



# FV & SPZ Competitive Advantages

We Increase Direct Bookings For Your Guest Rooms & Event Venues





**Price is what  
you pay.  
Value is what  
you get.**



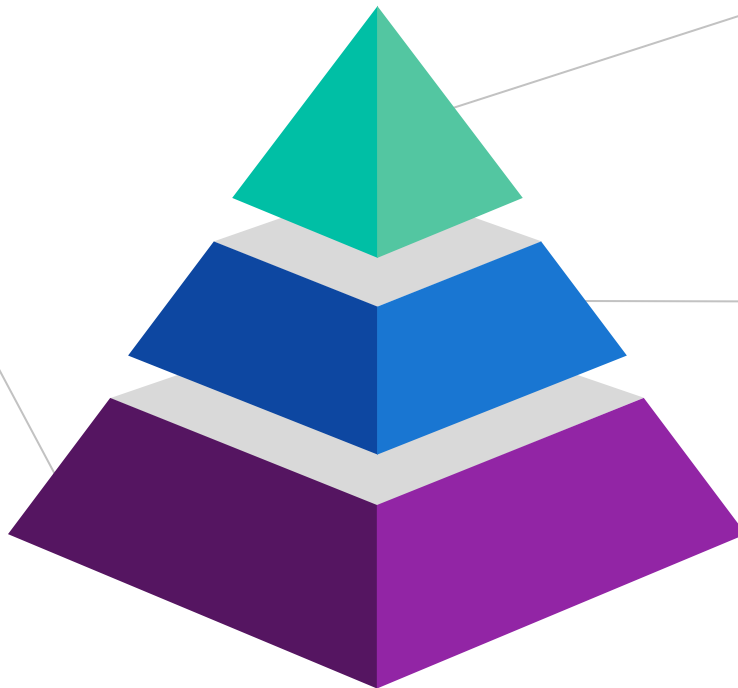
-Warren Buffett

# How *Spacious* Can Improve Your Sales & Bookings

## VR Tours + Virtual Site Visit Platform

A **must** in today's digital strategy. Our immersive presentation and sales platform, **FirstView**® creates the content you need for all your hotel facilities. Your prospects can remotely visit any space as if they were really there, reducing the need for preliminary walkthroughs and increasing your booking engine's conversion rate.

1



3

## Instant Booking Tool for M&E

Still dealing with tons of RFPs from different sources? Transform how your clients book events at your hotel. With our white-label booking tool you can sell not just your event spaces but also all your F&B and AV offering. An excellent tool for both microevents and large meetings.

2

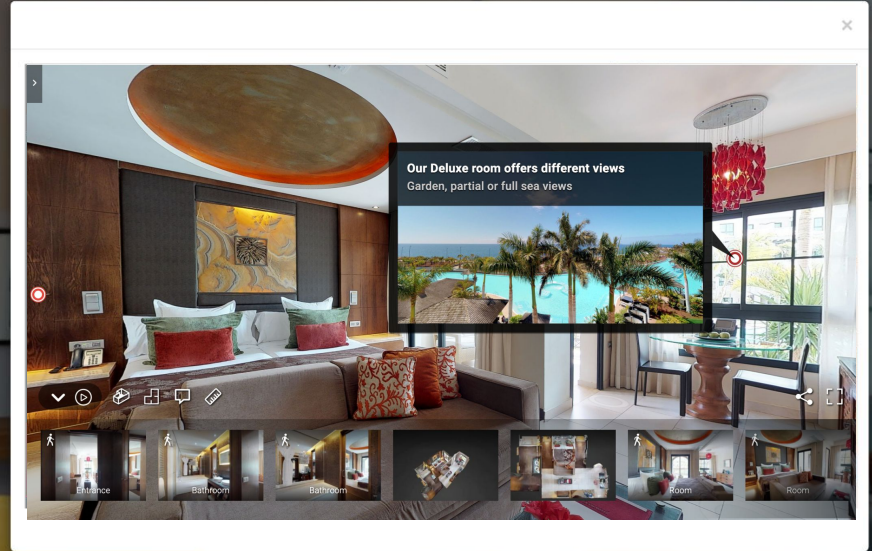
## 2D & 3D Floorplan Diagramming Solution

