REVENUE INTELLIGENCE / TRAVEL OPERATIONS

More profitable departures. Fewer missed decisions.

Protect margins. Improve occupancy. Reduce manual pricing work.

AutoRate AI is a proposed revenue decision layer for travel operators managing time-sensitive inventory and supplier commitments.

SEE THE BUSINESS CASE →

EXPLORE CONCEPT DEMO ↗

- REVENUE OPPORTUNITY
- PRICING EFFICIENCY
- HUMAN CONTROL

PORTFOLIO INTELLIGENCE / CONCEPT VIEW

MONITORING CONCEPT

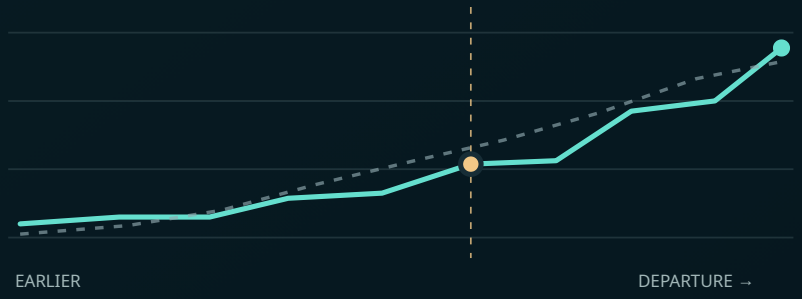
24/7
PROPOSED
MONITORING

Rules
PRICE BOUNDARIES

Review
HUMAN APPROVAL

Booking pace / Departure

Illustrative chart



Group cancellation detected

Proposed response: review a targeted re-fill action

Concept visualization. Not connected to live customer data or production pricing systems.

Inventory expires.
The cost of delay doesn't.

A seat that goes unsold at departure cannot be sold tomorrow. But the signals calling for a decision can change long before then.

01

Perishable capacity

Tour seats, hotel allocations and committed capacity have a hard deadline. Every departure carries its own economics.

02

Decision latency

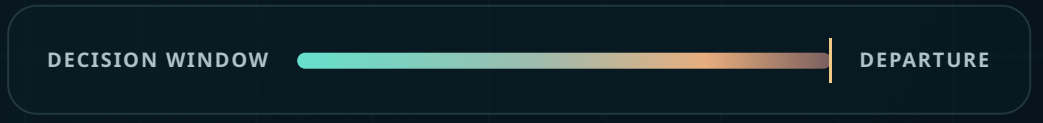
Cancellations and changes in booking pace can occur overnight, on weekends or between manual pricing reviews.

03

Supplier deadlines

Release dates and changing supplier costs narrow the window for a measured, margin-aware response.

The opportunity isn't just better pricing.
It's better timing.



02 / ONE DECISION, ILLUSTRATED

A cancellation overnight. A chance to act sooner.

HYPOTHETICAL SCENARIO

Cork → Málaga. An illustrative example based on a 15-seat group cancellation — not an actual customer case.

15	Overnight	Earlier
SEATS CANCELLED	EVENT OCCURS	DECISION OPPORTUNITY

01 / DETECT

Spot the change

Booking pace and available inventory diverge from expectations after the cancellation.

→

02 / EVALUATE

Assess the options

Consider remaining selling time, costs, minimum margins and product-specific rules.

→

03 / RECOMMEND

Propose an action

Review a targeted re-fill offer rather than waiting for an urgent, broad discount.

What might AutoRate recommend?

Show how a manager could review a proposed action. This interaction is a conceptual simulation.

SIMULATE REVIEW →

From raw signals to informed pricing actions.

AutoRate is designed to complement existing booking and operational systems — adding a decision layer without requiring a wholesale platform replacement.

01 / OBSERVE

Watch the portfolio

Monitor booking velocity, cancellations, supplier commitments, cost changes and demand signals.

02 / OPTIMIZE

Find the next action

Compare performance with expectations, evaluate alternatives and respect pricing and product limits.

03 / ACT

Keep teams in control

Present explainable recommendations for approval, with automation considered only when appropriate.

