



Dr. Dimitris Vassiliadis  
Director of Innovation



Enabling Intelligent Action

Delivers

innovative, award winning, integrated software solutions

that cover enterprise needs in the Web

and Mobile domains.



## VISION

We significantly improve the business of those we serve,  
simplifying complexity to enable intelligent action.



25

years

in the business



Albania

Italy

Algeria

Jordan

Bahrain

Mauritius

Bulgaria

Qatar

Cyprus

Romania

Egypt

Serbia

Greece

Tunisia





Enabling Intelligent Action

Our Clients





London  
Athens  
Bahrain



Team Profile: One of the largest teams in Greece

140 employees & growing

- iOS and Android developers
- Microsoft .Net/MVC
- JavaScript (AJAX, Angular, Server-side)
- UI/UX designers
- Business Analysts
- Business Consultants
- QA engineers
- Project Managers





18

Years Avg  
staff experience  
in Large IT  
projects

# EXUS<sup>®</sup> INNOVATION

We research, design and create codeless platforms that remove traditional barriers to entry for non-IT experts.

We develop systems and techniques that capture, process, analyze & visualize large datasets unlocking the value within.

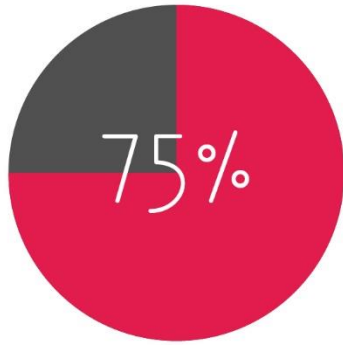
We foster innovation in hospitality, health, security and creativity.

A Hospitality Solution by **EXUS**.



Redefining Hospitality

# Mobile Empowered Travelers



travel with  
2 mobile devices 

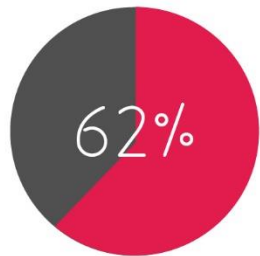
1 in 3

use smartphones  
more when traveling  
than at home

# Mobile Empowered Travelers



mobile is the 1<sup>st</sup> stop for information & transaction



Prefer to purchase/reserve hotel guest services via mobile device rather than face to face with hotel staff

140%

Customers who had the best past experiences spend 140% more compared to those who had poor experiences



EXUS leverages its technology competences

and innovation pedigree

to redefine travelers' experience.



# What is altaguest?

an Innovative, Codeless, Cloud Based  
Guest Management Platform





# What is altaguest?

Quickly Build & Manage

fully dynamic, customizable, native mobile applications

in iOS & android (and mobile web)





