Fleetboard
by **Sailogy**

Rent your boats to millions of travellers around the world

Sailogy Fleetboard   Add New Boat   Notifications **21**   Negotiations   Support

Charter Company
John Doe
11 boats of 25 online

Profile   Logout

Your impact factor is 30%
30%

Dashboard

Booking
Negotiations **374**
Calendar 14/65
Pricelist
Discounts
Cancellation policy

Fleet
Boats 11/25

Calendar

Attention: you haven't confirmed your e-mail address yet. Click here to resend the request   ×

It seems that your calendar isn't edited since more than 60 days.
Is it still updated? Yes it's already updated.   ×

Order boats by   ‹   December 2014   ›   **Weekly View**   Day View

Boat

Filter ...

	30 Aug 06 Sep	07 Sep 12 Sep	13 Sep 19 Sep	20 Sep 26 Sep	27 Sep 03 Oct	04 Oct 10 Oct
Black Star (3 cab) Portofino, IT	€1500	€1500	€1500	€1500	€1500	€1500
Shirit (3 cab) Portofino, IT	€1500	€1500	€1500	€1500	€1500	€1500

■ Booking   ■ Option   ■ Mainteinance   ■ Discount   ■ Available

Create a profile in 30 seconds and manage your fleet for free

Completely free

Made from sailors to sailors

Easy to use

Rent your boats to millions of travellers

Sailogy allows professional charter companies to list and manage their fleet.
You can publish your boats for free and only pay in case of successful bookings.

How it works

1

2

3

4

List your boats

Publish photos, videos, descriptions of each boat of your fleet. We will assist in making your boats shine in order to receive more booking enquiries. You can even quickly customise extras and boat equipment.

Set prices and discounts

Setting prices, offers and discounts has never been easier. Sailogy offers you a professional tool, designed around professional charter operators to manage seasons, special offers and bundles. Intuitive and fast.

Manage calendar

Via Sailogy you can run your entire business. Our calendar runs options, maintenance period, last minute offers and early bookings. Charter operators can even import their existing orders in order to use one single interface.

Make bookings

Customers will autonomously book your boats or get in touch with you to finalise orders. Payments are collected by Sailogy in a secure way and funds are transferred to you 30 days before departure (excludes last minute).

Sailogy
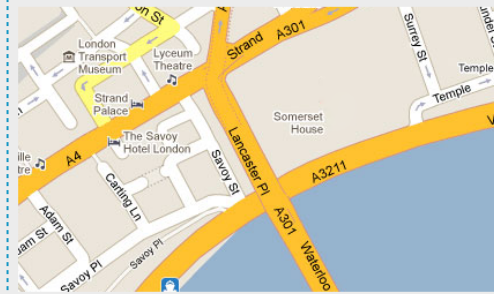
Chose your 1st Marina

Your first step. Tell travellers where they can find you. If you operate in multiple harbours please choose the first one in this occasion. Our system will give you the possibility to add as many marinas as you want in the next steps.

1 Chose your city, input the precise address and give a name to your marina. This is supposed to be the official name of the harbour, the one travellers find in road signs and maps.

A Map is provided to travellers to reach the harbour on the day of departure. Be as accurate as possible in order to get more bookings.

2 A map will allow you to select the exact position of your base within the harbour.

Upload your first boat

▶ Step by step / Boat

This is where the game starts. Uploading your first boat is the best way to test how easy and intuitive the Fleetboard is. Choose a boat of which you have great material, such as pictures, description and so on.

1 Give a name, choose a boat type, describe your boat and finally select a model from the provided list. The specs of the boat will load automatically. You will be required to select the year of the boat and, if available a refit year. Additionally it is important you double check the number of cabins, the number of crew cabins and the total number of guests that can go on board.

Equipment is a fundamental aspect of your boat description. Too many equipments confuse customers, there is no need to specify that your boat has the anchor, the forks and knives and the life vests.

2 Please add all equipments available on your boat. If your boat has something special on board please write it in the custom equipment. Use english language, just write the name of the equipment without specifying the amount (don't write "lazy bag (2)" but just "Lazy Bag")

3 Upload the original pictures of your boat. Do not upload "model" photo taken from brochures. Customers want to see the product for which they pay. Always start with a photo in which the boat is seen entirely from outside.

Chose your prices

Pricing is possibly the most important strategic decision in order to receive more online bookings. On this page you can add the charter seasons (ex. "low season", "high season") with their starting and ending dates. For each season your boat can have a different price per week. Remember this is the final price that the customers pay, which includes all commissions paid to agents.

