

EPSILONHOSPITALITY

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.



EPSILONHOSPITALITY

MEMBER OF EPSILONNET GROUP OF COMPANIES

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

hoteliga

hoteliga is an innovative cloud-based Property Management System (PMS) and an all-in-one hotel management platform, which allows owners to manage their property using any device, anywhere, anytime.



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 360° 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.



<p>REVENUE Optimize and Increase Revenues with smart KPIs Generator. Instant access to all transactions provides better information for decision making process</p>	<p>CONTROL Tasks and appointments recording, Calendar and CRM tools available for total business control and online access from anywhere, anytime</p>	<p>CRM Build deeper relationship with guests through CRM and Sales Opportunities module.</p>
<p>MONITORING Reservation System with a single view of properties, with integrated reports and revenue management</p>	<p>PROPERTY MANAGEMENT Property management from an easy-to-use interface. Automate recurring processes, such as pricing, housekeeping, invoicing and guest communication</p>	<p>BANKING TRANSACTIONS Offers interconnection with the e-banking systems of all banks, directly through the application environment</p>

hoteliga Cloud PMS

hoteliga Property Management System (PMS) is an innovative cloud system, suitable for all kinds of properties (hotels, apartments, villas, hostels, camping, etc.)

ACCESS FROM ANYWHERE

hoteliga PMS offers the ability to manage daily property operations in a convenient way

ACCESS FROM ANY DEVICE

hoteliga PMS is accessible from any device with a responsive design. No installation is required

INTERACTIVE CALENDAR

It offers a complete and user-customizable calendar for the management of reservations

2-WAY CONNECTIVITY

It can be connected to HotelAvailabilities Channel Manager and BookOnlineNow Booking Engine, allowing online reservations to be inserted automatically, while the room availability is updated in real-time

MORE THAN 120 REPORTS

Large variety of reports regarding daily tasks, business insights, property's performance that assist in strategic decision-making

FLEXIBLE INVOICING

Different invoice templates and multiple languages. Supports various sales tax/V.A.T. schemes and tourist taxes

hoteliga also supports Real-Time Tracking of Housekeeping, multi-property, user management, email automation tool, management of different contracts for booking agencies etc.



hoteliga

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.

Hotel Channel Management



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



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.

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

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.



Book
OnlineNow



BON
B2B Suite

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



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.





EPSILONHOSPITALITY

MEMBER OF EPSILONNET GROUP OF COMPANIES

hoteliga

Book
OnlineNow

HA
Hotel Availabilities

digital4u
all about internet

epsilonhospitality.com.gr | Athens +30 211 5007000 Thessaloniki +30 2310 981700

[f](#) /OmilosEpsilonNet [in](#) company/epsilon-net [@](#) epsilon_net_official [tm](#) Epsilon Net

