

HostAgent

HostAgent is the desk on the operator's own site. It holds the same remaining key Booking.com would sell.

Working product. No paid operators. First paid Cloudbeds pilots in Queenstown are the next step.

After 10pm the guest is already on their page. A FAQ bot takes an email. We take the night - at 3%, not 15%.

THE ASK

NZ\$500,000 | 12 months

People	Founder + one engineer. Not a sales army.
Sites	8-12 paid Queenstown Cloudbeds lodges.
Run	Infra, insurance, Queenstown travel, pilot legal.
Not	No ads. No US office. No second city until the basin pays.

HOW MONEY IS MADE

Lakeview night	NZ\$389
Booking.com take (15%)	NZ\$58
HostAgent take (3%)	NZ\$12
Lodge keeps the difference	NZ\$46

Site fee on traffic, plus 3% only on nights the desk writes. Tiers in the pilot.

FIRST 12 MONTHS

Now.	The Ridge in the demo is the 12-room product - not a customer.
Weeks 1-12.	One real Cloudbeds lodge. Live lock. Pilot terms below.
Months 4-12.	8-12 paying Queenstown sites. Founder closes them in person.
Not this year.	Skyline, NZSki, and Australia wait until lodges pay.

8-12 Lodge sites at NZ\$200 is about NZ\$1.6-2.4k MRR, plus 3% on nights written. The ~NZ\$37k / ~\$445k ARR figure is only if the basin later fills - 50 lodges, Skyline, NZSki, hire take. Arithmetic on a full book, not a 12-month forecast.

WHY THIS FOUNDER

Aiden Buckleigh | 25 | Queenstown

I run the Xplosiv store here - stock, banking, the floor. Nearly three years on the Repco trade counter before that: parts systems, trade accounts, the customer in front of me. Motorsport tech in Melbourne, then independent security research (NVIDIA TensorRT, coordinated disclosure). I want the next job to be this desk. I live in Queenstown - I can sit down with a lodge this week.

PILOT

They pay the public site fee for their traffic, plus 3% of nights the desk writes. Setup billed once. Not free.

TIER	SESSIONS / MO	NZ\$ / MO	PLUS
Lodge	Up to 10k	200	3% of nights written
Town	10-50k	500	3% of nights written
Peak	50-200k	1,500	3% of nights written
Basin	200k+	3,000	3% of nights written

They get

The desk on their site. Holds into Cloudbeds. Same remaining-keys lock as Booking.com.

We measure

OTA nights displaced. Holds after 10pm. Zero double-sells.

8-12 weeks. They keep Cloudbeds. They can leave. Weekly 30 minutes with whoever runs the lodge.

RISKS

- No signed Cloudbeds, Skyline, or NZSki APIs. Demo locks are ours.
- Skyline and NZSki may never let a third party collect lift money. Vendor-collect is the design.
- iCal lodges are a weak lock. REST or we wait.
- We do not delist Booking.com. We take the nights that leak.
- GMV is seasonal. One founder in Queenstown.

SUCCESS AT 12 MONTHS

- 8-12 Cloudbeds sites paying.
- A real number for nights moved off Booking.com.
- Still founder-led. One engineer. No second city.
- If those are missing, we were wrong - not underfunded.

WHAT THE WORSE SOFTWARE DOES

Intercom Fin / Zendesk

FAQ. USD \$0.99 a chat. | Cannot hold a Cloudbeds key.

HiJiffy, Canary, hotel bots

Messaging and upsells. | Not the same lock as Booking.com. Not room + gondola + hire.

Cloudbeds Messenger

Chat next to the PMS. | Still a messenger. No Skyline, no 3% vs 15%.

Booking.com

Distribution. ~15% a night. | The expensive option we replace on nights the desk writes.

Trip-planner AI

Itineraries. | No write to the operator. A plan is not a hold.

THEN - MULTINATIONAL

1. Queenstown-Lakes

Own it. 8-12 Cloudbeds sites. Wanaka is the same district.

2. Rest of NZ

Rotorua is Skyline's other NZ door. Then Franz, Auckland, Christchurch.

3. Australia

Skyline already runs Cairns. Gold Coast, Hobart, Thredbo/Perisher. Stripe AU.

4. Follow the operators

Singapore, Calgary, then US/EU ski towns. No country without local acquiring and vendor-collect. AU pays first.

The Ridge, Skyline, and NZSki on the site are the product, not signed partnerships.