

sailsquare

Get on board with people you like!

Founders

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Headquarters

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Team

18 people

Funding

2.4 M €

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Sailsquare is an online platform that **connects boat owning skippers with travellers** keen to live an **experience at sea.**

Whether it is a daily trip, a weekend or a whole week, a relaxing holiday for families or a flotilla dedicated to young people searching for new people to meet, travellers can find their tailor-made experience among **thousands of different offers**, contact the skipper and **book directly online.**

Sailsquare is also a community made of more than 50,000 sea-lovers: each user has a profile page where to describe themselves and their own interests, as well as showing feedbacks received by other users whom he shared an experience with. Moreover, before getting on board users can communicate with the skipper with a messaging system and interact with future sailmates through a private message board of the experience.

Trust & Constant checks

Safety is one of the issues we care about the most and the one on which we keep working in order to increase the level of trust towards sailsquare and most of all, among users of the platform. In fact, there are several tools aimed at increasing the community trust system.



Skipper Application Process. All experiences are organized by skippers who are enabled to list holidays after a verification process. Moreover, all new experiences are approved by our staff before being listed.



Verified Profiles. All users participating in an experience must have their contact details verified and complete a minimum set of information in their profiles... everyone wants to know more about who is already on board!



Secure Payment. Fees are collected by means of a secure payment gateway system and sent to skippers only after departure, guaranteeing respect of the service policy from both parties.



User Feedbacks. Trust is at the heart of all communities: for this reason, after every experience we ask all members of the crew to leave a review about the experience and people aboard, including the skipper: in this way, everyone can benefit from the experience lived by other people.



Constant support. For any problem, concern or need when organising or joining an experience, sailsquare provides a multi-channel and multi-lingual support service to its users - via email, chat and telephone.

Business model

Signing up for sailsquare and using the service is totally free, both for skippers and travellers. Sailsquare earns commissions only on bookings made on the platform.

Benefits for skippers

Inspired by sharing economy principles, Sailsquare allows skippers **to reduce the running costs of their boat, increasing in the meantime the occasions to live their passion for the sea.**

The tools offered on the platform facilitate the management of bookings and communications with one's guests.

Lastly, by gathering the participation fees for the skipper, sailsquare guarantees the respect of applicable cancellation policies.

Benefits for travellers

From the traveler point of view, the disintermediation model allows to **save up to 30%** compared with similar holidays offered by traditional operators.

Beside prices, the accessibility to this type of experience is guaranteed by the extreme variety of the offer - that allows anyone to find the matching experience - and the possibility to book a single spot, in couple or in group, without having to book the entire yacht.

Few numbers

Sailsquare now counts on more than **50,000 registered** users, and **900 enabled skippers**.

More than **5,000 experiences** have been listed in 20 countries and **more than 8,000 travelers** have already set sails.

4.8 out of 5 is the average score of the feedbacks left by travelers.

Our dream is to make sailing experiences **accessible to everyone, sharing unique experiences** among people from all over the world.

www.sailsquare.com