMC.



## Implementation

We offer 100% implementation and training services at your client's property.



## Access to eZee's Resources

You get access to eZee's exclusive marketing collaterals, and other valuable resources.



## Unlimited Free Training

We offer free unlimited online training or offline training to you and your clients.



## Early Access To Product Updates

You get an immediate access to the Beta versions of upcoming software and updates.



# Standard Sales Process For Partners in eZee





# How Our Current Partners Make Money?

**Commission** on sale of eZee products



**Annual Maintenance Charges YOY** for Desktop Products



**Markups they keep** on eZee products, training, implementation and services



**Recurring income** on subscription renewal of Cloud Products



**Sale of eZee products** along with their existing solutions



# Flashback To Partner Visits At Surat HQ



Loke  
Malaysia



Emily & Guy  
Cameroon



Vipin Nair  
Qatar



Bharat Thapa  
Bhutan



John Park &  
Yuki Fujishima  
Korea and  
Japan



Piyakead Soontallnon  
Thailand



Emerson Ibon  
Philippines



Imtiyaz Adamjee  
Kenya



Abbas Awaji  
Saudi Arabia



Ahmed Ashraf  
Maldives



Kiran Autade  
India



Khalid  
Iraq




Khin Maungtut  
Myanmar



Nigel Miranda  
Cambodia

# Our Hotel Clientele

 Hotels




 Chain of Properties




 Resorts




 Serviced Apartments




 Hostels



# Our Restaurant Clientele

 Fine Dining



 Bars, Pubs & Nightclubs



 Cafés



 Hotel Restaurants



 Restaurant Chains





Do you want to go through our **product presentations**?



Do you wish to **check the feasibility of integration** of eZee with your existing software?



Do you want to **register your first client** to start with?



Or do you want to go through a **sample agreement** first?



**Any questions** you have for us?



Do you want to **take a trial** of our products?

## What Next?



# White Label Partnership Program

White Label OEM Program offers you a unique opportunity of re-selling eZee's high-end products under your brand's name.



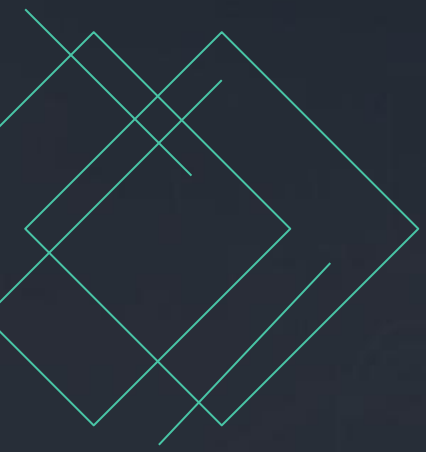
## Key Inclusions

Everything included in Platinum Partnership Program, in addition to your company brand name & logo on eZee products.



## Commission You Earn

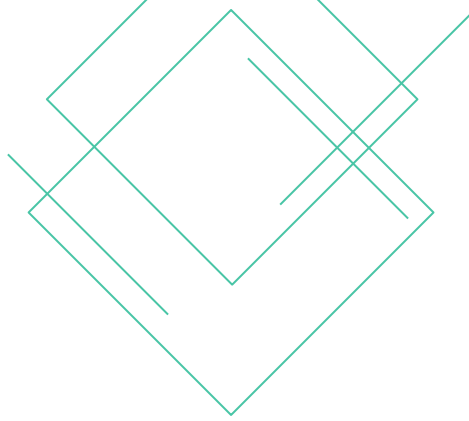
40% of the actual product price.



# How Did eZee Partner Program Upturn Businesses







Established in: 2010

Location: Maldives

Partnered with eZee in: 2011

## Problems Faced

- New to the industry.
- Lack of domain knowledge and expertise.
- Trouble in offering pre-sales to post-sales services.
- Operating at remote location.

## How eZee helped?

- Expert guidance.
- Execution of better work practices.
- Streamlining pre-sales to post-sales services.
- Assistance in their day-to-day administrative tasks.

# Acuity Business Solutions: Uplift In ROI and Operations

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Just recently, Guesthouse Association of Maldives (GAM) chose eZee as it's tech partner to equip guesthouses in Maldives with leading-edge technology and thereby promote local tourism.



Established in: 2013

Location: Nepal

Partnered with eZee in: 2017

# Partnership With Hotel Photographers: Imaging Inside Pvt. Ltd.

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## Trajectory

- **A Google Street View trusted agency, Imaging Inside Pvt. Ltd. is skilled in clicking photographs of hotel properties for their presentation on online channels in Nepal.**
- **Associated with several hotels in the vicinity, the company partnered with eZee to offer more solutions and services to its hotel clients.**
- **The partnership with eZee has considerably expanded Imaging Inside's market and established its brand in the hospitality industry of Nepal.**



Established in: 2014

Location: Ecuador & Mexico

Partnered with eZee in: 2014

## Trajectory

- Companies offering web and marketing solutions to the hotels have a tendency to give unique ideas to their clientele. **And each hotelier needs a website for his hotel besides some exposure to digital marketing tactics.**
- Partnering with eZee gave a boost to Colibri, because the **website they made for the hotels synced with eZee booking engine** giving an uninterrupted booking flow for hotel's guests.
- A fruitful relationship, Colibri and eZee both have benefited significantly with a mutual understanding for client sharing.

