

Afixis

HOSPITALITY

we are Afixis

Est. 2019



Properties:
90 +



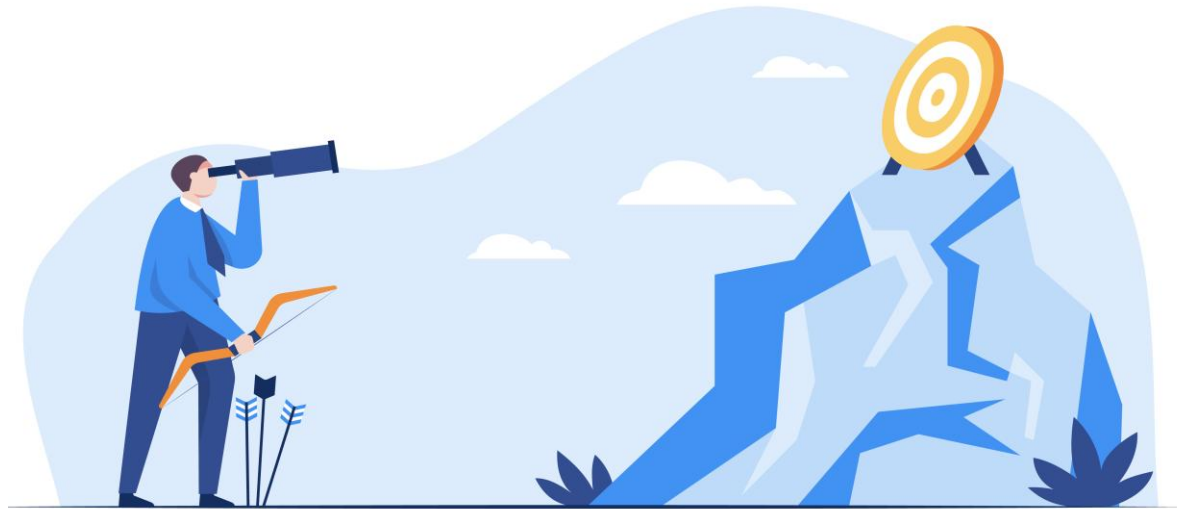
Room Revenue Managed 2024:
€100m +



Destinations:
34

Vision

*"To be the **trusted partner** for hotel owners in Greece and beyond, recognized for **maximizing revenues, driving sustainable growth & creating lasting value**"*



Mission

*"**Empowering hotels to reach their full potential**"*



Our Services

REVENUE MANAGEMENT



We implement Revenue Management to maximize profit

Revenue management is an extremely important dynamic concept within the hospitality industry, because it allows hotel owners to anticipate demand and optimize availability and pricing, in order to achieve the best possible financial results

Revenue Strategy

- Revenue Audit (historical data analysis & current position analysis)
- Value Analysis (benchmarking & competitive set monitoring) Based on your hotel characteristics, we create and monitor competition framework to make sure your hotel is always one step ahead.
- Pricing Strategy
- Market Mix (optimization share of sales channels)
- Forecast & Budget

Revenue Strategy implementation

- Monitoring & reporting
- Price Structure implementation
- Distribution management (execution of market mix strategy)
- Rate Yielding (Based on our forecast & budgeting plan we handle room rates dynamically to push all the time market relevant rates)
- Inventory management
- Marketing & sales coordination
- Daily performance evaluation

Sales Management

We design the distribution strategy for your Hotel

We drive and coordinate all sales activities to maximize revenue from existing and new accounts. We investigate new areas of businesses in terms of market development into new territories & market segments. Based on the Revenue strategy we seek for collaborations with online & offline channels to optimize room distribution.

- **Consortium Agreements**
- **Online Travel Agents**
- **Wholesalers**
- **GDS**

RESERVATIONS MANAGEMENT

We take care of reservations process end to end

We handle incoming room inquiries using the agreed quality standards & work closely alongside all other departments to coordinate guests' stay. We are the forefront of pre arrival and after departure customer service providing guest services that are above and beyond personalized service for customer satisfaction and retention.

- Handling requests for proposals (email, phone & 3rd party channels).
- Process all reservation requests, modifications, cancellations, and inquiries.
- Dedicated messaging templates (arrival, booking form, confirmation, welcome).
- Standard operating procedures between reservations and related departments.
- Preparation of quotes for Travel Agent requests.
- Handles external systems like Channel Manager, Web booking engines, Online Travel Agents extranets, etc.

Set Up

We coordinate & execute the set-up process

The set up includes installation and configuration of the following:
Set up includes We take care of content management to existing sales channels (e.g. OTA, booking engine) and we also set up the connection of new ones. In addition we set up properly and optimize all reservations related software.

- Property management system
- Channel manager
- Booking engine
- Distribution Channels according to predefined market mix(i.e. Online Travel Agents, Travel agents, Global Distribution Systems, Google Business, Metasearch,)
- Reservation standard operating procedures (i.e. automations, email templates for requests etc.)
- Fact Sheets
- Coordination in web site development



Our Partners



Afixis
HOSPITALITY



Trusted by prestigious brands all around Greece





Our Team

who we are

**Spyridon
Kouvas**



*Business Partner
Revenue Manager*

**Charalampos
Katras**



*Business Partner
Revenue Manager*

**Lefteris
Serviou**



*Business Partner
Revenue Manager*

**Stefanos
Kalampakas**



Reservations Manager

**Dimitris
Milakas**



Revenue Manager

**Konstantina
Velli**



Revenue Manager

who we are

**Konstantinos
Makrygiannis**



Revenue Manager

**Angela
Xanthoudaki**



Sales Manager

**Sofia
Myronidou**



Reservations Executive

**Argyro
Apostolopoulou**



Reservations Executive

**Paraskevi
Chachi**



Reservations Executive



thank you