



AI-Powered Hotel Operations

**AI-powered automation to keep hotels
running smoothly, efficiently, and
autonomously**

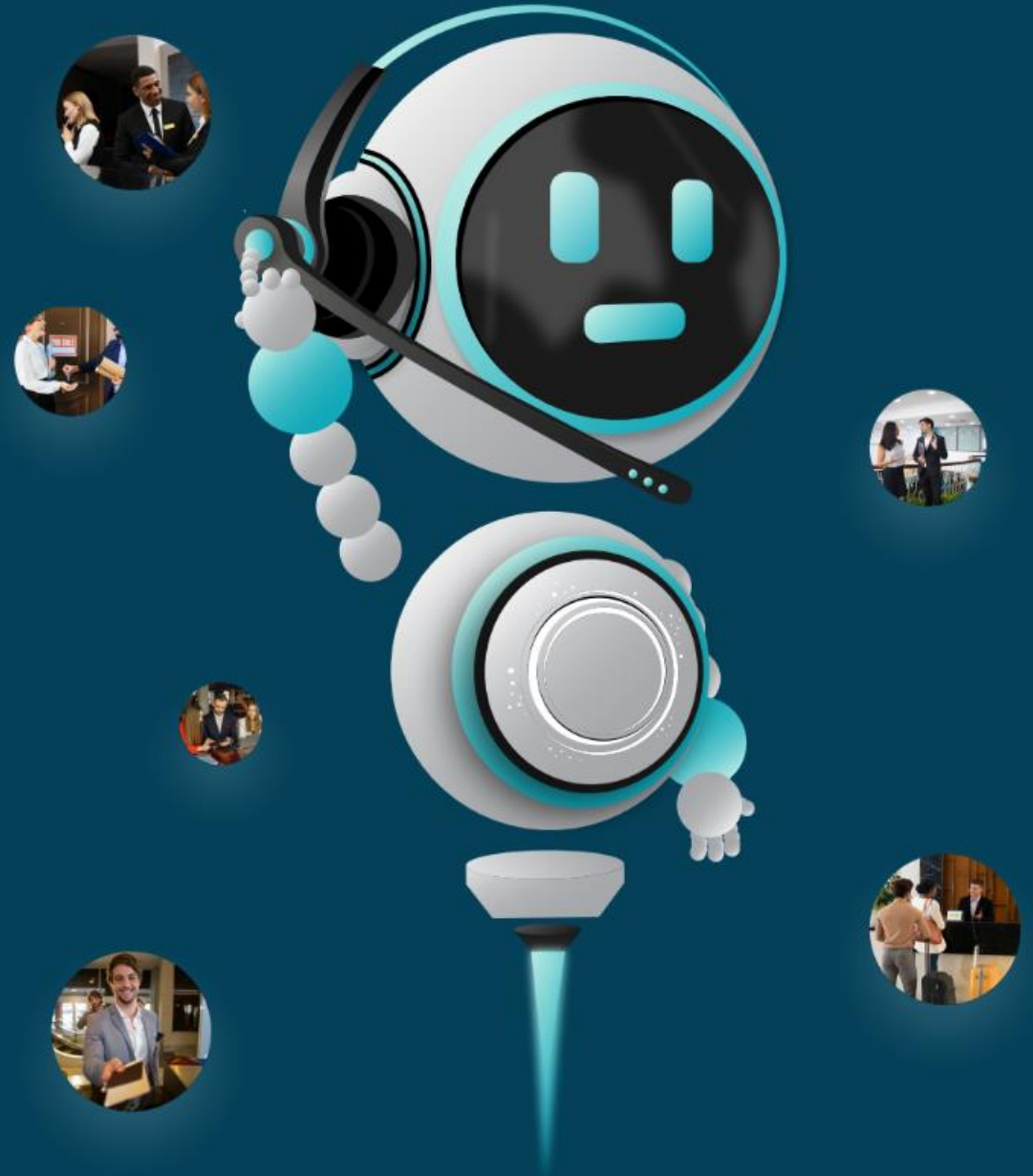
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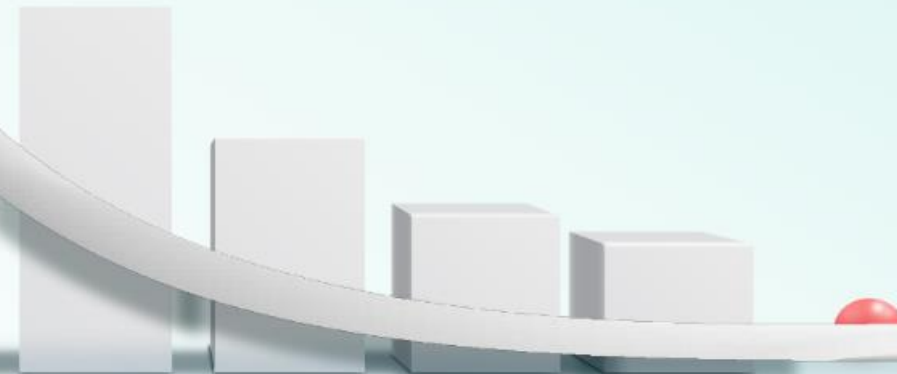