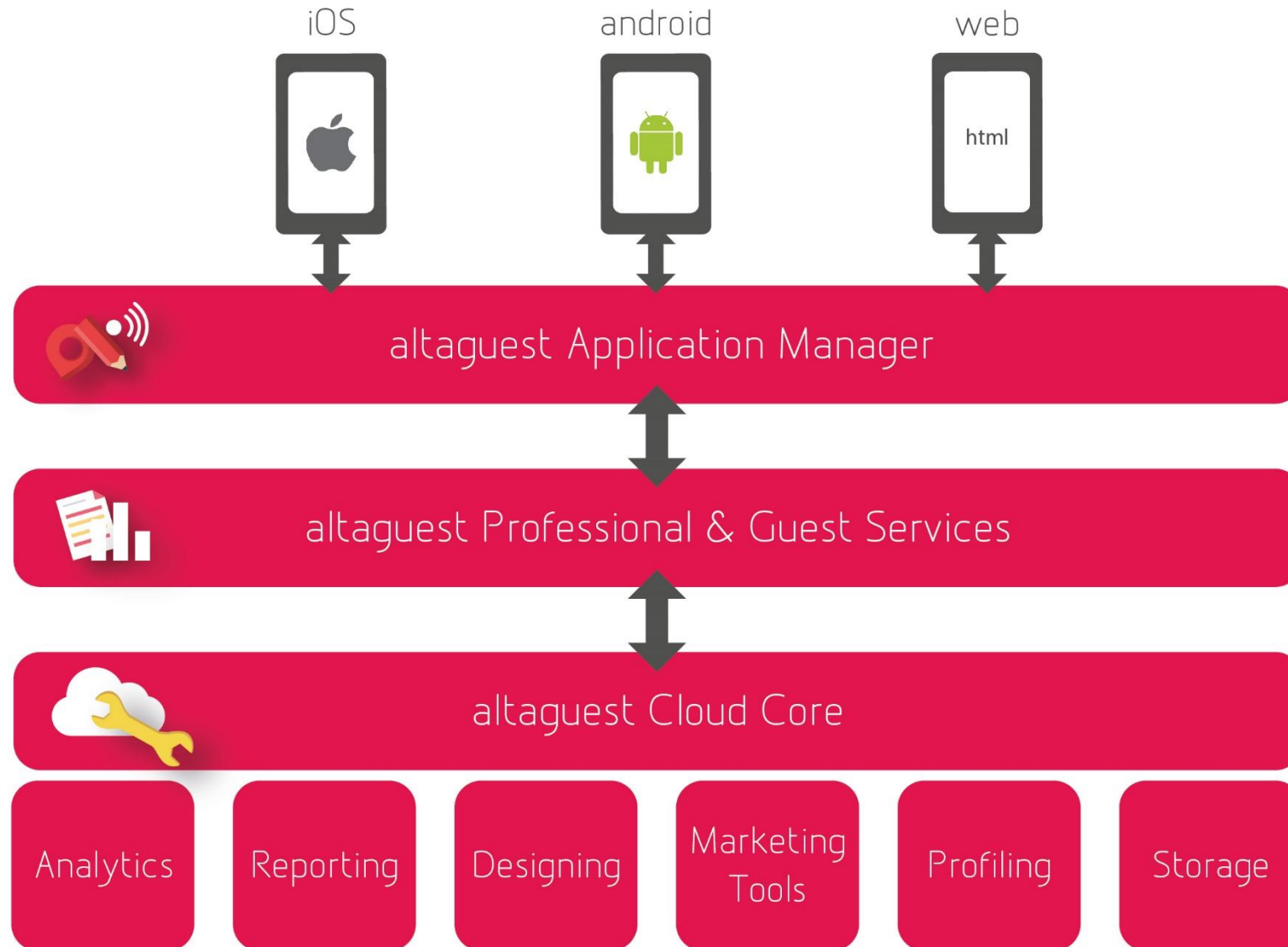
# What is altaguest?

A Comprehensive Set of tools to

Inform about Hotel and Destination, Promote,

Sell and Manage fulfilment of Hotel Services and Offers

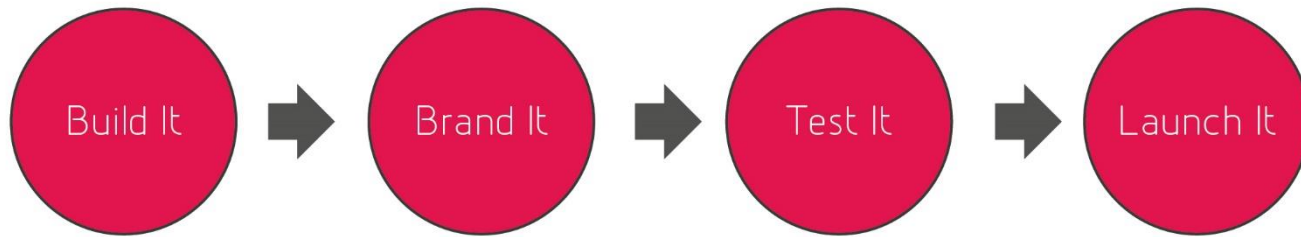
# Components



# How it works

CREATE YOUR APP

PROMOTE & MANAGE



Structure & Content

Look & Feel

Instant Preview

Launch to stores

**App Manager**  
Define Structure  
Define Services

Fully customizable and branded look & feel.

**Online Previewer**  
Preview on different mobile resolutions

Launch once, update anytime.