1 Start by adding all seasons. You only have to select the start and finish dates. Once this is done simply apply your desired price per week to each season.

Payable extras are a dangerous tool. Our statistics show a high number of orders lost due to unclear extras. Please be very clear and keep in mind that customers don't understand things like "comfort package", "starter pack", "transit log". If they see a mandatory extra that is not clear they would probably ask questions (wasting your time) or just look for another boat. Instead of "comfort package" write "final cleaning, bed linen, outboard engine" and whatever is relevant.

2 First give a name to your extra, then choose if it is mandatory or optional. Also, you can choose a price and specify if it should be paid "per person" (ex. bed linen), "per week" (ex: outboard engine), "per day" (ex: skipper) or "per booking" (ex: final cleaning).
Finally you decide if you want this extra to be paid online by customers or directly to you on the day of check-in.

Sailogy Fleetboard

| ① Marina | ② Boat | ③ Pricelist | ④ Profile |

1

Charter manager information

Picture*

Click to add your personal profile picture

Name*
Robert

E-mail*
robert@chartercompany.com
(not verified)

Surname*
Charter

Mobile phone number*
+ 390 | 340 28 53 892

Spoken languages

☑ English ☑ Italian
☐ German ☐ Russian
☑ French ☑ Spanish

About Me
My description

Lorem ipsum sit dolor conseptutur elit.

2

Charter company information

Company name*
Charter Name

Address*
Via Metauro 5

Number of boats
110

Country*
Switzerland

Description
About

ZIP code*
49000

City*
Chiasso

Charter company contact details

Phone number*
+ 390 | 340 28 53 891

Fax Number

E-mail*
bob@robertofalcone.it

Website
www.sailogy

Skype ID
bobertos

Payment information

VAT Number*
IT 1234567890

IBAN / Account number

Currency*
Euro

SWIFT / BIC code

The Boat Manager

▶ Step by step / Profile

This page is about you. Customers want to see your face and know your name before they book. Remember that they are spending a significant amount of money; booking a sailing vacation requires a lot of trust and therefore a clear presentation of yourself will give higher confidence.

1 This part is visible to the final customer. Please choose a picture of yourself. Do not upload your company's logo or photo of your boats. Your mobile phone number will be used to send SMS every time you receive a booking.

Some information are only used by Sailogy for administration purposes such as invoicing, payments and contracts. Please make sure all information about your company are updated.