- **Release horizons**
- **Net booking pace**
- **Inventory changes**
- **Supplier costs**
- **Demand patterns**

These are proposed capabilities and evaluation priorities, not a claim of production-ready integrations or measured optimization performance.

04 / BUILT AROUND OPERATOR CONTROL

Intelligence that supports your team. Not a black box.

Revenue decisions must reflect supplier contracts, brand positioning and margin requirements. Human control is a design principle — not an afterthought.

- RULE BOUNDARIES
- EXPLAINABLE DECISIONS
- AUDIT VISIBILITY

Proposed modes and governance architecture. Actual controls, approvals and integrations would be defined and validated during development and pilot design.

PROPOSED GOVERNANCE MODEL

CONTROL FIRST

01 Advisory
Recommendations only; people approve the decisions.

02 Managed execution
Approved changes follow defined workflows and logs.

03 Bounded automation
A future option, subject to validated rules and permissions.

HARD LIMITS → PRODUCT RULES → SPECIFIC OVERRIDES → DEFAULTS

✓ **Minimum / maximum price boundaries**
Prevent action outside agreed commercial limits.

✓ **Margin and supplier constraints**
Account for cost exposure and release requirements.

✓ **Decision traceability**
Make recommendations and approvals reviewable.

What could smarter decisions be worth to your portfolio?

A transparent scenario calculator — not a performance forecast. The real opportunity must be tested against your inventory, costs and existing processes.

ADJUST THE ASSUMPTIONS

ILLUSTRATIVE ONLY

Annual eligible booking revenue **€5,000,000**

€1m — €25m

Assumed incremental revenue **2.0%**

0% — 5%

Contribution rate on incremental sales **45%**

10% — 80%

Currency is illustrative. Percentage settings are editable assumptions, not independently verified AutoRate results.

ILLUSTRATIVE ANNUAL OPPORTUNITY

CALCULATED LIVE

€100,000
INCREMENTAL REVENUE

€45,000
ILLUSTRATIVE CONTRIBUTION

Calculation: eligible revenue × assumed revenue improvement × assumed incremental contribution rate. Excludes AutoRate fees and implementation costs; not a net-profit estimate.

A real pilot would also examine:

↗ **Contribution per departure**
Whether higher occupancy generates better economics.

◷ **Time from signal to decision**
Whether teams respond faster to important events.

✓ **Manual work and rule compliance**
Whether recommendations are useful, safe and efficient.

Start small. Validate value. Scale only if it makes sense.

A development-stage concept deserves a measured, low-risk evaluation — with clear deliverables and no assumption that live automation already exists.

01

Opportunity review

A focused conversation with your commercial or revenue lead. Identify constraints, pain points and a relevant use case.

02

Data feasibility

Assess a limited anonymized export and confirm which analyses can credibly be performed.

03

Scoped design-partner pilot

Agree a bounded destination or product set, develop selected workflows and test recommendations in advisory mode.

04

Deployment decision

Review agreed success measures, integration readiness, costs and commercial terms before expanding scope.

SUGGESTED SUCCESS MEASURES

Contribution per departure · Net revenue per available seat · Unsold capacity · Response time · Manual effort · Guardrail compliance

An initial retrospective assessment may be scoped around a 14-day target where feasible. Timing, pilot fees and integration commitments are subject to agreement. Retrospective scenarios alone cannot prove causal revenue uplift.

07 / LET'S TEST THE OPPORTUNITY

See what better yield decisions could mean for your business.

Explore the AutoRate AI concept. Then let's determine whether a scoped pilot could uncover a meaningful commercial opportunity in your portfolio.

OPEN INTERACTIVE CONCEPT DEMO ↗

DISCUSS WITH US YOUR PILOT →

DOWNLOAD PDF ↓

DEVPALS / BUSINESS DEVELOPMENT

Let's start with your portfolio.

Custom enterprise scope and commercial terms. A short initial discussion requires no API credentials or system integration.

CONTACT

Alex Yankelevich

Managing Director · DevPals Ltd

EMAIL

alexy@devpals.co.uk ↗

TELEPHONE

+44 20 4577 2892 · ext. 102

AutoRate AI is a product concept with an interactive demonstration. Capabilities, integrations and financial outcomes require development and validation. No customer performance is claimed in this presentation.