

GuestBox delivers thoughtfully curated welcome gifts to create one-of-a-kind customer experiences; we help distinctive brands drive exclusive engagement and serve as a distribution channel in the travel and hospitality industries.



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GuestBox, LLC.
Year Incorporated: 2017
State: Florida

Raising:
\$750,000

Current Funding
Founder \$20,000
Equity-free awards \$13,500

Recognition:
- [Masschallenge Texas](#)
First Austin cohort
- Tampa Bay Wave and Nielsen Foundation's ['Tech Diversity Accelerator'](#)
- [Rise of the Rest finalist](#)

Problem

Currently high-end hotels and home-share hosts struggle to provide exceptional welcome experiences to their luxury guests and attract highly lucrative segment of modern, affluent travelers with minimal effort at modest to low cost.

Solution

GuestBox creates memorable moments and experiences that transcend a physical box, it goes beyond the basics to surprise and delight guests with a touch of luxury. Properties can select from various collections: Premium (\$25), Business (\$20) and Solo Traveler (\$12) through an intuitive web portal and arrange shipment on a recurring basis. We feature a wide variety of innovative, eco-friendly products to ensure highly relevant, curated experience, with co-branding options for the boxes.

Vast Addressable Markets

Luxury travel is growing to reach \$1.2 Trillion by 2023. GuestBox is well positioned to capitalize on this multi-billion dollar business opportunity in creating value, convenience and access to the luxury hospitality industry. GuestBox creates unique welcome experiences in collaboration with high-end hotels/resorts and increases guest engagement, which represents 23% premium in terms of share of profitability, revenue and relationship growth for our clients.

Value Proposition to Brands

We receive products complimentary or below cost. For a small marketing spend, innovative, nascent, eco-conscious, female and minority-led brands are able to get in the hands of their highly target customers. Through thoughtful brand positioning and curation in high-end properties, GuestBox uses a more meaningful, personable approach for brands to sample their products and avail of special promotional opportunities.

Competitive Advantage

In the market are a number of small, local efforts that run the gamut from basic kits or elaborate baskets with no ability to co-brand at scale. Single product companies exist, but nothing that provides a selection of products catering to the luxury traveler (however, they can be potential partners). This makes us the first to market; our close collaboration with classic hotel brands as well as travel startups also allows us to build out the best GuestBox collections, based on guest preferences and engagement data.

Growth Projections

	Headcount	Customers	Revenue
Year 1 (2018)	1	80 (hotel + individual)	\$21,000+
Year 2 (2019)	5	100+ hotels, 2,000 retail	\$2-2.5m (\$250K+ order Q1 2019)
Year 3 (2020)	10	200+ hotel, 5,000 retail	\$6-8.0m

Traction & Pipeline

Eight-month beta completed in early 2018 with Disney properties, Airbnb properties, chains, and boutique hotels, currently contracts with multiple boutique hotels and vacation rentals. Shipped over 2,500 boxes since July 2017 and are now creating welcome experience programs with clients ranging from \$10,000 to \$250,000 in annual orders. Focus is on growing boutique and concept hotels with a high need for differentiation, providing them co-branding and customization options. Q1 2019 client opportunities include ArtHouse in NYC, Wyndham resorts, Great Dwellings (DC), Waldorf Astoria Orlando, Disney properties, Expedia and Airbnb Plus.