

nightsbridge



Where African hospitality connects.

Our journey as entrepreneurs

Theresa Emerick



The start...

2004

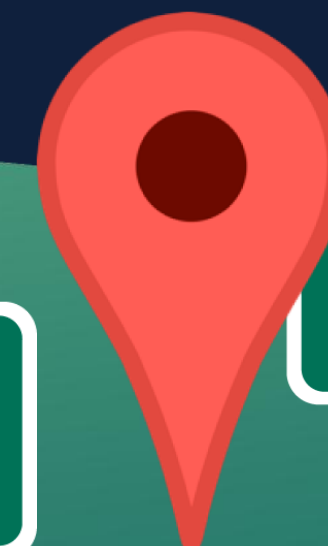


- 11,500 clients
- 160 employees
- 3,150,000 online bookings

2026



Hout Bay



Claremont

Five of my favourite things...



A Bed Time Story

How to delight your guests by minimising the time it takes to book a bed with you.

nightsbridge
realtime availability

www.nightsbridge.co.za
tel: 021 790 9910

Once upon a time, if you wanted to travel to a place far, far away, you had to wait many days to find out

Then came flying

But booking

still took time

it's click or phone

All of a sudden

because

and easy

book in

story of

that came

How long is your Bed Time story?

Mr and Mrs Travelalot want to take a vacation. On the internet, they find the Far Away Places search engine.

They type in:

From date: Next Thursday

No of days: 5

No of rooms: 1 double

Area: Sunny Town



The computer thinks for a moment and then lists a few places in Sunny Town that have rooms available for the dates they want.

The room at Cosy Guesthouse looks very nice, so they book it, pay a deposit with their credit card and run off to ask the neighbour to take care of their cat.



Mr Busyman needs to go to Sunny Town urgently to see a client. He likes staying at Cosy Guesthouse, so he goes directly to the Cosy Guesthouse website to check availability. He types in when he wants to arrive and how long he wants to stay. They have a room available, so he books, pays and leaves for the airport.

Why is booking at Cosy Guesthouse so easy?

It's because Mr & Mrs Cosy put their room availability on the nightsbridge central computer.

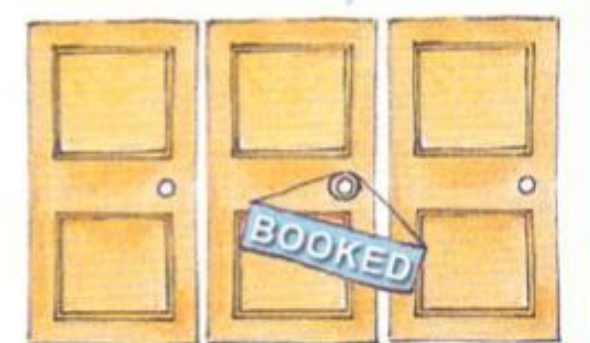
From guesthouse...

They entered the information with the easy-to-use nightsbridge software...



...to nightsbridge

nightsbridge stored their room availability on its central computer...



...to multiple websites.

...and then made the room information available to the Cosy Guesthouse website, as well as several other travel sites chosen by Mr and Mrs Cosy.



1



Hout Bay

nightbridge setup

Instructions

Follow the steps to complete the nightbridge setup. When you finish, press the synchronise button to update the nightbridge central server.

First Steps

Step 1:

Basic setup

Step 2:

Setup Rooms

Step 3:

Setup Rates Structures

Step 4:

Deposit and Booking Policy

V.1.0.51

Synchronise

nightbridge

File Synchronisation Reports Help

View Calendar From: 06/11/2024

<< < > >>

November / December

	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon
	6	7	8	9	10	11	12	13	14	15	16	17	18
Room 1	2						4						2
Room 2					1								2
Room 3													2
Room 4			2						2				
Room 5			2						1				
Room 6			2				2		2				
Room 7			2						2				

Make a booking

In Date: 24/11/2024

Nights: Select Room(s)

Leaving:

