![EcoStruxure™ — Innovation At Every Level]

Build loyalty and revenue with exceptional guest satisfaction

EcoStruxure™ for Hotels
Guest Room Management Solutions

se.com/hotels

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Provide an exceptional guest room environment
that improves your bottom line

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Your guests expect comfort, convenience, control, and connectivity

EcoStruxure™ for Hotels Guest Room Management Solutions deliver a seamless, connected experience for guests, one that builds loyalty and boosts your reputation.

What creates a perfect guest experience? It starts with an environment that makes your guests feel right at home, whether they are local travelers or visiting from afar. It requires a responsive guest room that enables a personalized experience and the ability for guests to easily control room settings and create the exact ambience they want.

It's an intelligent room that adapts to the guest's preferred temperature and native language, before they arrive. A room that saves energy when the guest is away, yet restores the exact conditions, temperature, curtains and lighting, the second the guest returns. It's a room with no complexities, just pure delight and gratification.

In this responsive guest room, every detail has been attended to, and each one of its elements contributes to an exceptional guest experience. This includes innovative, intuitive guest-facing technology with temperature, lighting, curtain, room scenes, service calls, and entertainment-system control through bedside panels, tablets, or personal devices, all with a solution that complements your hotel through elegance, sophistication, and customization.

EcoStruxure for Hotels Guest Room Management Solutions help you deliver all of this with a powerful guest room management system and smart room controllers that offer multi-language support and elegantly designed products that blend beautifully with your decor.

Offered globally, our guest room management solutions enable you to improve operations and reduce costs while increasing guests' control and comfort.

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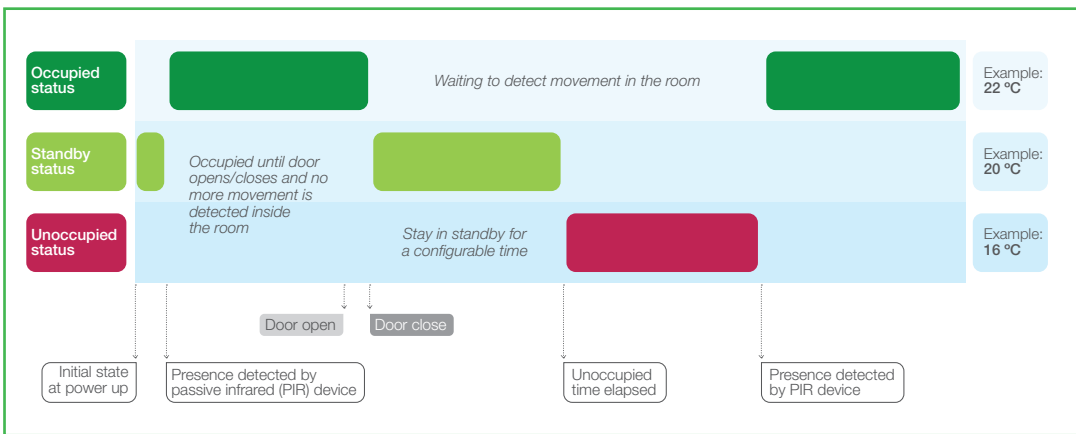# Drive efficiency while your guests are away

On average, guests spend less than eight hours per day in their rooms. Yet guest rooms account for 40-80% of a hotel's energy use. How is that possible? The fact is, most hotel rooms today are not connected to an energy management system. When unoccupied, guest rooms are often left with the heating, ventilation, and air conditioning (HVAC), lights, and other energy intensive devices on. That's wasted energy and money which negatively impacts both your bottom line and your reputation as a climate steward. You can now turn this problem into an opportunity to save money and meet your sustainability goals.

EcoStruxure for Hotels Guest Room Management Solutions utilize occupancy-based energy management to adjust room conditions while guests are away, and quickly restore those settings as soon as guests return. When the guest room is unrented or unoccupied, temperature reverts either to setback mode (unoccupied) or deep setback mode (unrented). Curtains are closed to mitigate solar heat gain or loss and to preserve furnishings. Underfloor heating, mirror heating, and lights are turned off. This energy management functionality drives deep energy savings, reduces carbon emissions, and boosts your brand image.

Our solutions drive greater hotel efficiency and savings. And it's all seamless to the guests, they are simply greeted by the finest comfort and guest room experience.
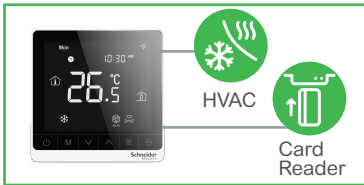
Room conditions adjust automatically using presence detectors and door status data that determine when guests are away and when they return.

Occupied status		Waiting to detect movement in the room		Example: 22 ºC
Standby status	Occupied until door opens/closes and no more movement is detected inside the room			Example: 20 ºC
Unoccupied status		Stay in standby for a configurable time		Example: 16 ºC

Door open | Door close

Initial state at power up | Presence detected by passive infrared (PIR) device | Unoccupied time elapsed | Presence detected by PIR device

