

Safari System

Tour Operator Sales Pitch

A polished business presentation for selling the system to safari companies, travel agencies, and tour operators.

Bookings

Capture client, travel, consultant, payment, and operations details in one place.

Payments

Record payments, track balances, and issue professional receipts.

Operations

Use calendars and notifications to follow trips, deadlines, drivers, and vehicles.

Reports

Review profit, expenses, consultant performance, exports, and audit activity.

Opening Pitch

Running a tour company is not just about taking bookings. It is about keeping track of clients, consultants, payments, balances, travel dates, hotels, vehicles, drivers, expenses, receipts, and reports - all at the same time.

Safari System is built to help tour operators manage all of that from one organized platform.

It gives your business a clear view of every booking, every payment, every outstanding balance, every upcoming trip, and every action taken by your team.

Instead of depending on scattered notebooks, Excel sheets, WhatsApp messages, and memory, Safari System brings your daily operations into one controlled, searchable, reportable system.

The Problem Tour Operators Face

Many tour companies lose time and money because important information is spread across different places.

Common problems include:

- Consultants keeping separate booking records.
- Admin not knowing which bookings are fully paid.
- Payments being recorded without clear receipts.
- Trips approaching without assigned driver or vehicle.
- No easy way to know overdue balances.
- Difficulty checking consultant performance.
- Expenses not linked clearly to bookings or reports.
- Deleted or edited records being hard to trace.
- Reports taking too long to prepare manually.

Safari System is designed to solve these problems.

The Solution

Safari System is a booking, payment, reporting, and operations management platform for tour operators.

It helps a tour company manage:

- Client bookings
- Consultant workloads
- Payments and receipts
- Outstanding balances
- Expenses
- Upcoming trips
- Driver and vehicle assignments
- Operations deadlines
- Internal notifications
- Profit reports
- Consultant performance
- Audit logs
- Database backups
- User permissions

The goal is simple: give the business owner and team a clean, controlled system for running daily tour operations.

What Makes Safari System Valuable

1. Centralized Booking Management

Every booking is captured in one place with all the important details:

- Client name and contact
- Destination
- Hotel
- Package type
- Pax
- Travel date
- Payment due date
- Consultant
- Driver or guide
- Vehicle
- Booking status
- Notes
- Total amount
- Amount paid
- Balance
- Profit

This gives the company a full operational record for every client.

2. Consultant Accountability

Each consultant can be given access only to the bookings they are responsible for.

This protects the business from one consultant accidentally or intentionally changing another consultant's records.

Admin can still view and manage everything.

This is especially useful for tour companies with several consultants or sales agents.

3. Payment And Receipt Control

Payments are recorded against specific bookings.

The system updates the booking balance and creates a receipt record.

This helps the business know:

- Who has paid
- How much they paid
- Which booking the payment belongs to
- The remaining balance
- The payment method
- The receipt number
- Who received the payment

This improves financial control and reduces confusion.

4. Outstanding Balance Tracking

Safari System makes it easy to see which bookings still have unpaid balances.

The company can quickly follow up on:

- Overdue payments
- Partially paid bookings
- Balances before travel date
- Consultant-specific outstanding balances
- Currency-specific balances

This helps improve cash collection before trips happen.

5. Operations Calendar

Tour operations depend on timing.

The system calendar shows:

- Upcoming travel dates
- Payment due dates
- Operations deadlines

This helps the team prepare early and avoid last-minute surprises.

6. Notification Center

The notification center highlights items that need attention, such as:

- Overdue payments
- Upcoming trips
- Missing driver or vehicle assignment
- Operations deadlines
- Recently deleted bookings
- Recently restored bookings

Notifications can be marked as read, so each user can keep their own workspace clean.

This makes the system feel like a daily operations control center.

7. Expense Tracking

The system supports expense recording and reporting.

Expenses can be tracked by:

- Date
- Consultant
- Category
- Currency
- Booking link
- Payment method
- Receipt reference

This helps management understand where money is going and how costs affect profit.

8. Profit And Performance Reports

Safari System gives management clear business reports.

Reports include:

- Monthly report
- Monthly booking details
- Consultant performance

- Outstanding balances
- Expense overview
- Payment records
- Profit report
- Profit by booking
- Profit by consultant
- Profit by month
- Profit by destination
- Profit by hotel
- Profit by package type

This gives the tour operator the kind of visibility that is hard to get from manual records.

9. Exports For Accounting And Management

The system can export key information to CSV, including:

- Bookings
- Payments
- Monthly summaries

These exports can be used for accounting, management review, or external reporting.

10. Audit Logs And Activity Logs

Safari System records important actions, giving admin visibility into what users are doing.

This helps answer questions like:

- Who created a booking?
- Who updated a booking?
- Who deleted a booking?
- Who restored a booking?
- Who added a payment?
- Who changed settings?
- Who logged in?

This improves accountability and protects the business.

11. Recycle Bin Protection

Deleted bookings are not lost immediately.

They move to a recycle bin where permitted users can review and restore them.

This reduces the risk of losing important booking information.

12. Admin Control And Permissions

Admin can manage users and decide what each person can access.

This is useful because not every staff member should see everything.

For example:

- Consultants can manage their own bookings.
- Accountants can manage payments and expenses.
- Operations staff can view calendars and deadlines.
- Admin can control the whole system.

This makes the system suitable for growing teams.

Business Benefits

Better Control

Management gets a clear view of bookings, payments, balances, expenses, and reports.

Better Cash Collection

Outstanding balances and overdue payments are easier to track.

Better Team Accountability

Each user works within their role, and important actions are logged.

Better Operations

Upcoming trips, deadlines, and missing driver or vehicle details are easier to identify.

Better Reporting

The business can see performance by consultant, month, destination, hotel, package, and profit.

Better Professionalism

Receipts, booking documents, reports, and structured workflows make the company look more organized.

How A Tour Operator Would Use It Daily

1. A consultant logs in and creates a new booking.
2. The booking appears in current bookings.
3. Admin or operations assigns driver, vehicle, and deadlines.
4. Payments are added as the client pays.
5. Receipts are generated for payment records.
6. The system tracks any remaining balance.
7. The calendar shows upcoming travel and payment due dates.
8. The notification center flags overdue balances or missing assignments.
9. Admin reviews reports and consultant performance.
10. Completed and fully paid bookings move out of the active consultant workload.