Book

Synchronise

Exit

Search

View/Cancel Booking

The MVP*

1

**minimum viable product*



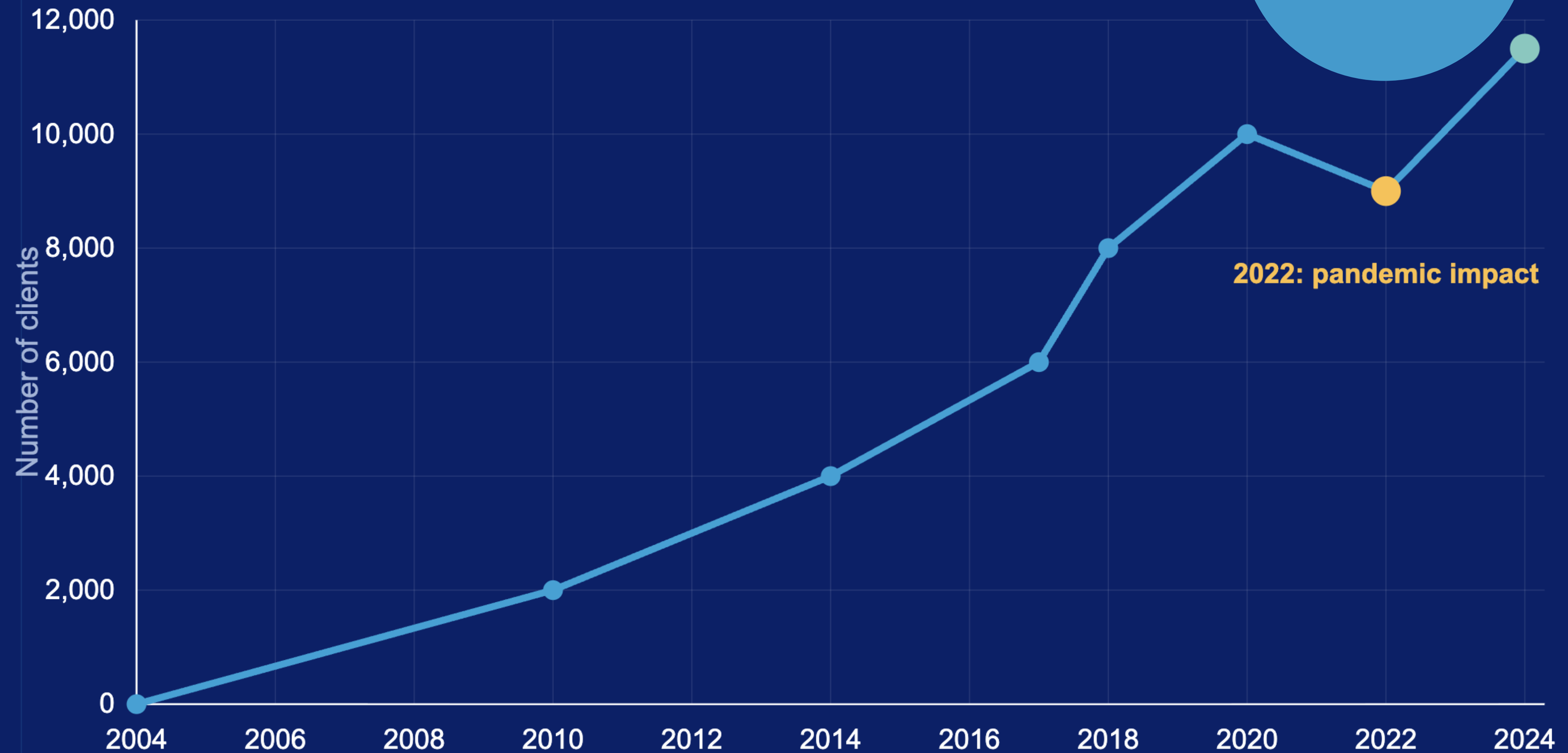


Perfection is achieved, not when there is nothing more to add, but when there is nothing left to take away.

ANTOINE DE SAINT-EXUPÉRY

The growth graph.

