

BEYOND PRICING



BEYOND

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Description

Founded in 2013 and voted #1 Vacation Rental software by customers, Beyond is a revenue management solution for short-term rental managers and owners to get, grow, and keep revenue. With their European headquarters in Barcelona, Beyond's mission is to help the short term industry succeed in a new era of data and insights. Specialised in dynamic pricing, customers partner with Beyond due to their best in class revenue management expertise, customer support and easy-to-use tools that deliver premium return on investment.

Beyond is ideal for any short term rental owner or manager, who is looking to save time and reduce administrative work around pricing, optimise revenue or partner with professional short-term revenue management experts. Beyond customers can have anywhere from one listing to hundreds of listings.

On average, results prove to have increased 12% higher occupancy rate, 21% more reservations and 32% more revenue per available night.

Benefits

Pioneered the first dynamic pricing algorithm	Best in class customer support	Free Access to Market Data with Insights
Data is pulled from a multitude of sources across online travel agencies, hotels and our own proprietary data. Not just Airbnb	Dedicated team provides support, in your language, at all steps of the journey to ensure your investment in the partnership is successful. Never left at you own.	Sign up and connect your account to see how your listings are performing vs competition or historical performance.
Pricing model aligned with to customer success	Hyperlocal market approach	
We only make money when you make money. Unlike other providers or OTA solutions, our software seeks to put your needs first.	Our data team launches each market individually, one by one, to ensure all data and comparables are as accurate as possible. Every neighborhood is different, and we incorporate that into our recommendations. Other solutions launch entire countries at once with broad, blanket recommendations.	

Markets in which Beyond operates:

- Europe
- North America
- Middle East

- Australia
- South America

Website

<https://www.beyondpricing.com/>

Onboarding

1. The customer gets in touch with Beyond
2. An onboarding plan is worked out with the customer based on the size of their portfolio, their comfort with technology and their schedule. Normally, after a customer signs the contract, Beyond pricing requires a week to internally assess their pricing and work with the customer to ensure the requirements are understood.
3. Kick off call with customer, sales and the Implementation Manager. *For customers with a smaller portfolio*, Beyond turns on syncing for their properties in that meeting and they are live.
4. Monitoring performance and sending educational material and a quiz at the end to know their knowledge. *For customers with a larger portfolio*, they may want to review the pricing with individual owners before going live, for example, so Beyond may go live in batches.
5. Weekly meetings for the first month of onboarding where they review their portfolio performance and cover core concepts, alongside the educational material and the quiz.

Pricing

Varies by size and segment, but is generally a small percentage of booking revenue

✖ The connection with Beyond Pricing is incompatible with the API for PMS.

Important Information

- 30 days free trial available.
- Beyond has a 1-year minimum commitment.

Contact Information

Support

<https://support.beyondpricing.com/>

Contact Point for Sales

Carles Roca (Head of Sales, EMEA - Barcelona) carles.roca@beyondpricing.com

Contact Point for Client Activation/Deactivation

Jess Kelso (Director of Customer Success - Barcelona) jess@beyondpricing.com

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Operation

BeyondPricing periodically updates prices and occupancy rules based on the settings defined by the PM in his platform.

This update of prices and occupancy rules overwrites your previous prices and will replace them with the prices sent from BeyondPricing. Overwriting this info generates a separate rate and rule for each accommodation.

i The synchronisation is not immediate, BeyondPricing will release the update every 24 hours. If the user makes a change from the Beyond dashboard, this change will be made immediately.

Once the information has been synchronised from BeyondPricing, you will see that the rates have a label that identifies that it has been configured through the connection.

Rates: Start			Accommodations
FILTERS NEW RATE			
DETAILS OF THE RATE	ASSIGNED PROPERTIES	ACTIONS	
Beyond - 365902 Beyond Pricing valid until: 16/02/2023 Price (Min, Max): (53,00 €, 139,00 €)	1 Show properties		
Beyond - 365966 Beyond Pricing valid until: 17/02/2023 Price (Min, Max): (650,00 €, 1.689,00 €)	1 Show properties		
Beyond - 373368 Beyond Pricing valid until: 17/02/2023 Price (Min, Max): (75,00 €, 340,00 €)	1 Show properties		

The same will happen with occupancy rules.

Occupation Rules (minimum stay, mandatory check-in/out days): Start			Occupancy rules
FILTERS NEW RULE			
DETAILS OF OCCUPATION RULE	ASSIGNED PROPERTIES	ACTIONS	
Booking restrictions by default Valid until: 04/11/2022 Minimum nights: 1	3 Show properties		
Beyond - Listing 365966 Beyond Pricing Valid until: 17/02/2023 Minimum nights: 3 - 7	1 Show properties		
Beyond - Listing 373368 Beyond Pricing Valid until: 17/02/2023 Minimum nights: 1 - 5	1 Show properties		

What is synchronised in VRMS?

- Base prices
- Minimum stay rules (minimum number of nights)
- Allowed check-in and check-out days

To synchronise this data in VRMS, you first download existing VRMS data about the accommodation (calendars, bookings, prices, rules,...) to feed into your pricing algorithm.

Please note

The connection with this platform is not compatible with:

- API for PMS
- Other dynamic pricing platforms (i.e. PriceLabs)
- **Beyond Pricing is not compatible with the VRMS Shared Gallery**