EPSILON HOSPITALITY

MEMBER OF EPSILONNET GROUP OF COMPANIES

YOUR HOTEL
IN THE FUTURE

EPSILON HOSPITALITY is a member of EPSILON NET GROUP OF COMPANIES and provides solutions to all hospitality industry.

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Epsilon Hospitality solutions cover all sizes & types of accommodation properties. Small scale hotel units, boutique hotels, city hotels, smart hotels, rooms to let, bungalows, camping and any other accommodation type may enter the new digital era with the technological superiority of Epsilon Hospitality solutions.

Epsilon Hospitality features **PYLON Hybrid, hoteliga, Hotel Availabilities** and **BookOnlineNow applications**, which compose a complete package of software solutions that can be applied to the most complex accommodation type or hotel unit.

YOUR HOTEL
IN THE FUTURE

EPSILONNET

GROUP OF COMPANIES

SUBSIDIARY COMPANIES

Netera

Netera features Welcome PMS, a fully featured property management system developed by focusing on the user. It is designed to revolutionize the way hoteliers manage their properties, providing them with a comprehensive and efficient solution to streamline operations.

BookOnlineNow

BookOnlineNow is a travel technology provider, expertly created to offer hoteliers a best-in-class online booking engine platform and optimization tools to boost conversion rate and maximize revenue from their direct bookings.

Hotel Availabilities

HotelAvailabilities Channel Manager allows the hoteliers to take complete control of the room rates, availability and restrictions across all connected internet sales market.

Digital4u

Digital4U is a Digital Marketing Agency that offers a variety of services to its clientele, covering a 360º range of services in Digital Brand Advertising, depending on the customized needs of each business.

PYLON PMS Suite Hybrid

PYLON PMS Hybrid is an application designed for all types and sizes of hospitality businesses, providing the best property management solution for hotels, restaurants & food services businesses.

PYLON PMS Hybrid Suite delivers scalable and efficient operations in a **complete solution:**

DYNAMIC PLANS
Dynamic and efficient reservation management for the front office and reservation departments

HOUSEKEEPING
Real-time, smart scheduling & monitoring of the housekeeping work with mobile devices

ADVANCED PRICELISTS
Covering advanced and complex pricing scenarios, it removes the burden of correct price checks for every reservation

HOTEL CONTRACTS
Monitoring the effectiveness of negotiated contracts for maximum profitability

SMART INTEGRATIONS
Flexible integrations with online services such as RMS, Channel Managers, Booking Engines & Energy Efficient Systems, and others

F&B MANAGEMENT
Inventory management, food cost control, procurement forecasts, order and vendor management

CRM
Empowering sales staff with digital campaign management, lead generation activities and customer satisfaction surveys

REPORTING
Equipped with a full set of prepared reports and an advanced Easy Report Generator

PYLON
PMS
Hybrid

POINT OF SALE (POS)
Effortless and integrated operations for restaurants, cafés, catering, mini markets & gift shops

BUSINESS ANALYTICS
Configurable dashboards that give a clear view of Key Performance Indicators (KPIs) for every aspect of the business

INTEGRATED ACCOUNTING
Effortless bookkeeping, maintenance and monitoring of accounting figures & operations and real time connection with myDATA platform

FLEXIBILITY
Based on advanced cloud technology, modern design and unique capability of adapting to any end-user's needs, rather than forcing the end-user to adapt to the application

PYLON PMS Hybrid Complete **digital transformation** for the hospitality industry

PYLON PMS Hybrid is available in two editions:

- PYLON PMS Hybrid **Start** – Designed for smaller hotel businesses
- PYLON PMS Hybrid **Standard** – Designed for medium - large hotel businesses

PYLON PMS Hybrid is trusted by thousands of hospitality businesses that seek a reliable technology partner for their successful digital transformation. They achieve the ultimate goal to reduce operational costs, maximize their profitability and deliver the best experience for their customers.

Epsilon Smart Philoxenia

Epsilon Smart Philoxenia Edition is a web-based application that offers specialized features for serviced apartments and small hotel units. Its modern web environment takes advantage of the latest **Microsoft Azure** technologies.

EPSILON SMART
PHILOXENIA

REVENUE
Optimize and Increase Revenues with smart KPIs Generator. Instant access to all transactions provides better information for decision making process

CONTROL
Tasks and appointments recording. Calendar and CRM tools available for total business control and online access from anywhere, anytime

CRM
Build deeper relationship with guests through CRM and Sales Opportunities module.