Company's purpose

At Dtelo, we believe hotel operations can be fully automated to enhance efficiency and service quality with minimal staff.

We provide an intelligent SaaS platform that streamlines communication, task management, and overall operations.

Our digital solution simplifies hotel management, improves team performance, and reduces operational costs, enabling hotels to operate more efficiently while maintaining high service standards.





Hoteliers Challenges

Hoteliers face key operational challenges

- **Fragmented Communication**

Multiple channels (calls, walkie-talkies, WhatsApp, sticky notes) lead to duplicated efforts and wasted resources.

- **Lack of Interdepartmental Coordination**

Causes delays and inconsistent service delivery.

- **Inefficient Task Management**

Leads to overlooked priorities and inflated labor costs.

These issues result in higher expenses, inability to reduce costs, and poor guest satisfaction.





AI-Powered Hotel Operations

Dtelo provides a seamless AI-powered digital environment for hotel staff and managers in the operational era, driving productivity and professionalism while empowering front-line teams to deliver exceptional service..



Real-time Communication Hub
enhancing service speed by 25%.



AI-powered Automated Task Management

Increasing operational efficiency by 40%



Automated, dynamic shift management
minimizing work hour leakage.

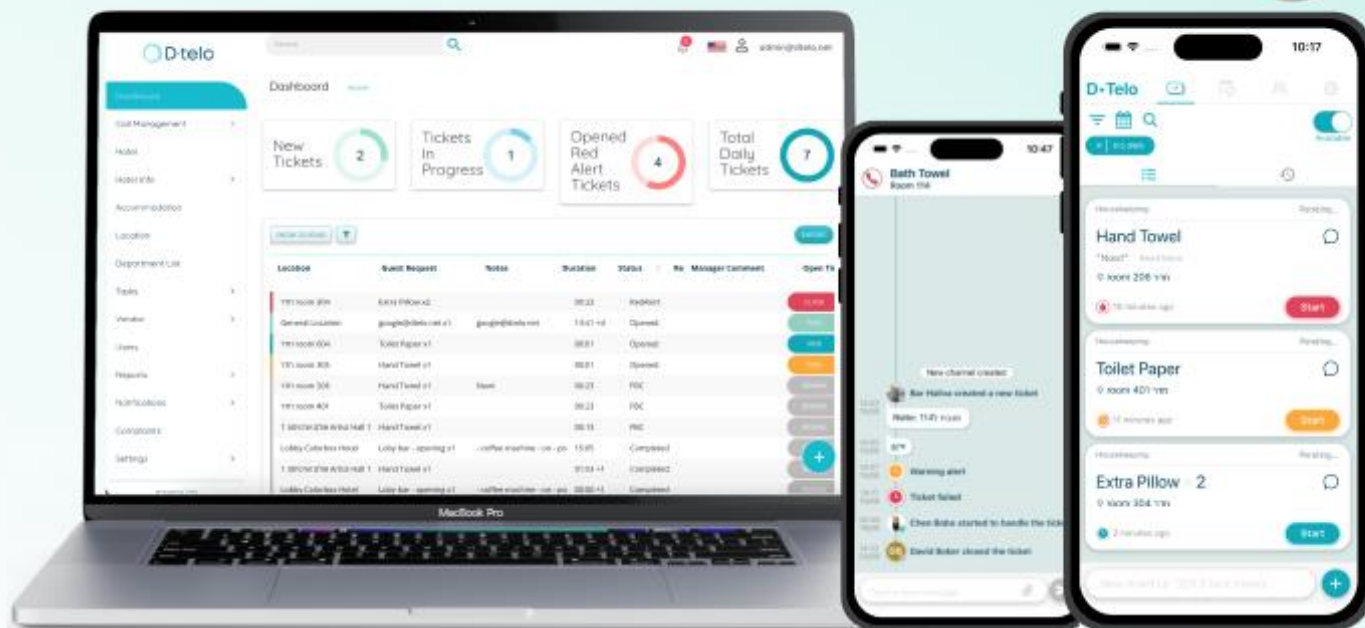


BI with unique metrics

Continuity in operational improvement



Automated, dynamic shift management
minimizing work hour leakage.



Why now?

Addressing Critical Operational Challenges in Hospitality



30% shortage of hotels employees since Covid-19 leave no choice but to get more effective



69 %hoteliers have increased tech budgets for effective operations



73% consider emerging technology pivotal for hotel performance enhancement. >

