

DeskOS guide: DMC and safari trade desk

DeskOS gives destination management companies, safari outfitters and inbound tour operators a free web desk with ten working calculators, a signals list and AI scoring that runs on your own AI key. This guide explains every part and what it does not do.

1. Get your desk

- Go to the DeskOS home page, choose this desk, and enter your firm name, email and country.
- DeskOS emails you a private link. That link is your login: bookmark it and do not share it.
- Lost the link? Use "Email me my desk link" on the home page. If you think someone else has it, open your desk and press "Send me a fresh link": the old one stops working.

2. The ten calculators

Open the Calculators tab. Yellow fields are inputs; results update as you type. Percentages are entered as percentages (15 means 15%). Each result shows the formula it uses.

- D01 Tour margin after operator commission: What you keep from the rack rate after the tour operator's commission and your net costs.
- D02 Charter seat cost and payload check: Cost per seat, and whether passengers plus luggage fit the aircraft payload.
- D03 Currency buffer for foreign-currency quotes: Quote in the guest's currency with a buffer against exchange-rate moves.
- D04 Park fees and community levy: Park and levy cost for a group, with a child rate.
- D05 Group allocation release-date exposure: Penalty on unsold rooms once you are inside the release period.
- D06 Vehicle and guide trip cost: Fuel, vehicle wear and guide allowance for a road trip.
- D07 Rate with single supplement and child rate: Group revenue at one base rate with single and child adjustments.
- D08 Wholesaler override accrual: Override owed on year-to-date bookings with a higher rate past a threshold.
- D09 Medevac and remote-camp contingency: Reserve for evacuation cover and airstrip standby.
- D10 Visa, fast-track and road permit quote: Border costs for a cross-border itinerary.

The same calculators are in the Excel workbook under Downloads. They are planning estimates: check rates, rules and contract terms for your own jurisdiction before relying on a figure.

3. Signals

There is no automatic feed for this desk yet. Log partner enquiries and trade leads you receive, and your own AI key can score them against your products.

- Add your own signals with "Add a signal": a title, the organisation, a deadline, a link and notes.
- Free desks keep up to 25 signals; Pro keeps up to 200. The oldest feed items are removed first; items you added yourself are never removed automatically.

4. AI scoring with your own key

DeskOS does not pay for or supply an AI model. If you add your own key, DeskOS sends the title, organisation, country, type, deadline and your notes of up to ten unscored signals, plus your assets and keywords, to your provider and saves the score (0 to 100), a short reason and a next step it returns. Without a key nothing is scored.

- Google Gemini: Free tier with a Google account. Create a key in Google AI Studio. Sign up: <https://aistudio.google.com/app/apikey>
- Groq: Free tier. Sign up, then create an API key. Sign up: <https://console.groq.com/keys>
- OpenRouter: Free models available. Sign up, then create a key. Sign up: <https://openrouter.ai/keys>

- Paste the key in the AI key tab and press Save, then Test. Your key is stored encrypted and is only used for your own desk. Press Remove at any time to delete it.
- Scores come from the model and can be wrong. Read the notice before acting.

5. Plans

- Free desk (\$0): Ten working calculators for your trade, in the browser and as an Excel workbook; A signals list you fill yourself (up to 25 kept); Score signals with your own Gemini, Groq or OpenRouter key, 10 at a time; Tender desk: open World Bank notices for your own country, daily.
- DeskOS Pro (\$49 a month): Everything in the free desk, with up to 200 signals kept; Tender desk: World Bank notices for your whole region, filtered by your keywords; Automatic daily scoring of new signals with your own AI key; A daily email when new matching notices arrive; CSV export of your signals.

Pro is bought on Whop. Use the same email address as your desk so it upgrades automatically; DeskOS also emails you a licence key you can paste in the Plan tab. If Pro checkout is not open yet, the Plan tab says so.

6. Your data

- DeskOS stores your firm name, email, country, the signals in your desk, your assets and keywords, and (if you add one) your AI key, encrypted.
- Ask for deletion at any time and your desk and everything in it is deleted.

7. Help

Questions or problems: email deskos@atomicmail.io.