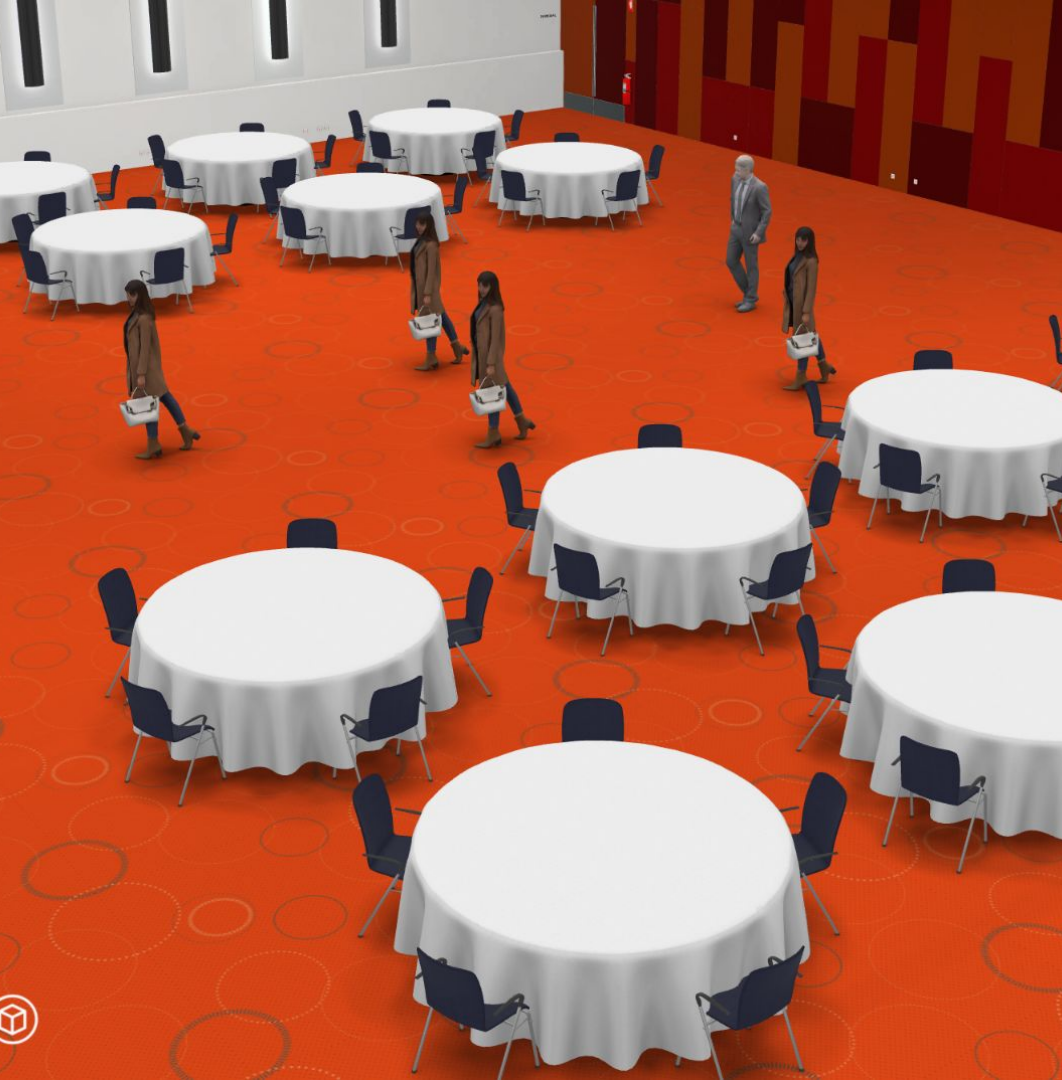
Create your own visual 3D meeting set up and share it with the world in minutes. Our easy-to-use 3D diagramming would help you and your clients share each other ideas. Add, remove, and change every aspect of the event in a video-game style environment. *Now includes our new social distancing feature!*

# FirstView Virtual Site Visit & 3D Tours

## What Do You Get?

1. 3DVR tour in an iFrame format that can be easily integrated anywhere in your website or digital platforms.
2. A Virtual Site Visit website, our immersive sales, and marketing platform where you can upload all your multimedia content and share it with the world.
3. Unlimited Print-Ready 4K Photography (up to 36 Mpx) for every space.
4. Unlimited 360° images for social media platforms.
5. Google Street View Integration.
6. Hotspots with additional information (tags): we can add additional information in the form of images, videos, text, pdfs, Spotify playlists, etc. during the walkthrough of the virtual site, and you can request changes as often as needed.
7. Access to your Google Analytics, Data Studio Dashboard, and Quarterly Statistics
8. iOS Mobile App where your team can download all 3D Tours and show them without internet access.
9. Unlimited use/views and cloud storage.
10. UX Consulting for the most efficient website integration.





