



CANARY
TECHNOLOGIES

Canary Technologies

Canary Technologies helps hoteliers thrive through innovative software solutions. We're building the future of hospitality for hoteliers.

TRUSTED BY THE BIGGEST NAMES IN THE HOSPITALITY INDUSTRY



Canary is Trusted by Thousands of Hoteliers Worldwide

20k+

Hoteliers

using Canary worldwide

5M+

Guest Reservations

processed through the platform

75+

Countries using Canary

plus hotels in all 50 US states

AWARDS



Most Innovative Company

Canary named as the **only hotel technology company** on Fast Company's 2023 list of Most Innovative Companies

#1  airbnb

#2  Capital One

#3  **CANARY**
TECHNOLOGIES

#4  Outdoorsy

#5  Puerto Rico

FASTCOMPANY



Most Innovative Companies 2023

Canary's Industry Leading Solutions

Helping hoteliers drive staff efficiency and provide the best guest experience

Guest Management System



Check-In

Allow guests to Check-In seamlessly from their phone



Checkout

Allow guests to checkout from their phone and skip the lines



Digital Tipping

Boosting staff income enhances retention & makes it easier on guests



Messages

Communicate w/ guests directly through contactless messaging



Upsells

Allow guest to easily browse and purchase upgrades and add-ons



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+

aMADEUS

Contracts & Payments



DIGITAL CONTRACTS

Simplify & accelerate sales cycles



SECURE PAYMENTS

Reduce chargebacks and fraud by over 90%

Overview: Digital Contracts & Secure Payments



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Today's Problems

Paper Based Contracts with Payments are...



INSECURE

Storing paper contracts and authorization forms on site makes it hard to control access and leaves you open to security breaches.



INEFFICIENT

Your team wastes time waiting for contracts/forms and following up with guests.

Paper authorization forms usually require Accounting/Finance to process payments, resulting in slower sales process and lost revenue.



PAINFUL FOR CLIENTS

Clients face two bad choices: print out forms, sign them, and send them back, or find their own e-signing solution. Unhappy clients don't become repeat customers.

Today's Contracts & Payments Process Creates More Problems for Hotels...



Getting paper contracts/ authorization forms signed takes an average of 8 days



Multiple departments (i.e. finance) required, slowing down sales process



Not PCI Compliant



Potential for lost revenue



Results in Fraud & Chargebacks



Not User Friendly

Canary Provides a Best-in-Breed Solution



Digital Contracts

Use preloaded templates to easily send digital contracts

Guests quickly sign and send from mobile phone or tablet

Track contract status in one place



Secure Payments

Payment Links + Digital Authorizations:
Charge now + Charge later

Collect payments immediately with contract

Set up payment schedule with due dates

Send digital CC authorization forms

Run fraud checks on submitted credit card

Store credit cards in a PCI-compliant manner for future payments

Benefits of Canary's Digital Solutions:



Speed up your sales cycle and save time



Streamline billing



PCI Level 1 compliant



Prevent fraud and chargebacks



An all-in-one digital home for contracts and payment records in Delphi



24 / 7 / 365 support



Intuitive interface designed for hoteliers

Why Amadeus Selected Canary

01



Top-rated, modern solution with most robust feature set

Canary Technologies [↗](#)

★ 4.8 (380 REVIEWS) ⌚ 100 HT SCORE 🏆 2023 WINNER

02



Larger strategic partnership w/ Amadeus, which supports future cross-sell motions

amadeus

HotSOS
Hotel Service Optimization System

amadeus
Property Management - IDPMS

03



Robust 3rd-party integrations to meet hoteliers needs

Elavon

fiserv.