A Huge Untapped Market

more than 90% of the market using traditional methods

Total addressable market (**TAM**)*

\$4B

Serviceable available market (**SAM**)

\$3.3B

Serviceable obtainable market (SOM)

\$1B

SOM - Our initial focus is on small to medium-sized hotel chains (Tier 1 to Tier 3) with over 50 rooms, located in Europe and the United States. These represent our Serviceable Obtainable Market (SOM) in the early stage of our expansion.

* Without the Chinese market, very small hotels and 50% of mega chains

Dtelo's Competitive Advantages

AI-Driven, Employee-Centric Design

Dtelo uses AI to empower staff and managers with real-time tools, ensuring seamless adoption and optimized operations.

Digital and Self-Service Implementation

Dtelo's freemium model lets hotels start instantly, no setup required.

Plug-and-Play Simplicity

Dtelo is ready in minutes, no integration needed, with just 3 minutes of training.

Feature	Tasks management	House-Keeping	AI-Driven Design	Plug-and-Play Simplicity	AI Operational Agent	Digital Self-Service
DTelo	✓	✗	✓	✓	✓	✓
Hot-SOS	✓	✓	✗	✗	✗	✗
Alice platform	✓	✓	✗	✗	✗	✗
Hotel-Kit	✓	✓	✗	✗	✗	✗
Opti	✓	✓	✗	✓	✗	✓
FlexKeeping	✓	✓	✗	✗	✗	✗

Traction

\$400K Potential ARR in pipeline

\$50K Sales in Process

\$60K 2024 ARR





SAAS Model

Free Plan:

- **Duration:** Limited to 3 months
- **Features:** Basic version -only mobile app- for inbound marketing and driving upgrades to the premium plan.

Premium Plan:

- **Price: \$500** on average per hotel per month.

Price Range: \$320 - \$650 per hotel per month,
depending on the hotel's size and needs

- **Features:**
 - Full version access
 - AI-powered agent services packages
 - PMS Integration

Lifetime Value (LTV):

Low Estimate: \$18,000 (36 months * \$500/month)



Free Plan

\$0

- ✓ Limited Version inbound marketing & promoting upgrades to premium



Premium Plan

\$500/mth

Billed annually.

