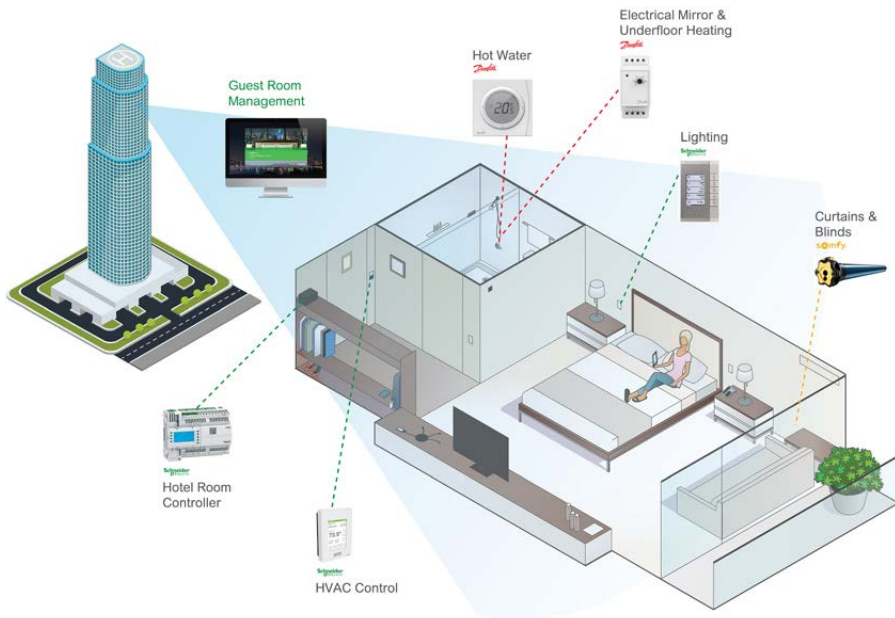


# Connectivity Ecosystem Hotel Use Case

Fully integrated Guest Room Management from Limited Service to Luxury Hotels



## WHAT WE BRING TOGETHER

- Seamless integration of Schneider Electric building management and guest room management systems with hotel property management systems for occupancy-based energy management, improved operational efficiency, and an enhanced guest experience.
- Guest room level integration of all applications and devices through the guest room management system:
  - Schneider Electric Hotel Room Controllers, HVAC Control, Lighting Control, DND/MUR/Bell, Switches, Dimmers, Sockets, Bedside Panels, and Sensors
  - Somfy Curtain & Blind Control
  - Danfoss Bathroom Mirror Heating, Electrical Under Floor Heating and Domestic Hot Water solution

## WHAT ARE THE MAIN STAKEHOLDER BENEFITS?



Hotel Operators

- **Guest Satisfaction**
  - Enhanced guest experience and additional comfort with automated curtain/ blind control through a single interface that controls HVAC and lighting
  - Increased comfort in the bathroom with floor and mirror heating, as well as instant hot water
  - Improved health and safety with the control of legionella disease

- **Sustainability & Energy Efficiency**
  - Maximize energy optimization without compromising comfort and health
  - When guest room is unrented or unoccupied, the curtain is closed to mitigate solar heat gain/loss and preserve furnishings; under floor heating, mirror heating, and lights are turned off; and temperature goes into setback mode (unoccupied) or deep setback mode (unrented)
  - The Danfoss Domestic Hot Water handles the legionella management algorithm and turns on /off the heating depending on rental status. It reduces the amount of waste water produced and maximizes energy savings

- **Operational Efficiency**
  - A single integrated system for the facility management team
  - Alarming with status and/or failure of the guest room systems and devices to enable proactive maintenance



System Integrators

- Easy, out-of-the-box commissioning for all the components of the solution
- Fully integrated solutions with tested, validated, documented architectures
- Training provided across the full range of systems and devices

## TARGETED GEOGRAPHIES



- Asia-Pacific & Middle-East are focus/primary regions; however the solution is available worldwide.

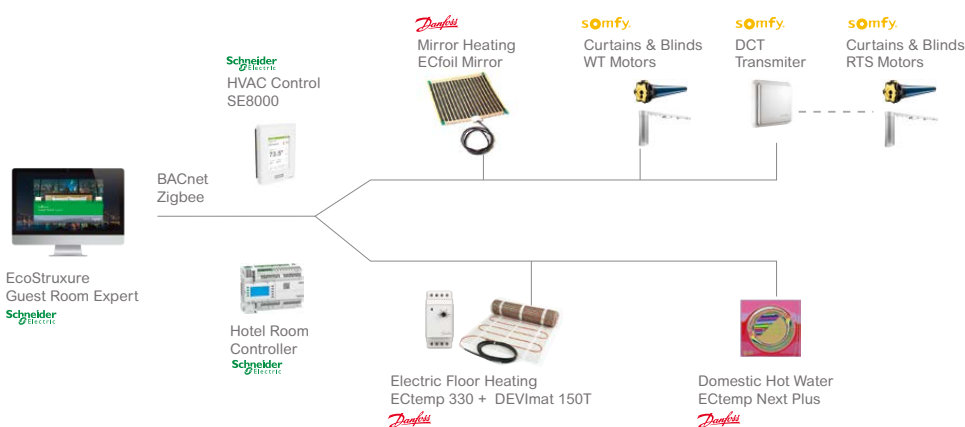
## WHAT WE DELIVER

### 3-Star Hotels

- Integration of the Schneider Electric SE8000 with EcoStruxure™ Guest Room Expert and the hotel PMS provides the rental status and guest-room occupancy status through digital outputs to the Somfy motors and Danfoss components. Communication can be wired to Somfy WT motors and Danfoss modules, or wireless using a DCT transmitter to Somfy RTS motors.
- Installation manuals, part numbers, wiring diagrams, TVDA, training material for EcoXperts and installers.

### Luxury Hotels

- In Luxury Service hotels, integration with EcoStruxure™ Guest Room Expert and the hotel PMS is done via the Schneider Electric Hotel Room Controller (HRC), which offers pre-configured algorithms for the integration of Somfy Curtain/Blind Control and Danfoss Mirror, Electrical Under Floor Heating and DHW applications. The HRC enables advanced room scenes (Welcome, Restore, Housekeeping) and scenarios based on rental and occupancy status, leading to greater energy savings and exceptional guest experiences.
- Installation manuals, part numbers, wiring diagrams, TVDA, training material for EcoXperts and installers.



## OUR GO-TO-MARKET

- Prescription of the integrated solution to Hotel Operators, Lighting Designers, Interior Designers and System Integrators
- Each company delivers its own products through its usual channel
- Commissioning is done by trained Schneider Electric EcoXpert™ partners
- Synchronized promotional activities between the 3 companies