MONITORING
Reservation System with a single view of properties, with integrated reports and revenue management

PROPERTY MANAGEMENT
Property management from an easy-to-use interface. Automate recurring processes, such as pricing, housekeeping, invoicing and guest communication

BANKING TRANSACTIONS
Offers interconnection with the e-banking systems of all banks, directly through the application environment

Welcome PMS

Welcome PMS is an easy to use, full featured property management system developed by focusing on the user. Welcome PMS is designed to revolutionize the way you manage your properties, providing you with a comprehensive and efficient solution to streamline your operations.

At its core, Welcome PMS is a powerful software platform that empowers property managers to optimize their daily tasks and enhance the overall guest experience. Whether you operate a hotel, resort, vacation rental, camping, or any other hospitality establishment, Welcome PMS is tailored to meet your specific needs and requirements.

SEAMLESS INTEGRATION
Seamless integration with various essential systems, including front desk operations, reservations, housekeeping, accounting, and more. Real-time synchronization of data, eliminating the need for manual entries and reducing the risk of errors. By supporting Multi-property installations, users have access to each property with just 1 click.

USER-FRIENDLY INTERFACE
Welcome PMS boasts an intuitive and easy-to-navigate interface. Simple for the staff to learn and use efficiently. With minimal training required, the team can hit the ground running and maximize productivity.

RESERVATION MANAGEMENT
Welcome PMS offers a centralized reservation system that allows effortless handling of bookings, availability check and allocation of rooms or units. The system also supports online bookings, ensuring a smooth and convenient experience for guests.

REPORTING AND ANALYTICS
Robust reporting and analytics capabilities, offering a comprehensive overview of the property's performance. From occupancy rates to revenue analysis, you can make data-driven decisions to optimize your operations and drive profitability.

With Welcome PMS by Netera Software, you can unlock the full potential of your property management operations. Say goodbye to manual processes, inefficiencies, and guest dissatisfaction. Embrace a future of streamlined management, exceptional guest experiences, and increased profitability.

WELCOME PMS

NETERA SOFTWARE

Hotel Channel Management

HotelAvailabilities Channel Manager allows hoteliers to take control of room rates, availability & restrictions across all connected internet sales market and keeps the channels always up-to-date. Availability, prices and restrictions are sent automatically from HotelAvailabilities to the channels.

EFFECTIVE INVENTORY DISTRIBUTION
Management of all channel aspects simultaneously. Online distribution management in an efficient and quick way, without delays, errors, or parity problems

TIME & MONEY SAVING WITH AUTOMATED DISTRIBUTION
Room management, just from a single screen. The streamlined features let the revenue or sales managers be more productive, as well as the hotel staff can log in to perform basic tasks with ease

INCREASED HOTEL ONLINE EXPOSURE
Usage of all available sales and distribution channels

INCREASED SALES AND PROFIT
Maximum online and offline market, maximum profit

⟨⟩ Extra Features

HotelAvailabilities invests in the continuous development of new functions, thus improving the overall user experience:

- **Promotions** management for the booking channels
- **Communication Tool** for responses to all messages from all channels
- **Payment** and Invoicing module
- **Multi Property** Functionality for Hotel Chains and Hotel Management Companies
- **Yielding Tool** to increase the production of each unit
- **Reputation check** with direct response to the Reviews
- **White Label** functionality

⋈ Hotel Availabilities

Market Expansion and Business Growth

HotelAvailabilities expertise and knowledge allow the best possible channels mix and third-party service systems for market maximization and optimized business revenue.

Connection to more than 120 Channels, including: Online Travel Agencies (OTAs), Wholesalers (B2B), Global Distribution Systems (GDS), B2B Distribution systems, Hotel Booking Engines (IBE), Property Management Systems (PMS), Revenue Management Systems (RMS), Hotel oriented Apps and Expert Partners.

Online Booking Engine

BookOnlineNow (BON) is a smart and modern booking engine system offering hoteliers market-top solutions, tools and services to boost conversion rate and maximize revenue from their direct bookings

STRENGTHEN GUEST EXPERIENCE
Fully responsive and customizable to match the look and feel of the website, making search and booking process simple, easy and fast

INTERNATIONAL SOLUTION
Supports more than 30 languages and all international currencies

DIRECT METASEARCH CONNECTIVITY
Connects property to Metasearch engines like Google Hotel Ads, TripAdvisor, Trivago

LOYALTY SUITE
Enables best customers & frequent traveler rewarding and increased repeat bookings by offering exclusive member rates and discounts

SMART & DYNAMIC PRICING
Offers a powerful and sophisticated pricing engine for implementing even the most complicated pricing strategy

BUSINESS INSIGHTS - DEMAND REPORTS
Offers a suite of advanced Performance and Demand Reports that can lead to data driven decisions and optimization of pricing strategy and marketing plans