# 3D Event Set Up Diagramming

What Do You Get?

1. Three different point of views of the floorplan set up: 3D Dollhouse, First-person walkthrough, and interactive 2D floor plan.
2. Easy selection of predefined setups, with the option to adjust number of attendees, number of guest per table, distance between objects and much more.
3. NEW SOCIAL-DISTANCE CONFIGURATOR: users can easily adjust in real-time the distance between chairs or tables to ensure compliance with health standards.
4. Full library of custom-made objects plus access to Spacious's library with more than 100 objects for you to pick from.
5. You can either share screenshots of every point of view of your interactive 3d floor plan or share a dynamic link that will update as you make any adjustments to the original diagram.
6. Integration with your Sales & Catering PMS.
7. All-Inclusive Plan; Unlimited users, unlimited features, unlimited trainings, unlimited setups.



# Instant Booking Tool for M&E

## What is Included?

1. Complete information of all your event venues along with real-time availability & pricing..
2. F&B, audiovisual equipment, and extra services information including as well pricing and availability.
3. DDR Packages or Wedding Packages (1 click booking).
4. API for PMS / Sales & Catering integration and any other M&E management system or lead generator.
5. Add our virtual site visits and virtual tours, along with our Spacious 3D Diagramming Simulator all in one single platform.
6. Multi-language and multi-currency..
7. All kind of analytical data to understand the behaviour of your event planners, travel agencies, and individual guests..
8. Commission-Based Business Model.

The screenshot displays the Melia Berlin booking interface. At the top, there's a navigation bar with a back arrow, the hotel name 'Melia Berlin', and filters for 'First Activity Date', 'Check In Time', 'Duration Of Activity', and 'Attendees'. Below this is a progress bar with tabs for 'Results', 'Your hotel', 'Your event', 'Rooms & Suites', 'Extra services', and 'Contact details'. On the right, a box shows the 'Estimate cost: 0 €' and 'Your cart'. The main content area features the Melia Berlin logo and name, followed by the address 'Friedrichstraße, 103 Berlin D-10117' and 'Rooms available: 0'. A section titled 'Select your event needs from our different list of products:' includes tabs for 'About this hotel', 'Meeting Room', 'Audiovisual', 'Food & Beverage', 'Extra Services', and 'One Day Packages'. Below these are filters for 'Capacity', 'Type of setup', and 'Reset filters'. The main display is a grid of room options, each with a 3D visualization, a title, 'DDR from' price, area, and capacity, and an 'Add' button. The options shown are: Barcelona I+II+III (826 m², Max.800), Barcelona I-II (in 3D) (645 m², Max.580), Barcelona I (in 3D) (394 m², Max.350), Barcelona II (in 3D) (251 m², Max.190), Barcelona III in (3D) (181 m², Max.100), Sevilla (in 3D) (132 m², Max.100), Palma I+II+III (140 m², Max.110), and Palma I-II (in 3D) (100 m², Max.90).

FirstView's Value



# It's our Core Business. A Partner, Not a Vendor.

We aim for a long term partnership between our companies.

FirstView's Value



# Know How in Hotel Industry and Direct Sales.

We will help you sell more.



FirstView's Value



# Exclusive Virtual Site Visit Platform.

Our goal is to provide you with the most powerful site inspection solution in the industry.

FirstView's Value



# In-house Production Team. Not Freelancers.

We will never outsource the production to a third party.

FirstView's Value



# Highest Quality Standards.

We align ourselves with your highest brand standards are guidelines.  
Although the technology may be the same, the outcome is not.

FirstView's Value



# Full Time Project & Account Manager.

Support before, during, and after every project and for the duration of the partnership.

FirstView's Value



# Quick Roll Out in Multiple Destinations.

The sooner you have this content available the better for your hotels and your results.

FirstView's Value



# Constant Innovation and Best Practices Sharing.

We work with some of the largest hotel chains worldwide and we share our insights with one goal in mind: increase your sales.