2 Make sure you fill up the field "number of boats" stating the total number of yachts you manage.
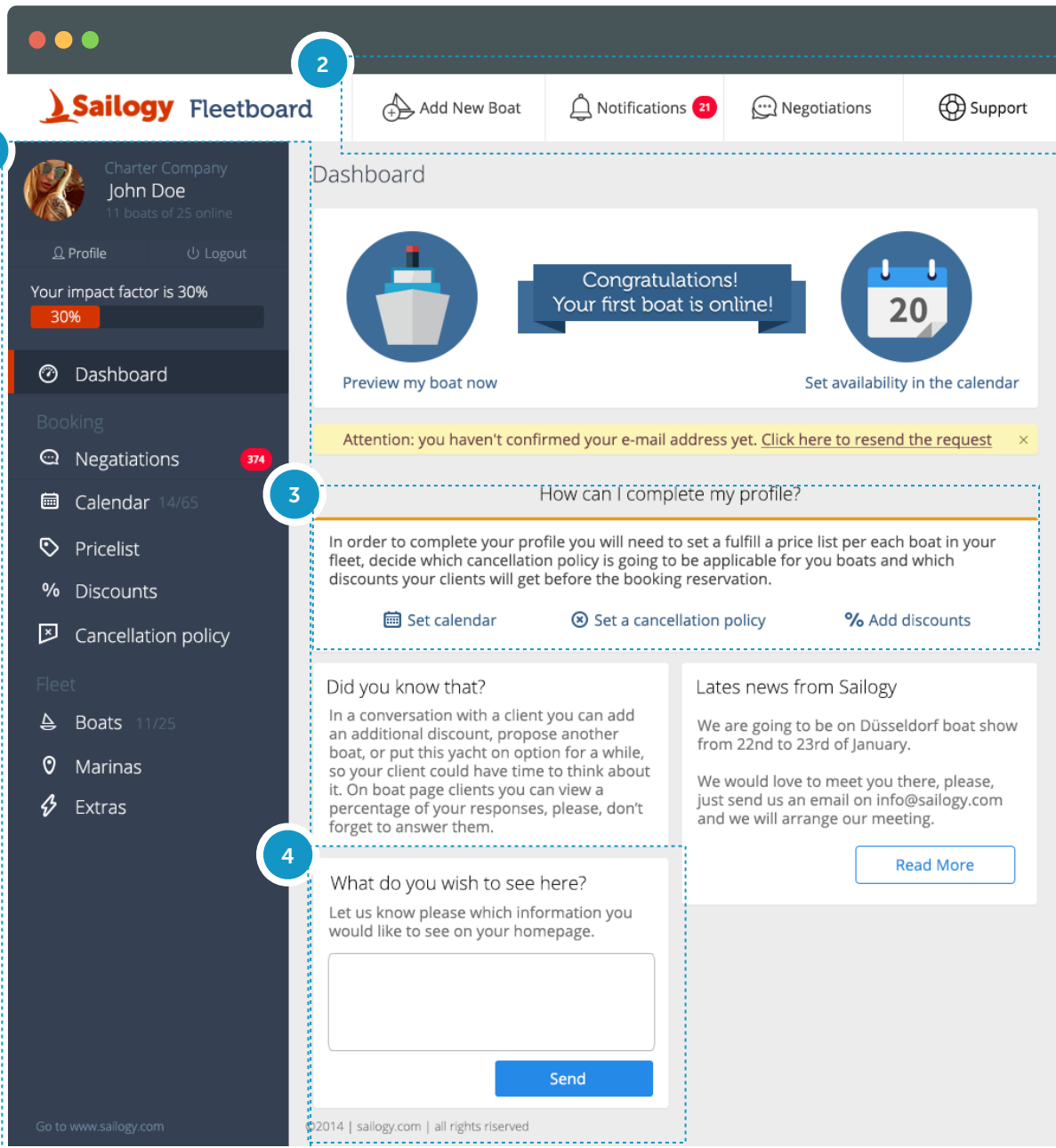
Welcome to your dashboard

▶ First usage Dashboard

This is main page of the Fleetboard. Every time you come back to our site you will log into this page that is designed to provide you a snapshot of your business.

1 Use the vertical menu to browse through all the sections of the Fleetboard. Here you can add more boats, more marinas and fully customise your fleet. The "Negotiations" button shows your private messages to customers.

2 This is a quick menu to access your most used functions, such as adding a new boat or checking your messages.

We designed the Fleetboard in order to be used every day. We will alert you in case your profile needs an update and we are happy to hear what do you think about new features.

3 This section alerts you in case your profile is not completed. Follow the links and make the necessary changes/updates in order to start with the bookings.

4 Have we missed anything? Please let us know and we will make all changes according to your preferences.

▶ Booking - Negotiations

Sailogy Fleetboard

⊕ Add New Boat 🔔 Notifications **21** 💬 Negotiations 🛟 Support

Charter Company
John Doe
11 boats of 25 online

①

👤 Profile   ⏻ Logout

Your impact factor is 30%
30%

🕐 Dashboard

Booking

💬 Negatiations   **374**

📅 Calendar 14/65

🏷 Pricelist

% Discounts

🗂 Cancellation policy

Fleet

⚓ Boats 11/25

📍 Marinas

⚡ Extras

Negotiations

	All conversations	⌄		Search	

Status	Final price	Date	Boat, Marina and period	Client	Last message	ID
● Optioned	€ 4500	12.10.14	Barca a vela Beneteau First 31.7 Dipartimento di Ushuaia Dic. 6, 2014 - Dic. 13, 2014	Robert Vacation	20 minutes ago Client said: "Is the final cleaning offered in this	#CHC1401
● Optioned	€ 4500	12.10.14	Barca a vela Beneteau First 31.7 Dipartimento di Ushuaia Dic. 6, 2014 - Dic. 13, 2014	Carl Offstader	20 minutes ago Client said: "Is the final cleaning offered in this	#CHC1401
			2014			
● Available	€ 4500	12.10.14	Barca a vela Beneteau First 31.7 Dipartimento di Ushuaia Dic. 6, 2014 - Dic. 13, 2014	Mark Owen	20 minutes ago Client said: "Is the final cleaning offered in this	#CHC1401
● Booked	€ 4500	12.10.14	Barca a vela Beneteau First 31.7 Dipartimento di Ushuaia Dic. 6, 2014 - Dic. 13, 2014	Carlo Rossi	20 minutes ago Client said: "Is the final cleaning offered in this	#CHC1401

Go to www.sailogy.com

A key unique feature of Sailogy is the possibility to have a direct and transparent conversation with your customers. Our statistics shows a 500% higher booking rate for those who reply to customers within 2 hours. It is an incredible selling tool, free to use for you.