MARKETING SUITE
Offers a set of tools that engage and interact with guests for direct bookings. It communicates direct booking benefits and delivers highly effective promotional messages to targeted market segments

BON E-SHOP
Offers guests the ability to buy Gift Vouchers, Cash Vouchers, Exclusive Packages or any Extra Services

HOTEL CHAIN
Offers a set of tools to Hotel Chains like Hotel Cross-selling, central customer database, multi-property booking engine Link and multi-property user management

B2B Suite

The Direct Connection of Hoteliers and Travel Agents

BON B2B Suite is a distribution channel provided by BookOnlineNow, that enables direct connectivity between Hoteliers and Travel Providers (Travel Agencies, Wholesalers, Corporate, DMC etc.) by automating the booking process, increasing revenue and margins.

Through B2B Suite, Travel Agents, Wholesalers and Corporate clients have access to real time availability & rates. They can book directly using hotel's BookOnlineNow booking engine.

All reservations can be booked online through the booking engine without phone calls, email requests and delays in receiving reservation confirmations from hotels.

FOR HOTELIERS

- Hoteliers can decide which travel agents they want to get affiliate with and can assign them to a specific rate group.
- Hoteliers can negotiate directly with Travel Agents for their commission, rates, policies, and payment conditions.
- Hoteliers can find new Travel Agents through BON Travel Agents Network and increase their distribution channels.

FOR TRAVEL PROVIDERS

- B2B Partners can register and become members of the **BON Travel Agents Network** having access to thousands of hotels worldwide.
- B2B Partners have real-time access to NET or commissionable rates and availability of partnered hotels and get instant reservation confirmations.
- B2B Partners can have their own rate plans, net or commission based, and their own commission / discounts agreed with each hotel.

BON Call Center is part of BON B2B Suite and allows Hotel's Reservation Agents to make reservations on behalf of their guests. It converts call requests, offline requests, and email requests into online bookings.

Online identity design and increased market share

Digital4U provides 360° digital marketing services that enable more end-customers to be reached by forming a tailored strategy according to the market & the unique character of the property. The creation of an ''online journey" for the end-users will convince them for the value and the quality of the products and services and will motivate them to choose you over competition.

Digital4U Services include:

SEARCH ENGINE OPTIMIZATION

Increased organic rankings & 1st page listing in Google Search results. 100% relative traffic to the property's website, with users visiting, being most likely to convert

CONVERSION RATE OPTIMIZATION

Increased Conversion Rate of the incoming traffic to the property's webpage. Alterations to UX & UI in order to formulate the best & easiest user experience

SOCIAL MEDIA ADS

Increased awareness, engagement and bookings or sales for the Brand. Wide audience reach using a mixture of different campaign types

GOOGLE ADS

Increased sales & traffic to the website. Increased ROAS for the Brand using a performance-oriented strategy

Based on the specific needs of the business & the goals to be achieved, a variety of other digital tactics will be embedded in the online communication strategy such as:

- Content Marketing
- Affiliate & Influencer Marketing
- E-mail Marketing

More Benefits
- ⊘ Measurable results
- ⊘ Immediate optimizations
- ⊘ More than 80 successful digital campaigns

digital4u
all about internet

HRMS

Human Resources, Payroll & Time / Attendance software

Epsilon HR specializes in **Human Resources, Payroll & Time/Attendance software**. Today, it is the largest software vendor in Greece with exclusive focus in HR software solutions. It holds a **market share of over 85%** of Greek and multinational companies operating in Greece and undertakes the calculation of payroll for over 1,800,000 employees in the private sector.

Epsilon HR offers a complete range of Payroll &HR software solutions that caters for hotels and accommodations of all sizes and types.

Epsilon HR developed the necessary functionality for all its products in order to cover the needs and strict demands brought by the **Digital Work Card and ERGANI II legislation** which concerns **all Greek accommodation businesses**. The comprehensive solutions provide interconnectivity with the ERGANI information system, so that employee data are sent in real time, while introducing an exclusive All-in-One Solution that ensures the integration of the Digital Work Card with IT systems of:

- **Timekeeping**
- **Human Resource Management**
- **Payroll of each company (or the affiliate Accountant)**

All our products offer complete solutions for compliancy with the new legislation, utilizing integration with:

- **time & attendance terminals**
- **our Self-Service portals (e-check in/out)**
- **Epsilon HR Card Scanner mobile app for use of the QR code issued for every employee by the Ministry of Labour Affairs.**

Moreover, a new unique cloud solution was launched. Epsilon Smart Ergani covers the needs of the small-medium businesses and hotels with an external accountant or basic in-house payroll.

EPSILON SMART
ERGANI