**Catalogs**  
Manage Product  
Catalogs



**App Tester**  
Test on your mobile



Engage with Guests

**App Manager**  
Create New & Update Content

**Marketing Tools**  
Promote Offers  
Send Push Notifications  
Manage Dynamic Widgets

**Service Handler**  
Receive & Manage Guest Service Requests

**PoS**  
Manage Points of Service

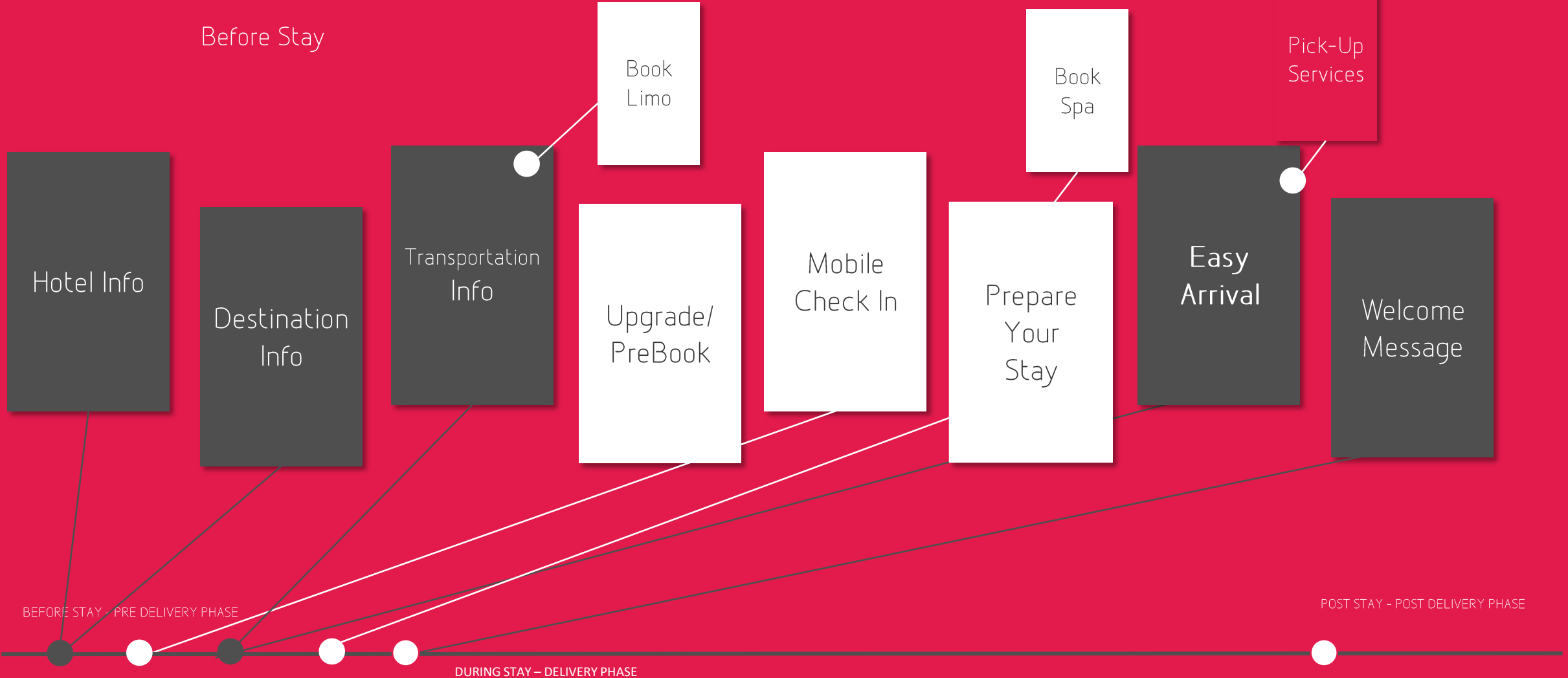
Guest Engagement



# altaguest & the Guest Journey

- Value
- Revenues

Before Stay



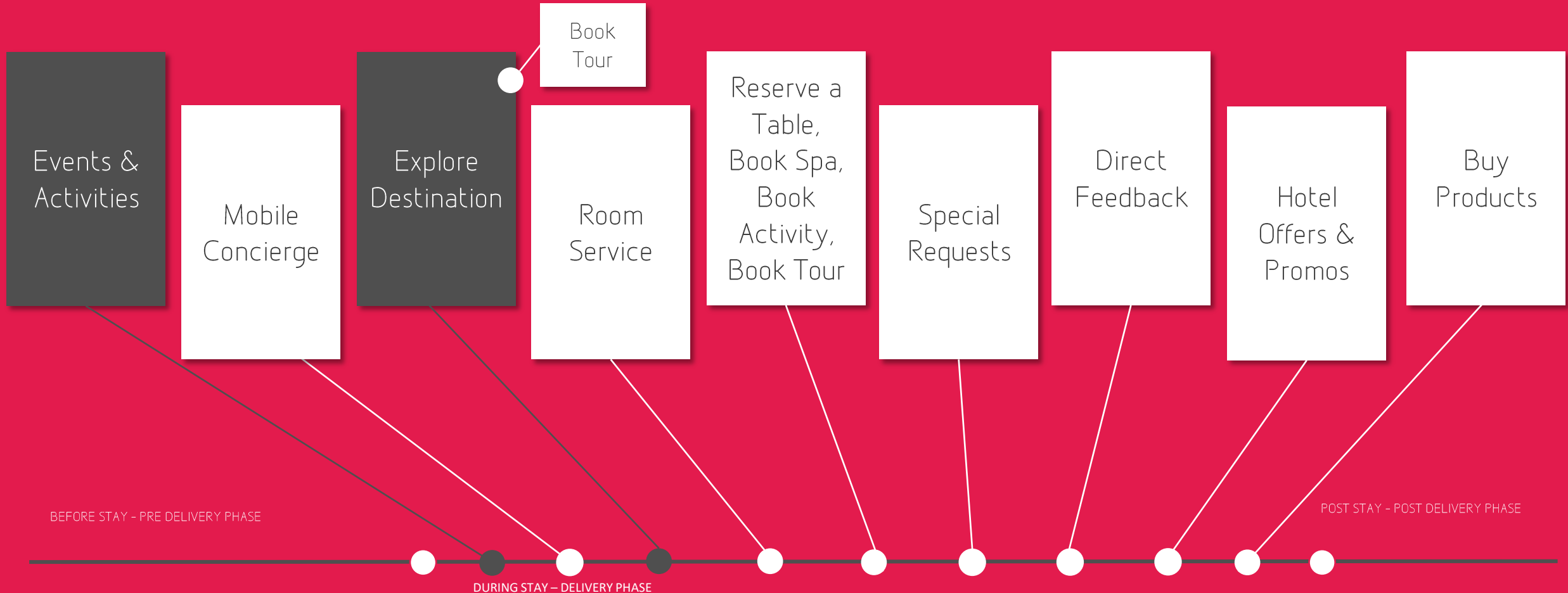


# altaguest & the Guest Journey

● Value

● Revenues

During Stay





# altaguest & the Guest Journey

After Stay

● Value

● Revenues



BEFORE STAY - PRE DELIVERY PHASE

POST STAY - POST DELIVERY PHASE