- ✓ Subscription-based model charged fix base on the hotel room size
- ✓ AI-powered agent services packages based on usage, pay as you go

Our Team



Leonardo
Hotels



Bar Haliva

CEO & Co-Founder

Prev. Hotel Ops manager, **Leonardo**



Chen Asulin

CTO & Co-Founder

Prev. Games developer, **PlayStudios**



Eli Haliva

CRO & Co-Founder

Prev. Experienced hotelier, **Isrotel**



Nir Dupler

Advisor

Prev. CRO **Fornova**



Elad Leibovich

Advisor

Prev. Co founder, **Mize**



Tamir Ben-Arie

Tech Advisor

Prev. Backend Developer, **Microsoft**

Our team combines **deep hospitality industry knowledge** with cutting-edge **software development expertise**, perfectly positioned to revolutionize hotel operations management with our AI-driven platform.

Fundings

Up To Date:

Bootstrap: \$150K in founder investments.

Key Accomplishments:

- MVP Development
- 2024 started selling
- \$60K ARR
- Pilots in Europe
- \$400K potential ARR growth in the pipeline

Current Round: **\$3.5M**

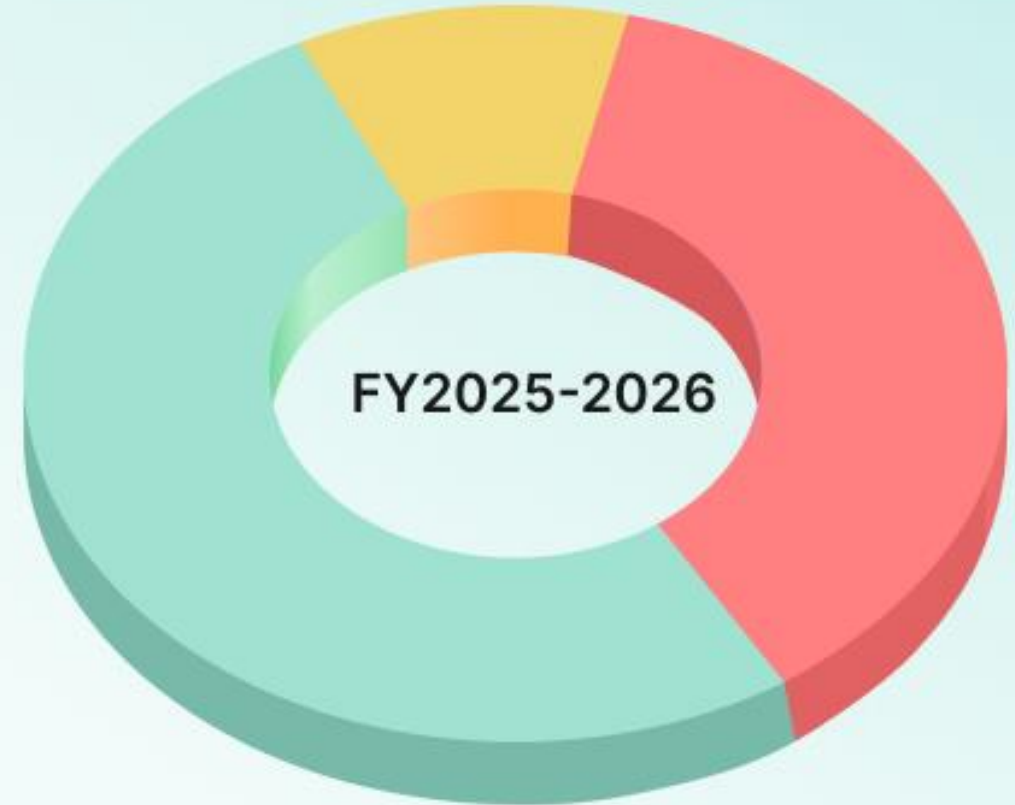


Use Of Funds

Total Funding's Request: **\$3.5M** (24 month)

Use of \$3.5M Investment:

- Enhance automated onboarding process.
- Implement advanced AI integration.
- Support 2 years of operational runway.
- Projected customers growth: 350+ Hotels - Israel and Europe by EOY 2026.



● GTM ● R&D ● G&A
36% 51% 13%



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