

DEVPALS • ENTERPRISE PITCH DECK

AutoRate AI™

Rate & Occupancy Optimization Tool

Autonomous Dynamic Yield Management for Travel and Tourism Industry

Scale outcomes, not headcount.

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Perishable Inventory & Operational Latency

Tour operators possess deep pricing intuition, but manual operations create severe structural bottlenecks:

1

Perishable Inventory Bleed

Tour seats, hotel blocks, and charter flights have zero value once departure passes. Every delayed adjustment means permanent margin decay.

2

Office-Hour Latency

Thousands of departures, hundreds of destinations, and a pricing team of 2-3. Bookings spike Friday night; cancellations hit Saturday. Monday is too late.

3

Release Horizon Penalties

Supplier allotments demand strict occupancy thresholds. Spotting underperformance too late leaves deep panic-discounting as the only tool.

Autonomous Algorithmic Co-Pilot

DevPals AutoRate AI™ is an enterprise-grade yield engine that continuously monitors pickup velocity, supplier commitments, and market demand 24/7.

1

24/7 Monitoring

Every tour and departure is tracked across weekends, holidays, and evening demand spikes, without expanding headcount.

2

HITL Governance Control

Operators keep ultimate authority with 3 governance modes, from advisory recommendations to fully automated execution.

3

Algorithmic Guardrails

Every price change stays within preset min/max floors and ceilings, with plain-English audit trails and 1-click rollbacks.

Price Signals: What Drives the Yield Engine

Signal	System Metric	Algorithmic Reaction
Release Horizon	Time left before allotment blocks must be paid or released	Behind plan → small, early risk-mitigation discounts
YoY Pacing	Net bookings today vs. same calendar day last year	Ahead → price up; Behind → price down
Allocation Burn	Group cancellations & expected fill rates	Group cancel → quick, targeted re-fill discount
Cost-Passthrough	Live airfare & DMC supplier cost shifts	Cost up → block discounting; cost passed through
Demand Spikes	Source market bank holidays & long weekends	Demand incoming → anticipatory yield uplift

Governance: 3 HITL (Human-in-the-Loop) Modes

Switch between control tiers dynamically, tour by tour, with complete operational confidence:

1

Advisory Mode

Human in the loop: the system generates recommendation cards with plain-English justifications. Managers click Approve or Reject.

2

Managed Mode

Recommended start: price changes apply instantly to the live dashboard. Any team member can review logs and trigger a 1-click rollback.

3

Autonomous Mode

Fully automated: rules execute 24/7 (nights & weekends), strictly bound by hard min/max guardrails.

Proof of Value: Simulated Portfolio Uplift

Route / Scenario	Manual Pricing Challenge	AutoRate AI™ Result
Cork → Málaga	15-seat group cancels overnight before the weekend; manager reacts days later.	+33.0% Revenue Uplift Immediate reallocation & yield capture
Dublin → Tenerife	Friday evening booking surge captured only on Monday morning.	+8.4% Revenue Uplift Instant capture of demand elasticity
Galway → Crete	Sales lag for weeks; manual fix results in a -20% panic-cut.	+7.8% Revenue Uplift Gradual, optimized step-down pricing

Note: simulated baseline scenarios illustrating mechanism efficiency. Actual results are validated during a 14-day risk-free sandbox pilot against historical portfolio data.

Business Rules & Ready-Made Templates

Hierarchical Rule Engine: the most specific rule always takes precedence. Hard guardrails (min/max price boundaries and product rules) can never be overridden by automated algorithms.

1

Hot-Pacing & Slow-Pacing Templates

Automatically step up prices when booking velocity exceeds benchmarks, or trigger controlled yield adjustments when departures lag.

2

Cancellation Hedge & Airfare

Rapid promotional pricing to refill allotment blocks after unexpected cancellations, paired with live carrier tariff adjustments.

Quantifying the Cost of Inaction

What manual pricing and operational latency cost mid-sized tour operators annually:

8.6%

Revenue Potential

Total yearly revenue left on the table due to static pricing models and delayed reaction times.

5,200

Hours Saved per Year

Eliminates routine manual price checks across 50 tours (50 tours × 2 hrs/week × 52 weeks).

50%

Unsold Seat Recovery

Converts perishable vacant inventory into profitable bookings with zero headcount growth.

Implementation Roadmap & 14-Day Sandbox

A zero-risk, structured rollout designed for enterprise tour operators:

1 Stage 1: 14-Day Sandbox

Isolated simulation on anonymized historical inventory data. Zero risk to live operations; recommendations reviewed immediately.

2 Stage 2: Technical Onboarding (10 days)

Requirements confirmed, API schema mapping, and data structure verification for sales and costing systems.

3 Stage 3: Pilot Rollout (20-30 days)

Pacing & occupancy engines built, guardrails in place, team training, and 1-2 destinations in Advisory/Managed mode.

4 Stage 4: Soft & Full Launch (30 days)

Representative inventory live with daily reviews, scaling to full portfolio rollout in Autonomous mode.

Ready to Launch Your 14-Day Sandbox?

Partner with DevPals to eliminate perishable inventory bleed and scale your yield operations.

What we need to start your sandbox

- API documentation or database export schema for sales & costing systems
- Historical booking & pricing data (past 2–3 years via CSV, Excel, or SQL dump)
- A technical contact for API credential provisioning
- A revenue team lead for business rules validation and acceptance testing

Get in touch

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