① This is an overview of all conversations with your customers. Each conversation is related to a specific request. Customers will not be able to send you emails unless they have chosen a boat and a week/price. You can quickly see and filter the negotiation status in order to always give the right priority to messages.

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Single Negotiation

Most customers have last minute questions to ask just before booking. In this page you can make sure they are fully convinced and ready to finalise the payment.

1 This is a summary of the request. Here you have details about the customer and about the product they are interested in. Boat, Base, Period, Price. You can reply with a new message or make a proposal (see next page).

2 All the message exchanged with the customer are here. You will always be able to recall previous interactions.

3 The calendar will give you a quick view of the availability of this particular boat which will help in order to make better proposals.

Within the screenshot:

Sailogy Fleetboard

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Go to www.sailogy.com

Negotiations

→ View all negotiations

● Optioned   #CHC1401

Client — Robert Vacation
Period — Dic. 6, 2014 - Dic. 20, 2014
Departure — Department Of Ushuaia
Boat — Barca a vela Beneteau
Actual price (with eventual discount) — €4,500 / week
Departure — €4,500 / week

💬 New Message | ⇄ New Proposal

Robert Vacation — 20 minutes ago
I can't accept your new proposal.

New proposal
New price: €2100/w
New period: 25/09/2014

You — Set. 25, 2014 12:35
Hello Robert, thank you so much for contacting me.
I'm gonna make a new specific proposal and I really hope that it can fit your needs.
I look forward to hearing from you.

Have a nice day.

Robert Vacation — Set. 25, 2014 12:35
Hello Nicolas,
unfortunately I have a problem for the selected dates, is possible to change the period? And is this the final price or there is a little discount for an old returning client like me?
Thank you so much.

Calendar

Boat

< December >

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Common questions

This is a common question?
This is a common question?
This is a common question?

Tip
In a conversation with a client you can add an additional discount, propose another boat, or put this yacht on option for a while, so your client could have

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Make a selling proposal!

Here is where you can customise the proposal in order to do whatever is needed to close the booking. Need to change dates? Want to offer a different boat? Or maybe just a quick (small) discount. Using this page you can send a unique proposal for a particular client, only him will see it.

1 You can make a special price only for this customer. Please edit the new final price of the boat, which does not include extras. Make sure you don't forget that you are talking directly with final customer so the price should always include agency commissions. You can make the discount "valid until" a precise date in order to close the booking faster.

2 If customer needs a shorter/longer period you can set here the departure date and the number of days. Only the customer will be able to see this.

3 If you want to propose a different boat simply pick one from your fleet.
In all cases you can customise your offer with a dedicated message to the customer.

Availability of your fleet!

▶ Booking - Calendar / Weekly view

The updated calendar will give a possibility to your customers to book any of your boats online without asking about the availability.

1 This section will remind you about things that you might forget to do. In case they are not necessary for you at this moment, you can just close them, please, don't forget to finish them.

2 Your calendar is viewable for weekly and daily prices, and can be filtered per each boat.

3 If you would like to change a price for a particular boat for a particular week or change the status of a boat, just click on the week price and the window of the calendar event will pop up. When you change the status of a boat you also can add an information regarding an additional discount if it was applied. Feel free to use notes, which are visible only for you.

Sailogy Fleetboard

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John Doe
11 boats of 25 online

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Calendar

1 Attention: you haven't confirmed your e-mail address yet. Click here to resend the request ✕

It seems that your calendar isn't edited since more than 60 days.
Is it still updated? Yes it's already updated. ✕

2 Order boats by   ‹ December ›   Weekly View   Day View

Boat ▾

Filter ...