2

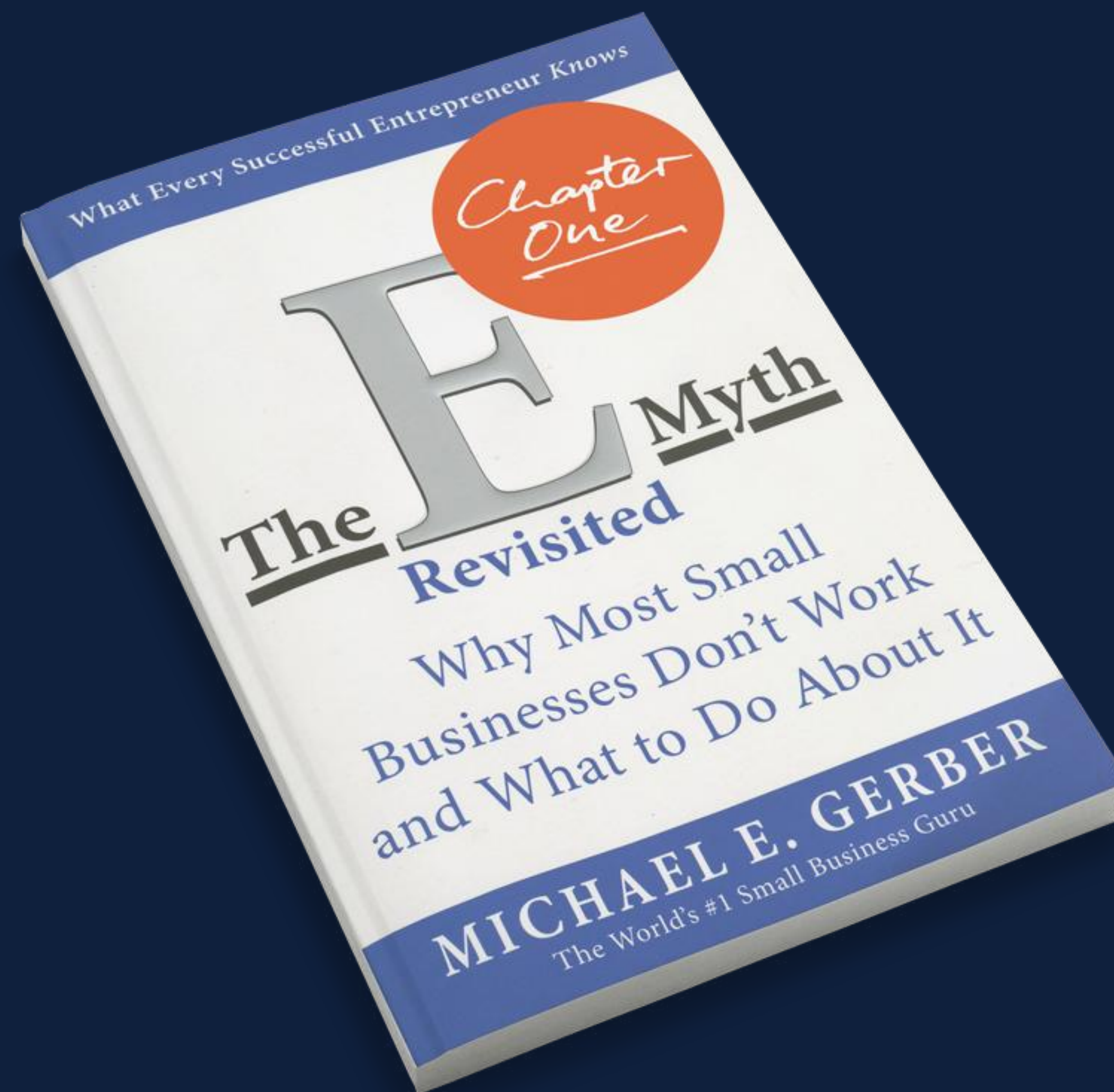




Slow, done deliberately, is not a failure to scale. It's twenty-two years of compounding trust.

3

The business bible.





The system runs the business. The
people run the system.