# Partnership with Hotel Web and Marketing Solutions: Colibri Tecnologia Turistica

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Established in: 2011

Location: Pan India

Partnered with eZee in: 2017

# Partnership with Reputation Management Companies: **Repup**

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## Trajectory

- Repup - an online Reputation Management Company **takes care of the review and response management** of a hotel and it's strategies step-by-step in **India**.
- **Synergized with eZee under tech-partnership**, Repup offers eZee solutions to its hotel and restaurant clients while working towards their reputation building.
- A win-win partnership for both, it will help expand the other's market segment and provide opportunities for brand exposure.



Established in: 2016

Location: United Arab Emirates

Partnered with eZee in: 2016

## Trajectory

- Before partnering with eZee, **eLine Hospitality Solutions** worked as an hardware supplier to the hotels, providing them networking and other hardware solutions.
- A perfect alliance between hardware and software, the partnership between eLine and eZee has helped eZee taken another step in **UAE's hospitality market**.
- With an experience of dealing with hoteliers, eLine offers something more to them through eZee's cutting-edge technology solutions.

# Partnership with Hotel Hardware Suppliers: eLine Hospitality Solutions

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Established in: 2014

Location: Myanmar

Partnered with eZee in: 2014

# Partnership with IT Solution and Services Provider: Hub Point Company Limited

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## Trajectory

- An authorized reseller of eZee in Myanmar, **Hub Point Co. Ltd.** offered IT solutions and services to its clients before associating with eZee in 2014.
- Being eZee's distributor in Myanmar, Hub Point now provides hospitality software along with its IT solutions and services to its hotel and restaurant clients.



Established in: 2006

Location: Kenya

Partnered with eZee in: 2006

## Trajectory

- Our first Channel Partners, **Hifin Technosys Ltd.** offers POS and retail solutions for restaurants apart from expanding eZee's market in Kenya.
- The company grew from one-person team to that of a 15-person post its partnership with eZee.
- Currently, Hifin stands second to none in the Kenyan hospitality market, having a hold on more than 150 hotels and restaurants.

Partnership with  
Hotel Technology  
Providers:  
**Hifin Technosys Ltd.**

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Established in: 2014

Location: Philippines

Partnered with eZee in: 2014

# Partnership with Consultant Agency: Netsynch Computer Solutions

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## Trajectory

- Before partnering with eZee, **Netsynch Computer Solutions** provided only hardware solutions in the hospitality industry.
- Being eZee's sole distributor in **Philippines**, they are now providing complete hospitality IT solutions.
- The partnership with Netsynch has **significantly magnified eZee's market position** and increased the utilization of eZee products in the region. Moreover, the alliance has amplified Netsynch's hold in Philippines' hospitality industry.



Established in: 2016

Location: India

Partnered with eZee in: 2016

## Trajectory

- A client beforehand under Hotel Akshaya in India, Focusin Solutions recently partnered with eZee to offer eZee solutions in its region to its fellow hoteliers.
- Once they started using eZee solutions for their property, Hotel Akshaya (Focusin Solutions) experienced the user-friendliness of the technology for hoteliers and saw an opportunity to resell eZee in the region.
- The partnership has benefited Focusin with a hike in its revenue and has expanded its brand name in the industry.

## Partnership With Clients: Focusin Solutions

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Established in: 2011

Location: Netherlands

Partnered with eZee in: 2017

## Trajectory

- **Roomer PMS** is established in **Netherlands** since last 6 years **offering Hotel PMS** to the hoteliers in the region.
- Being a PMS vendor, Roomer has **integrated its PMS with eZee Centrix channel manager** to provide inventory distribution system with its PMS to its existing clientele.
- A White Label Partner, Roomer and eZee will give a hike to each other's revenue and brand in Netherlands' hospitality market through seamlessly integrated solutions.

## Partnership with PMS Vendors: **Roomer PMS**

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Established in: 2016

Location: Pan India

Partnered with eZee in: 2017

# Partnership with Revenue Management Companies: Bigfoot Hospitality

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## Trajectory

- Partnership of Revenue Management Companies with Hospitality Tech Providers leads to a seamless symbiosis and high-ended benefits for the hospitality industry.
- Prior to partnering with eZee, Bigfoot focused its expertise on increasing revenue for the hospitality industry through OTA rankings, marketing tips and tricks and more in India.
- Post the White Label partnership, Bigfoot has been offering eZee's solutions under its own brand name to its hotel clients, combining its skills with the latest technology and automated operations.