	30 Aug 06 Sep	07 Sep 12 Sep	13 Sep 19 Sep	20 Sep 26 Sep	27 Sep 03 Oct	04 Oct 10 Oct
Black Star (3 cab) Portofino, IT	€1500	€1500	€1500	€1500	€1500	€1500
Shirit (3 cab) Portofino, IT	€1500	€1500	€1500	€1500	€1500	€1500

■ Booking ■ Option ■ Maintenance ■ Discount ■ Available

3 Calendar Event ✕

Interval   Start 📅   End 📅

Press a boat status to change it

Status   **Avalible**   Booked   Optioned   Maintained

◉ Default week price: €700 €600 (Early booking discount)

○ Default daycruise price: €150

○ New final price

   €___   ○ Week price   ○ Dailycruise

○ Additional discount

   ___ %   ○ Of week price   ○ Of daycruise price

Notes _____

✖ Remove Event   ✔ Save

Sailogy Fleetboard

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Go to www.sailogy.com

Pricelist

Attention: the are some uncovered periods in the pricelist. ×

Darsena Acton	Porto antico					
Filter ...		High Season (01/08 - 31/11)	Medium Season (01/08 - 31/11)	Medium Season (01/08 - 31/11)	Medium Season (01/08 - 31/11)	Click to add a season
Black Star (3 cab) Portofino, IT	€1500	€1500	€1500	€1500	€1500	
Shirit (3 cab) Portofino, IT	€1500	€1500	€1500		€1500	

🖨 Print Pricelist

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You may have different home bases and even different price lists per each base. For a big fleet it's much more suitable to check boats according to their location.

1 In this section you also can add a new season which will be applied per each boat in this particular base. The system will alert you if you forgot to add a price somewhere or a season.

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2

▶ Booking - Discounts

Sailogy Fleetboard

⊕ Add New Boat   🔔 Notifications **21**   💬 Negotiations   ◎ Support

Charter Company
John Doe
11 boats of 25   **1**

👤 Profile   ⏻ Logout

Your impact factor is 30%
30%

🕐 Dashboard

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📅 Calendar **14/65**

🏷 Pricelist   **2**

% Discounts

▣ Cancellation policy

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⚓ Boats **11/25**

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⚡ Extras

Go to www.sailogy.com

Discounts

Lorem ipsum dolor sit amet, consectetuer adipiscing elit. Aenean commodo ligula eget dolor. Aenean massa.

Keep maximum discount amount	23,5 %	**Yes**	No

Duration

Two weeks	23,5 %	Activate	Inactivate	✕
Three weeks	23,5 %	Activate	Inactivate	✕
Four or more weeks	23,5 %	Activate	Inactivate	✕

Last minute

Days before diparture	21	23,5 %	Activate	Inactivate	✕

Add New

Early booking

Date	21.11.2014	23,5 %	Activate	Inactivate	✕

Add New

✔ **Save**

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Applicable discounts

▶ Booking - Discounts

Discounts play a magnificent role for a customers' decision. Sometimes it's a crucial point before the booking confirmation. Please, be sure that all discounts which have to be applied to your fleet are added correctly.

1 You may add a maximum discount for all boats in your fleet. Charter duration of 2 3 or 4 weeks, will most probably have a better discount for your customer, please, apply them accordingly. Any of your discounts you may inactivate in any moment.

Don't forget about those customers who want to book a boat 1-2 weeks before the departure or, vice versa, when they think about their holidays 6-7 month in advance.

2 For last minute discount you have to add a number of days before the departure when the discount will be still applicable.
For early booking just add a final date, when any yacht can be booked with an early booking discount.

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Your fleet page

We created this page in order to give you a possibility to see the final customised product before it will go online.

1 You can use different preview lists - view as a gallery or as a list. Sometimes it happens when you have to remove a particular boat from your fleet and we designed our fleetboard in a way that all removed boats automatically go to your archive. It was made in order to save your time, as you just need to put it online in case you've changed your mind.

2 All boats from your fleet are listed here. The unique feature on the Sailogy's platform gives you a possibility to check how each boat looks like for your customers using "preview" button. If a boat is missing an important information it won't go online. Be sure that your fleet is shinning.

Boat page

We would say that this is the most important page from the decision making point of view of your customers. If your boat doesn't have a piece of information which may be a particular advantage for your customer, he won't rent a boat or he will start to ask questions and wasting your time.

1 This line above is an indicator, it shows the percentage of your boat on the way to be the best. As a result your boat becomes "the best" and customers won't have any questions about the equipment or extras.

2 You have 5 pages for each boat, we divided them as follows: boat details, real photos, equipments, extras and discounts.

3 This section consists of the general information about your boat. It is important you double check the number of cabins, the number of crew cabins and the total number of guests that can go on board.

Sailogy Fleetboard

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Boat

1 Not Online | Your Boat 30% | Online | The Best

2 1. Details | 2. Pictures | 3. Equipments | 4. Extras | 5. Discounts

3

Name*
Napoli, Campania (IT)
Lorem ipsum sit dolor conseptutur elit.