Shift4
PAYMENTS

Opera

ORA

FREEDOM.PAY

SynXis / Sabre

Maestro

protel

no
an Oracle

04



Proprietary, best-in-class fraud prevention software



01



Top-rated, modern solution with the most robust feature set



Voted #1 on HotelTechReport



Modern architecture with more flexibility



Intuitive interface and easy to use



Most robust feature set




More than **20,000 hoteliers** in **75+ countries**




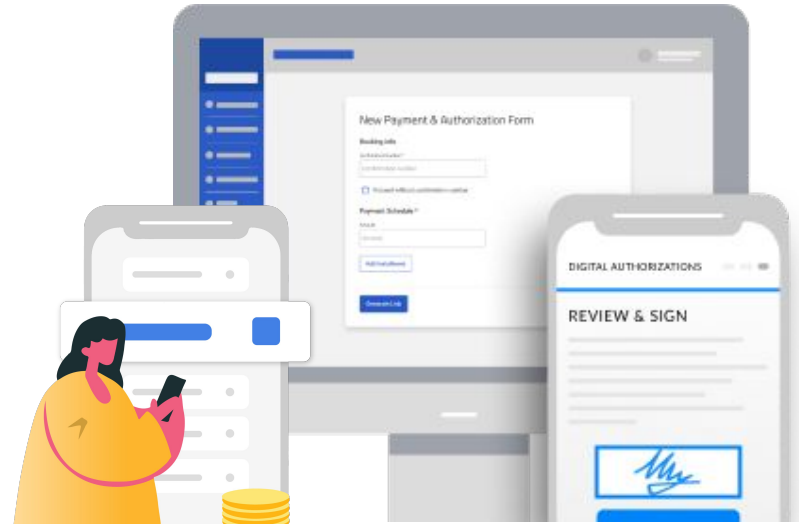
Global team with **24/7/365 support**

Canary Technologies 

 **4.8 (380 REVIEWS)**

 **100 HT SCORE**

 **2023 WINNER**

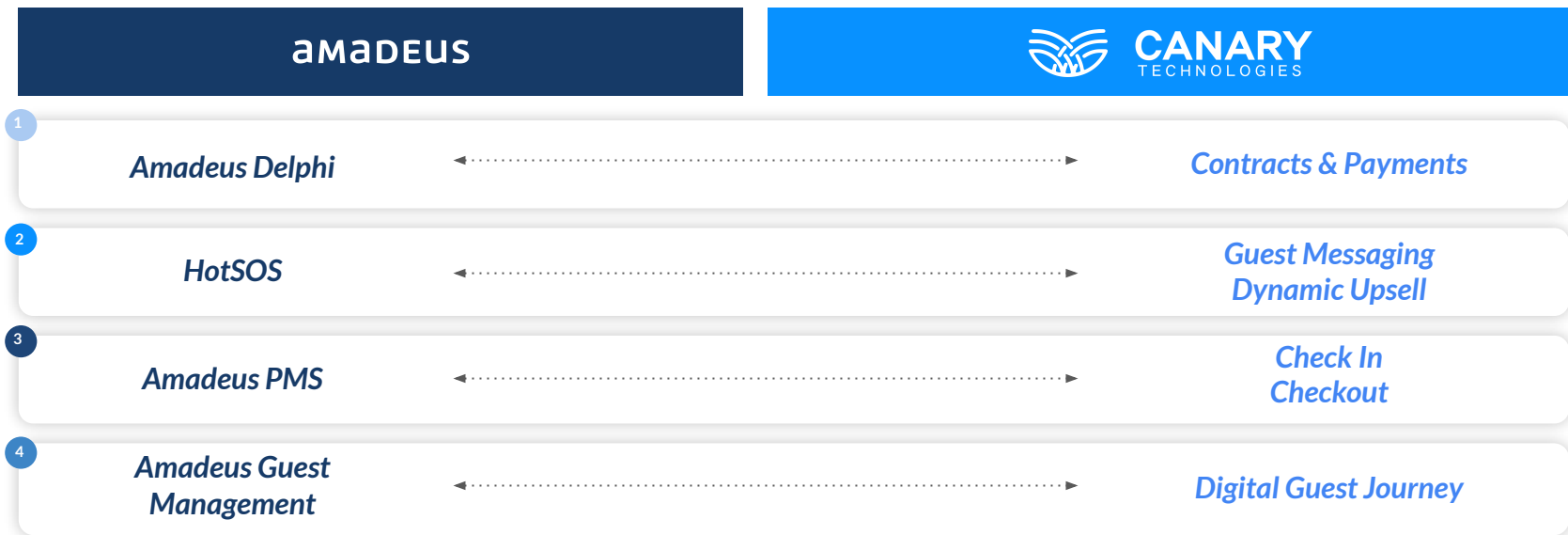


02



Larger strategic partnership with Amadeus, which supports future cross-sell motions

Canary is not a single point solution. Future integrations will unlock additional cross-sells and increase customer stickiness.



03



Robust 3rd-party integrations to meet hoteliers needs

We have a dedicated team that works on system integrations



6 New integrations
launched / quarter



4 weeks avg new
integration timeline

- We maintain a global team dedicated to new and existing integrations
- We build and maintain our own custom integration tools & robust API to ensure reliability
- We continuously improve existing integrations to improve functionality for hotel partners
- Enterprise clients qualify for advanced customizations
- We also integrate with government agencies in certain markets

open hotel

SMS
SPRINGER-MILLER SYSTEMS

SKYTOUCH
TECHNOLOGY

WEBREZPRO

Shift4
PAYMENTS

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Maestro

SynXis / Sabre

protel

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an Oracle company

AMADEUS

tabapay

infor

HiRUM



Proprietary, best-in-class fraud prevention software



Reduced fraud & chargebacks

Reduce chargebacks & fraud by up to 90% with our proprietary advanced fraud detection



ID Verification

Validate ID in real-time & compare to card billing address, flagging mismatches



VCC Detection

Canary's robust solution includes the ability to identify and validate VCCs from corporate accounts, TMCs and more



#1 Rated Solution 3 Years Straight

2021, 2022 & 2023



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amadeus

Canary & Amadeus integration simplifies the sales process for hoteliers



Hotel team generates and provides the client with a **link to digital contract and authorization form** with payment schedule, all done within Delphi.



Real-time fraud detection on submitted **CC data, which is stored securely** and hotel can retrieve it in the event of disputes.



Client clicks link and **fills in information and signs on a secure page.**



Hotel **logs into Delphi** to view and track forms/contracts on Account records.



Demo Walkthrough

[Click here
for demo
script!](#)