Michael Gerber

4

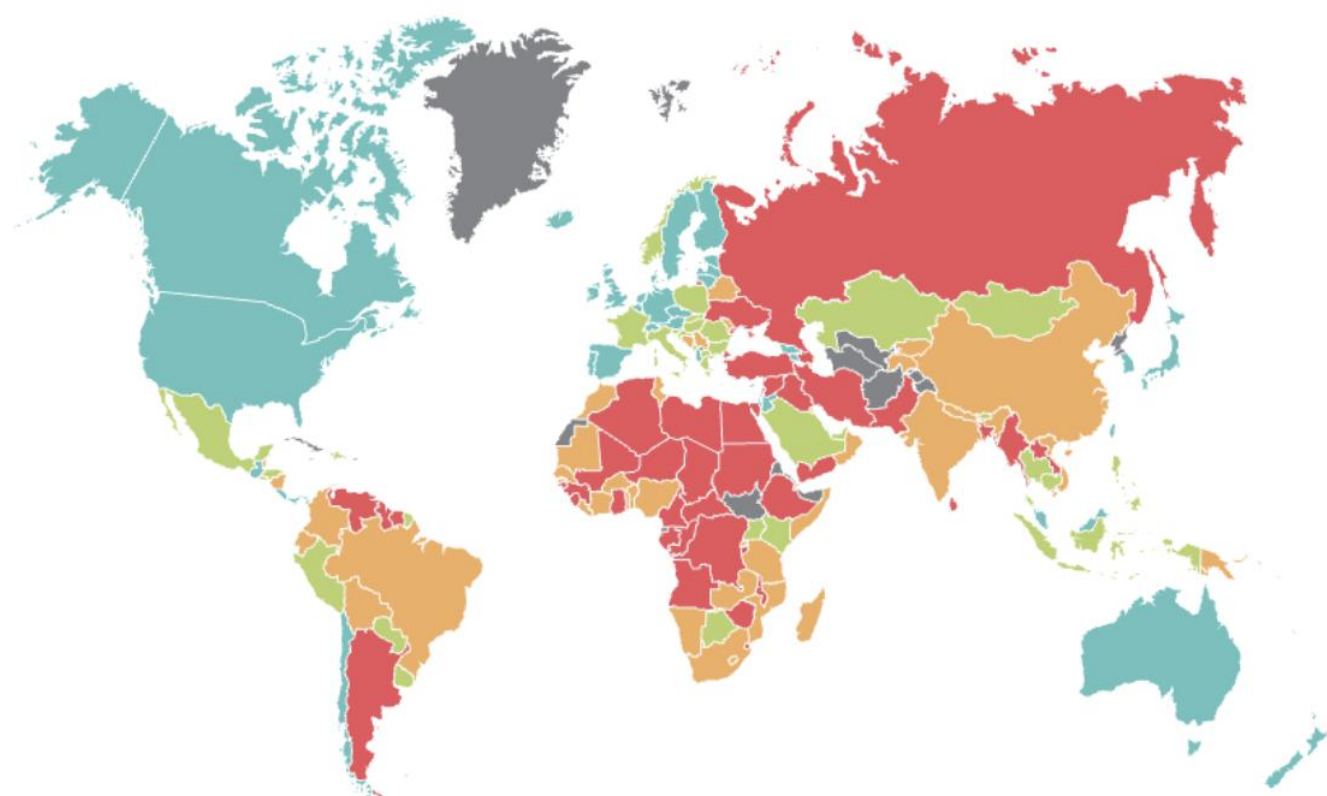
Economic Freedom of the World Report

James Gwartney, Robert Lawson,
and Ryan Murphy
with Matthew D. Mitchell, Horst Feldmann,
and Walker Wright



Economic Freedom
of the World

2025
ANNUAL REPORT



● MOST FREE ● 2ND QUARTILE ● 3RD QUARTILE ● LEAST FREE

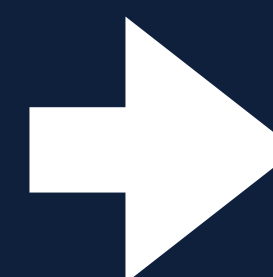
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Economic Freedom of the World Report



1994
Score: 6.72

44 /165



2024
Score: 6.63

87 /165

4

Economic Freedom of the World Report

Size of Government

Government spending

105

Law & Order

Police and crime

61

Sound Money

Exchange Control and Forex

93

Freedom to Trade

Capital Controls

95

Regulation

Labour Regulation

91



peace,
easy taxes,
a tolerable administration of justice

Adam Smith

5

RELATIONSHIPS



5

RELATIONSHIPS



5

RELATIONSHIPS



Booking.com



5

RELATIONSHIPS





Small business, built on trust and
real people, can hold its own.
Tourism can prove the same.