

The Hotel Mate

Technologies

India's First Conversational AI Hotel Booking Platform



Indian hotels are losing bookings they shouldn't.

OTAs charge 15–25% commission

Independent hotels lose their entire margin to middlemen. Zero leverage, zero loyalty.

Search-and-filter is broken for India

200M+ travellers want to ask, negotiate and decide — not scroll through star ratings.

50,000+ hotels have no direct channel

No tech, no WhatsApp automation, no AI — just phone calls and OTA dependency.

¹16.5 lakh crore India domestic tourism revenue (2025) · Growing 12% YoY · 200M+ travellers underserved

Ask Mate — book hotels through conversation.

1

Guest describes stay

Natural language — city, dates, budget, mood. No forms, no filters.

2

AI extracts intent

NVIDIA GPU inference — real-time structured parsing in under 200ms.

3

Hotels compete in 60s

Live bid engine — primary hotel + competitors respond in real time.

4

Guest selects & pays

Quote !' Razorpay !' WhatsApp voucher delivered instantly.

A \$20B market being disrupted from the bottom up.

\$20B+

India online hotel
booking market (2026)

50K+

Independent hotels
underserved by OTAs

200M+

Domestic travellers
seeking better options

India domestic tourism: ₹16.5 lakh crore (2025) · CAGR 13.5% through 2030

We're already operating at scale.

3,600+

Live Properties

Enquiries & bookings flowing

2

Active Domains

thehotelmate.in · .co

13,999

Direct Plan / Month

Zero commission model

60s

Bid Window

Real-time hotel competition

DPIIT DIPP223828

Meta BSP Partner

Google Hotel Center

HyperGuest

Bakuun

Two revenue streams.

One aligned with hotels.

UNIT ECONOMICS

- Listing hotels convert to Direct as volume grows
- SaaS MRR is predictable & commission-free for hotels
- WhatsApp & AI upsells layer on top

Listing Plan

Free

8% per booking

- ' Zero upfront cost
- ' 8% commission per booking
- ' Full platform access
- ' WhatsApp confirmations

Direct Plan

13,999/mo

0% commission

- ' Zero commission forever
- ' Full margin to hotel
- ' Priority bid placement
- ' Analytics dashboard

Built for scale.

Powered by NVIDIA.

React / Next.js	SSR customer chat · thehotelmate.in
Spring Boot (Java)	Chat service · Intent extraction · Bid engine
MongoDB	Chat sessions · Conversation history
MySQL (LMS)	60,000+ leads · Enquiries · Bookings
Angular 21	Hotelier dashboard · BookMax analytics

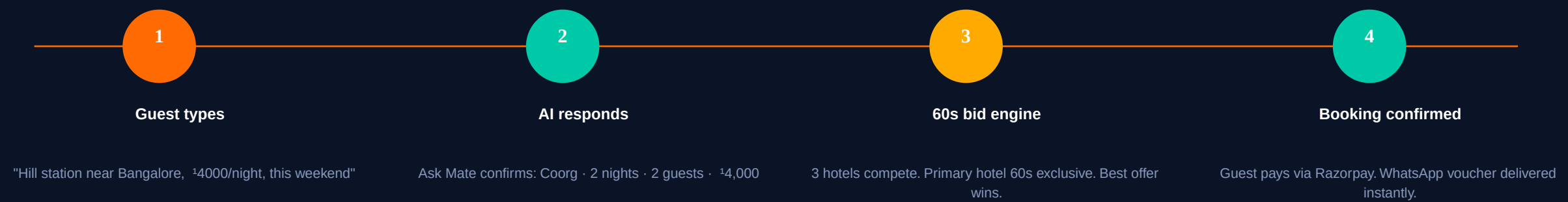
NVIDIA GPU INFERENCE

- % Low-latency intent extraction (<200ms)
- % Real-time property recommendation scoring
- % Abandoned chat recovery — personalised AI
- % Provider-agnostic (Claude · OpenAI · Gemini)
- % Scales to millions of guest conversations

Why THM wins.

	MakeMyTrip	OYO	The Hotel Mate 's
Commission model	15–25%	12–20%	0% (Direct plan)
Booking experience	Search & filter	Form-based	Conversational AI
Hotel communication	Portal messages	Email / phone	WhatsApp-native
Bid competition	'	'	' 60s live bid
AI intent parsing	'	'	' NVIDIA GPU
Zero-commission option	'	'	' 13,999/mo

From conversation to voucher in minutes.



Why NVIDIA accelerates our mission.

Real-time Intent Extraction

Guest messages parsed in under 200ms. NVIDIA GPU inference makes low-latency NLP viable at India's price point.

Property Recommendation at Scale

Matching 3,600+ properties using similarity scoring, pricing bands, and availability requires accelerated compute.

Abandoned Chat Recovery

AI-powered re-engagement predicts the best recovery message, channel, and timing for each abandoned guest.

Emerging Market Economics

NVIDIA's optimised inference stack reduces cost-per-query — critical for 200M+ Indian travellers at scale.

12-month execution plan.

Q2 2026



Q3 2026



Q3 2026



Q4 2026



Chat Backend

- MongoDB chat sessions
- Spring Boot chat service
- AI abstraction layer
- Intent extraction engine

AI Go-Live

- NVIDIA GPU inference
- GenAI conversation loop
- Enquiry bridge
- thehotelmate.in launch

Recovery & CRM

- Abandoned chat detection
- WhatsApp re-engagement
- THM-BookMax CRM leads
- Email recovery flows

Scale & Analytics

- BookMax analytics live
- 10,000 property target
- NVIDIA Inception program
- Series A preparation

India's hotel booking industry is ready for conversation.

We've built the platform. We have the properties.
Now we're adding the intelligence.

[thehotelmate.in](#) · [DPIIT DIPP223828](#)

[Meta BSP](#) · [Google Hotel Center](#) · [HyperGuest](#) · [Bakuun](#)

