Product: Kotozna In-room

Developed by: Kotozna, Inc.

Developed in January 2020, Kotozna In-room's proof of concept phase was implemented in February 2020. Coincidingly, Japan's largest travel agency: JTB (Japan Tourist Bureau) invested in the company and became our distributing partner in Japan.

During the first quarter of 2020, mostly in March, Coronavirus slammed most industries; and most in the hotel/lodging sector had no choice but to sever most of their operations. However, some hotels that kept their operations in April 2020 realized that **Kotozna In-room is the optimal solution to boost sanitation in a Coronavirus-plagued environment.**

Businesses, especially hotels, know that sanitation is a resolute key to attract travelers. And Kotozna In-room can provide no less than that. **It creates the optimal environment for hotels ~ clean, distanced, and global.**

For a lot of reasons, Kotozna In-room is now deemed to be the safest, cost-efficient, antiviral way to connect hotel staff and guests.

a) Users do not need to meet face-to-face or share devices to communicate. It replaces hotel phones and digitizes paper-based directories and marketing materials. Under any pandemic situation, businesses need to think of ways to avoid overcrowding.

b) For hotels, lobbies are usually the busiest place, filled with checked-in guests and new customers walking in. Kotozna In-room eases this burden by (1) allowing checked-in guests to communicate with staff virtually; and (2) incorporating hotel advisories such as health precautions in Kotozna In-room so staff would not have to explain them upon check-in.

c) In Japan, hotels are required to clean the rooms including all paper-based materials right after use; but with Kotozna In-room, staff workload is dramatically reduced.

Our hotel partners confidently claim their spaces are virus-free; and this attracts not only inbound but also local tourists. Ultimately, **Kotozna In-room minimizes human interactions but enhances their connections.**

Hence, despite the pandemic, by April 2020, around 40 Japanese hotels signed up to use Kotozna In-room from July 2020.

We use a subscription type of business model whereby hotels pay $5 per room per month. This proves **Kotozna In-room to be the most cost-efficient tool for hotels, especially under this pandemic.**

There are other reasons Japanese hotels are impressed with Kotozna In-room. Their guests do not need to download any app to use Kotozna In-room. Our multilingual translator, covering 109 languages, built within Kotozna In-room is more accurate than any single machine translation engine, such as Google Translate. Our technology enables Kotozna In-room to dynamically show an optimal translation from several machine translation engines. In addition, hotels can opt to design dictionaries unique to their needs. Kotozna In-room is also powered with a flexible chatbot framework to accommodate hotels' preferences. This greatly enhances staff efficiency and productivity.

Without a doubt, Kotozna In-room has become an indispensable partner for the hotel/lodging industry to get up from the ground.

How Guests Use Kotozna In-room

By simply scanning the QR code in their room, guests can access the hotel's web console (Kotozna In-room) on their smartphones where they can choose the service they need and chat with hotel staff in their own language. On the other hand, hotel staff receive the request on their smartphones/tablets in their own language as well. Since service requests and processes are fully automated and integrated, hotels can see improved productivity leading to higher revenues and heightened efficiency; guests can also enjoy better and safer lodging experience, a primary key to drive repeat guests.

Presently, it is our goal to secure partnerships with various national travel boards/organizations in other countries, who can serve as our distributors and with whom we intend to share revenues. Their expansive network of hotel and lodging companies would benefit our distribution and, therefore, the whole tourism sector.

Company

Kotozna, Inc.

https://kotozna.com/en

Product

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