

Our client's words speak for themselves when it comes to describing the impact of the revenue management (RM) and pricing tools we build for them.

We're delighted to be a contributor to Uncle Bob's success...and, we couldn't have said it better ourselves!

**Veritec's software gives Uncle Bob's Self Storage a competitive edge.**

Our state-of-the-art approaches to Demand Forecasting, In Place Rate Management, and the use of Multiple Action Indicators to set Starting Rates were all designed specifically to take advantage of unique characteristics of the self-storage industry. And now, **THEY** believe that Uncle Bob's has the most effective pricing software in the industry.

**How important is this?**

Well, as demonstrated by this ad, Uncle Bob's management believes it is important enough to make sure that independent self-storage companies are aware of the incremental revenues that can be delivered when they select Uncle Bob's as their third party management partner.

## OPTIMIZATION

**Predict customer behavior, set rates that attract and retain customers, and capture revenue opportunity.**

No magic 8-ball needed.



All the information is already in your point-of-sale system, but it needs a talented team and powerful software to make it work for you. With Uncle Bob's, you'll have that team and software!

**Demand Forecasting**

Seasonality doesn't necessarily apply to your entire property. *Our revenue management systems analyze web and phone inquiries, historical trends, price-pressure and market variables... right down to the individual space.*

**Multiple Action Indicators**

Your competitor lowered rates – is it time to lower yours? Competition is only one indicator of many and can't be trusted alone. *At Uncle Bob's, every rate change is based on analysis of dozens of statistical indexes.*

**In-place Rate Management**

Once vacant space rates are under control, new opportunities emerge with in-place rates. *Our systems show us when it's practical to increase rates for existing spaces, factoring in the temporary revenue loss and the cost of attracting new customers.*



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