Description

Marina*
ad es. Via Litorale del Sole, 14

Boat type*

Model*

Year*
1998

Refit year
1998

Max guests
4

Draft (mt)
33

Beam (mt)
33

Crew cabins/front peaks

Length (mt)
33

Double cabins
○○○○○○○

Single cabins
○○○○○○○

Double bulk cabins
○○○○○○○

WC/showers
○○○

Dinette beds seater
○○

Skipper necessary*
○ Yes ○ No

Sailing license*

Real photos of your boat!

The most important section for the client is real photos of the boat. Please, don't upload boat models as your customers can check them in the internet, they want to see a real product, be sure that all photos have a good quality, you may check how your boat looks like for the customer.

1 We kindly ask you to order them as following: photos from outside and then all photos of the saloon, cabins and wc/showers of the boat.

Equipment of the boat

We chose 36 main equipments for a boat and divided them in 3 sections: Cruise, Hospitality and Comfort.

1 Please, mark all available ones for your boat and in case if you have something unique that has to be added as an equipment you can write it in a custom equipment section. Use english language, just write the name of the equipment without specifying the amount (don't write "lazy bag (2)" but just "Lazy Bag")

Home base of your boat!

It's a very important page as your customers will search for a particular vacation for their holidays. Please, be sure that all information is correct, otherwise they won't find your boats in the search of Sailogy's website.

1 Add all necessary information about the home base and what is very important to mark an exact position on the map where your fleet is located. All customers receive vouchers after the booking confirmation which includes a map of the location.

2 If you have high quality photos of the home base, you are very welcome to add them, as it works as an inspirational gallery for all customers. Another significant point refers to the home base facilities, please, mark all available amenities for the clients.

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Marinas

Porto Antico | Darsena Acton | **Add New Marina**

Location*
Napoli, Campania (IT)
Lorem ipsum sit dolor conseptutur elit.

Marina*
Napoli, Campania (IT)

Address*
ad es. Via Litorale del Sole, 14

Notes (optional)

Check-in time

Check-out time

Position*
Lorem ipsum sit dolor conseptutur elit.

Description (optional)

Pictures (optional)

Drag the pictures to re-order them

Drag the pictures to reorder them.

Facilities
- ☑ Car park
- ☑ Equipment
- ☑ Equipment
- ☐ ATM
- ☐ Equipment
- ☐ Equipment
- ☐ Restaurant/Cafè
- ☐ Equipment
- ☐ Equipment
- ☐ Supermarket
- ☐ Equipment
- ☐ Equipment

Extras of all boats

This page is an overview of all extras. You can edit your obligatory and optional extras here. The most common questions from our customers are always about extras, please, don't forget to use clear words, as your customers don't know what charter pack means.

1 You can choose a price and specify if it should be paid "per person" (ex. bed linen), "per week" (ex: outboard engine), "per day" (ex: skipper) or "per booking" (ex: final cleaning).
Finally you decide if you want this extra to be paid online by customers or directly to you on the day of check-in.

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⚡ Extras

Profile

Attention: you haven't confirmed your e-mail address yet. Click here to resend the request ×

| Account | Charter company | Notifications |

Charter manager information

Name*
Roberto

E-mail*
bob@robertofalcone.it
(not verified)

Surname*
Falcone

Mobile phone number*
+ 390 340 28 53 891

Spoken languages

☑ English   ☑ Italian

☐ German   ☐ Russian

☑ French   ☑ Spanish

About Me
Falcone

Lorem ipsum sit dolor conseptutur elit.

Password

Old Password*
****

New Password*
****

Repeat new password*
****

✖ Remove Account   ✓ Save

This page is dedicated to you and to your Charter Company. Be sure that all information is correct.

1 This inset is all about you, this page is going to be visible to the client. The email and the phone number are visible for us and you will receive all messages from your customers there and sms notification in case of request on booking. Please, add the language in which you can reply to your customers, so they could write you a message in their mother language. You may also add a few words about yourself as an introduction.

Your Charter Company!

▶ Profile - Company

Some information are only used by Sailogy for administration purposes such as invoicing, payments and contracts. Please make sure all information about your company are updated.

1 Make sure you fill up the field "number of boats" stating the total number of yachts you manage. Please, add everything about payment information, so we will know where to send payments from the clients.

sailogy.com

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+41 91 6820 539

info@sailogy.com

rentsailboatwithsailogy

Sailogycom