

About Cloudbeds

Cloudbeds is the hospitality industry's fastest-growing technology partner, powering seamless operations for properties of all sizes and types across the globe. Its award-winning Cloudbeds Hospitality Platform seamlessly combines operations, revenue, distribution and growth marketing tools with a marketplace of third-party integrations to help hoteliers and hosts grow revenue, streamline operations and deliver memorable guest experiences. Cloudbeds was named No. 1 [PMS](#) and No. 1 [Hotel Management System](#) by Hotel Tech Report in 2022, and has been recognized by Deloitte's Technology Fast 500 in 2021. For more information, visit www.cloudbeds.com.

Our Story

Cloudbeds began as a "back of the napkin" idea while co-founders Richard Castle and Adam Harris were traveling in Brazil and discovered just how difficult it was to book local accommodation. The modern guest experience that we've come to expect simply wasn't available to these independent property owners. Frustrated by this disconnect, they dreamed of a better way — a platform that would allow any property, no matter their size, type, or location, to run their lodging business successfully. Since then, Cloudbeds has grown a lot. We've been through four financing rounds, acquired multiple companies, and driven billions in revenue for tens of thousands of properties. Today we are in more than 157 countries and counting.

Founders



Adam Harris
CEO

Adam started his career as an investment banker until his love of entrepreneurship and travel pulled him from Wall Street to some of the most remote corners of the planet. He has many years of experience in consulting, has built and sold multiple companies, and has traveled to more than 51 countries over the course of his career. Adam believes that travel and food are the keys to understanding the world and that, in particular, unique properties give travelers the best opportunity to explore and experience local culture.

Adam's entrepreneurial spirit and community work have landed him exposure in The New York Times, Forbes, Fortune, Inc. Magazine, Time magazine, NPR, The Wall Street Journal, MSNBC, TechCrunch, and many other prominent media outlets worldwide. He established the nonprofit La Jolla Community Fireworks Foundation in 2009 and raised \$50,000 in 48 hours to save his hometown's Fourth of July tradition. The same year, Adam invented a dog collar company called Bark4Beer with a close college friend. The overnight sensation garnered over 100 million website impressions within the first month of online sales and put Adam and his co-founder in the national spotlight.

Adam is a graduate of the University of California, Berkeley. He lives in San Diego with his wife and son and their two dogs.



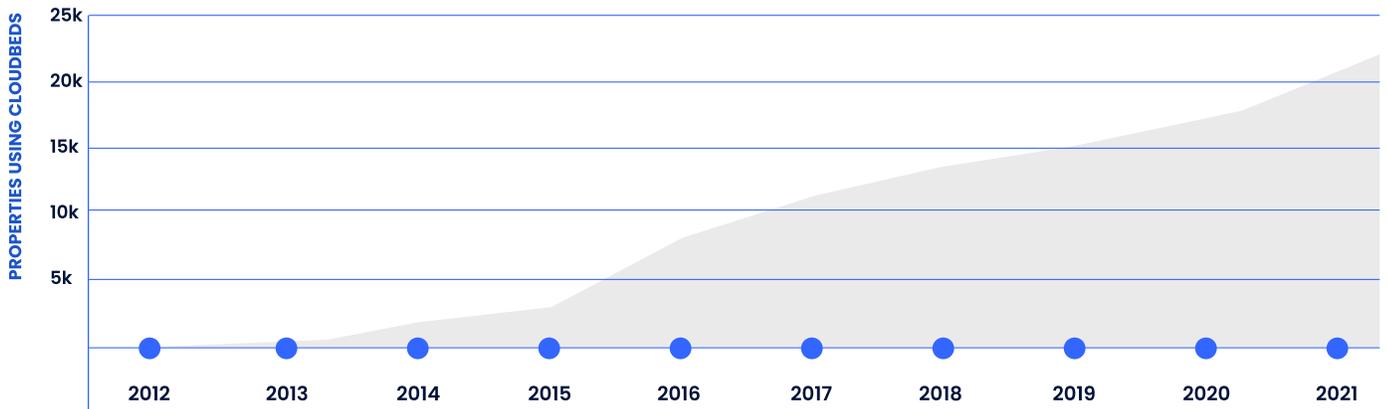
Richard Castle
President & COO

Richard's first travel experience was with a backpack after highschool when he traveled from Wakkanai, a city on the Northernmost tip of Hokkaido, Japan, to Okinawa, staying in parks, train stations, karaoke rooms, and homes from the occasional encounter with a Japanese citizen who would lend him a room for the night. Richard fell in love with travel and has been traveling and living abroad ever since. Having lived for years in Japan, Brazil, and the United States, Richard believes in incorporating different cultures and perspectives into the fabric of Cloudbeds.

Richard wrote the first line of code for the Cloudbeds booking engine in a Brazilian hotel room two years before the 2014 World Cup to fix a problem he had as a traveler trying to find and book a pousada while traveling in Northern Brazil.

Richard holds degrees in Molecular and Cellular Biology and Japanese Language from the University of California, Berkeley. He was also a Blakemore Fellow and completed the 2006 - 2007 Inter-University Center for Japanese Language Studies Program in Yokohama, Japan. He later earned an MBA from the Rady School of Management at the University of California, San Diego in 2013.

Richard speaks English, Portuguese, and Japanese. He splits his time between San Diego and São Paulo with his wife Tania.



- OCTOBER 2012**
Company Launched in Brazil
- MID 2012**
Launched Booking Engine
- MID 2013**
Launched Property Management System (PMS)
- OCTOBER 2013**
Series A financing
- JUNE 2014**
Cloudbeds Acquires Myallocator
- JANUARY 2015**
Thousands of Clients Use Cloudbeds
- JUNE 2017**
Series B Financing
- MARCH 2018**
Launched Pricing Intelligence Engine (PIE)
- AUGUST 2018**
Cloudbeds #75 on 2018 Inc. 5000

- MARCH 2019**
Cloudbeds Marketplace launches
- MARCH 2020**
Series C Financing - Raises \$82M
- MARCH 2020**
Best Startup Employers | Forbes
- NOVEMBER 2020**
Launched Cloudbeds University
- JANUARY 2021**
Cloudbeds' Named Best PMS, Best Booking Engine, and Hotelier's Choice Award at Hotel Tech Awards
- JUNE 2021**
Launch Cloudbeds Payments
- AUGUST 2021**
Launch Cloudbeds Websites
- NOVEMBER 2021**
Series D Financing - Raises \$150M
- JANUARY 2022**
2022 HotelTechAwards Best PMS, Best Hotel Management System

750+
Employees

40+
Countries

30+
Languages