DURING STAY - DELIVERY PHASE





## Features Overview

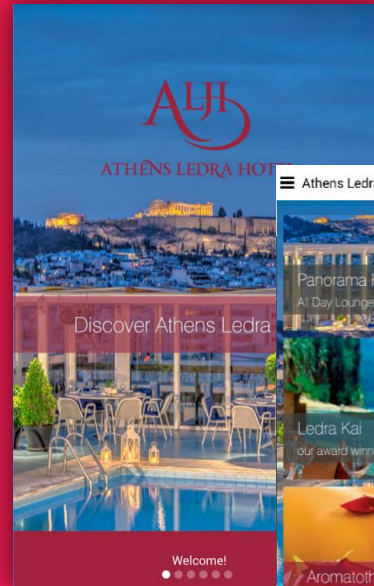
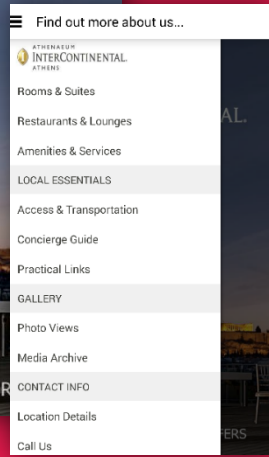
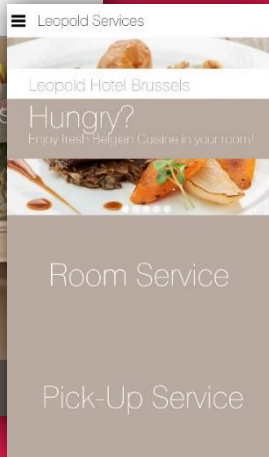
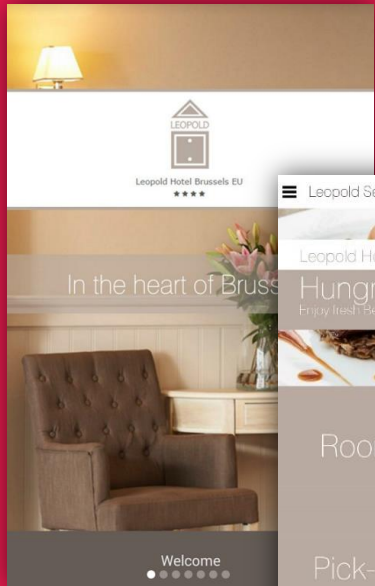
100% Bespoke Result

Extremely Rapid Development

Service Agnostic-by-design allows for Seamless Updates



# The story so far





Careers

We're  
hiring!

**"...our success,  
achievements and  
continuous progress  
depend on our people."**

If you are passionate about web or mobile, if you find a challenge in making intelligence simple and accessible, we want to hear from you!

[www.exus.co.uk/en/careers](http://www.exus.co.uk/en/careers)





Thank you!

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