FirstView's Value



# Technology Agnostics

**We will always bring the latest innovations and technologies available.  
We can use different technologies depending on your goals.**

FirstView's Value



# Analytics & Results Driven Approach.

You can combine our data with yours for a holistic overview of the customer's journey and behaviour.



FirstView's Value



# Flexible Payment Options.

Monthly, Quarterly, or Annual payments. You decide.

FirstView's Value



# Best Fit for Spacious 3D Diagramming.

The content is created with both solutions in mind, saving time and money to your M&E hotels.

# Our Value VS Similar Services

	<b>FIRSTVIEW</b>	Matterport	HeadBox
Exclusive Virtual Site Visit Platform	✓	✗	?
Core Business. A partner, not a vendor.	✓	✗	?
Constant Innovation & New Features	✓	✗	?
Know How in Hotel Industry Worldwide	✓	?	?
In-House Production Team	✓	✗	?
High Quality Standards	✓	✗	?
Quick Roll Out: Multiple hotels in different destinations	✓	✗	?
Full Time Project Manager	✓	✗	?
Flexible Payment Options	✓	✗	?
Google Analytics & Centralized Data Studio	✓	✗	✗
Perfect Pairing with Spacious 3D Diagramming	✓	✗	✗
Best Practice Sharing	✓	✗	?
Not Tied To a Technology or Matterport	✓	✗	✗

# Exclusive Bundle / Packages for RHG

	Option 1: First View 3D/360 & VSV	Option 2: Spacious 3D Diagramming		Silver Package	Gold Package	Platinum Package
		3D Diagramming		3D/360 & VSV + 3D Diagramming		
3D for rooms/ 360 Tours	Up to 25 Facilities		3D/360 Tours	Up to 10*	Up to 15*	Up to 25*
Meeting Rooms		Up to 10	Meeting Rooms	4	5	7
Break Out Rooms			Break Out Rooms	NA	3	4
Ad Hoc Furniture		Up to 10	Ad Hoc Furniture	10	15	20
<b>Production</b>	<b>4.500€</b>	<b>5.995€</b>	<b>First Year (All In) **</b>	<b>5.995€</b>	<b>7.995€</b>	<b>9.950€</b>
<b>Annual Hosting, Training, Maintenance...</b>	<b>1.995€ (First Year Included)</b>	<b>3.600€</b>	<b>Annual Hosting, Training, Maintenance... for Both FV &amp; SPZ</b>	<b>5.595€</b>		
<i>Regular Pro. Rate</i>	<i>7.375€</i>	<i>10.400€</i>	<i>Regular Pro. Rate</i>	<i>7.380€</i>	<i>11.560€</i>	<i>17.220€</i>
<b>Discount</b>	<b>39%</b>	<b>42%</b>	<b>Discount</b>	<b>19%</b>	<b>31%</b>	<b>42%</b>

## Savings Comparison Now...

### Radisson Blu Waterfront Hotel, Stockholm

<i>First Year Cost FV + SPZ</i>	<b>13.910 €</b>
<i>Following Years Fee Both</i>	<b>5.595 €</b>

### Radisson Collection Nofa Riyadh

<i>Production Cost FV</i>	<b>4.500 €</b>
<i>Annual Fee FV (First Year Incl.)</i>	<b>1.995 €</b>

### Radisson Blu Hotel, Dubai Waterfront

<i>Production Cost FV</i>	<b>4.500 €</b>
<i>Annual Fee FV (First Year Incl.)</i>	<b>1.995 €</b>

## Before...

<i>First Year FV + SPZ</i>	<b>26.831 €</b>
<i>Following Years Fee Both</i>	<b>7.080 €</b>

<i>Production Cost FV</i>	<b>5.778 €</b>
<i>Annual Fee FV (1st Year Incl.)</i>	<b>2.370 €</b>

<i>Production Cost FV</i>	<b>9.032 €</b>
<i>Annual Fee FV (1st Year Incl.)</i>	<b>2.370 €</b>

A large, modern conference room with rows of long tables and orange chairs. Each table has a notebook and a glass of water. The room has large windows on the left, a white projection screen at the front, and a wall of black acoustic panels on the right. The ceiling has recessed lighting.

# Spacious

Ready To See Your Bookings Grow?