Typical heating control sequence of a stand-alone guest room

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For limited service hotels

EcoStruxure for Hotels provides flexible guest room management solutions to suit your needs, objectives, and budget. Whether you require a stand-alone solution for easy installation and fast ROI, or one that integrates guest rooms with the building management system (BMS) and property management system (PMS) for further energy savings and operational efficiency, we can deliver the right, purpose-fit solution.
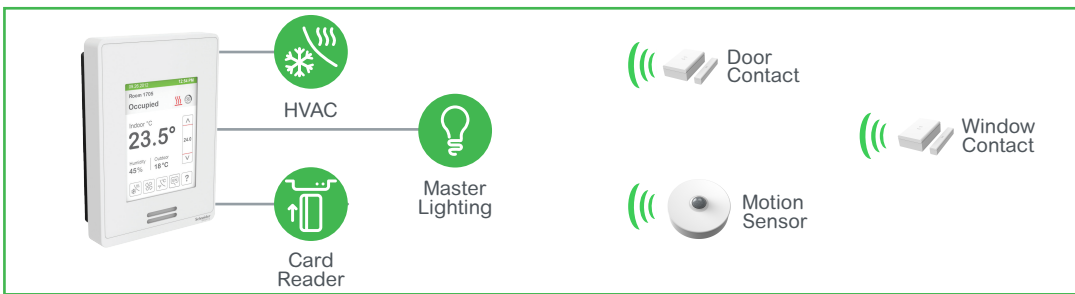

Limited service basic guest room management solution

This solution provides HVAC control via the SpaceLogic TC900 Series digital fan coil thermostat which features push button or touch screen options. It can be integrated with key card devices to provide occupancy-based energy management.

Basic guest room management architecture for limited service hotels

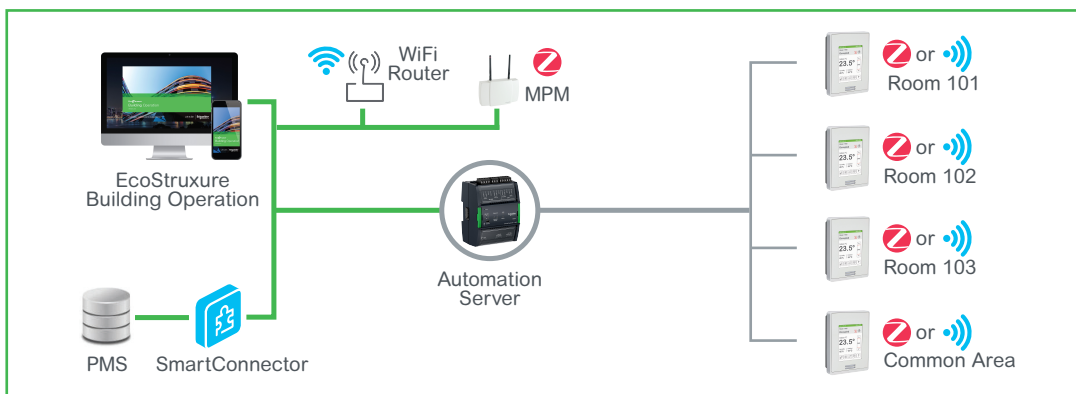## Limited service stand-alone guest room management solution

This solution is perfect for limited service hotels that want to control energy use in guest rooms, and need a simple solution with easy installation and fast ROI. Our stand-alone solution allows you to optimize guest room energy consumption based on occupancy detection. The SE8000 Series Room Controller is the core of the solution; it determines occupancy and other room parameters from various sensors to reduce energy consumption during unoccupied periods.

Stand-alone guest room management architecture for limited service hotels

Limited service integrated guest room management solution

This solution builds upon the occupancy-based stand-alone solution to include native integration with Guest Room Expert, our guest room management software. From this single-user interface, you can view and manage individual rooms, or the entire network of rooms, to drive energy efficiency, monitor alarms and events, and perform proactive maintenance. Take it one step further by integrating with PMS to activate rooms upon check-in, send personalized and promotional messages to guests, and set preferred language, temperature, and unit of measure on in-room devices.

Integrated guest room management architecture for limited service hotels

Hardwired BACnet or Modbus communications ━━━━━   *Cabled Ethernet Network* ━━━━━
Alternatively Wireless Communications via Zigbee Z *or WiFi* 📶
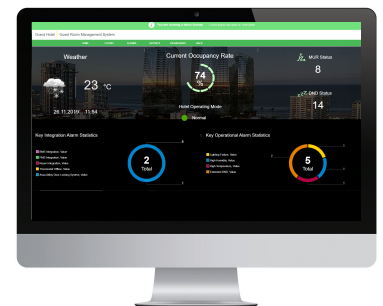
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For full service and luxury hotels

Create a truly memorable experience for guests with a fully connected and personalized guest room. All systems, devices and services seamlessly integrate for proactive maintenance, impeccable service, and a fully digital experience that guests expect and demand.

For full-service and luxury hotels that want to provide the ultimate in-room experience for their guests, we recommend the Connected Room Solution for Hotels, our connectivity hub for efficiency and personalized guest experiences. This modular, IoT ecosystem provides occupancy-based energy management and guest room control for temperature, lighting, curtains, housekeeping, maintenance, door locks, and other third-party services and systems. It features modern room sensors, elegantly designed guest-facing controls, and a host of new tools for better installation and commissioning.

We also offer a solution created within the framework of the Connectivity Ecosystem, a partnership formed with leading technology providers to accelerate the adoption of connectivity in hotels and other markets. This solution features native integration with Somfy curtain and blinds motors, Danfoss mirror heating, underfloor heating and instant hot water applications, and ASSA ABLOY door lock systems.

Both these solutions aggregate data from all subsystems and devices in the room and share it with guest room management software, BMS, PMS, housekeeping, and maintenance systems to maximize operational efficiency and energy savings, all while enhancing the guest experience: Facility management can troubleshoot issues remotely and perform proactive maintenance, often resolving problems before guests are aware of any issues. Housekeeping can prioritize work and streamline workflows. Guests get the best possible service and an unforgettable experience, boosting loyalty and revenue for you.

70%

of hotel floor space is taken up by guest rooms. Now you can have visibility into all that space and more.
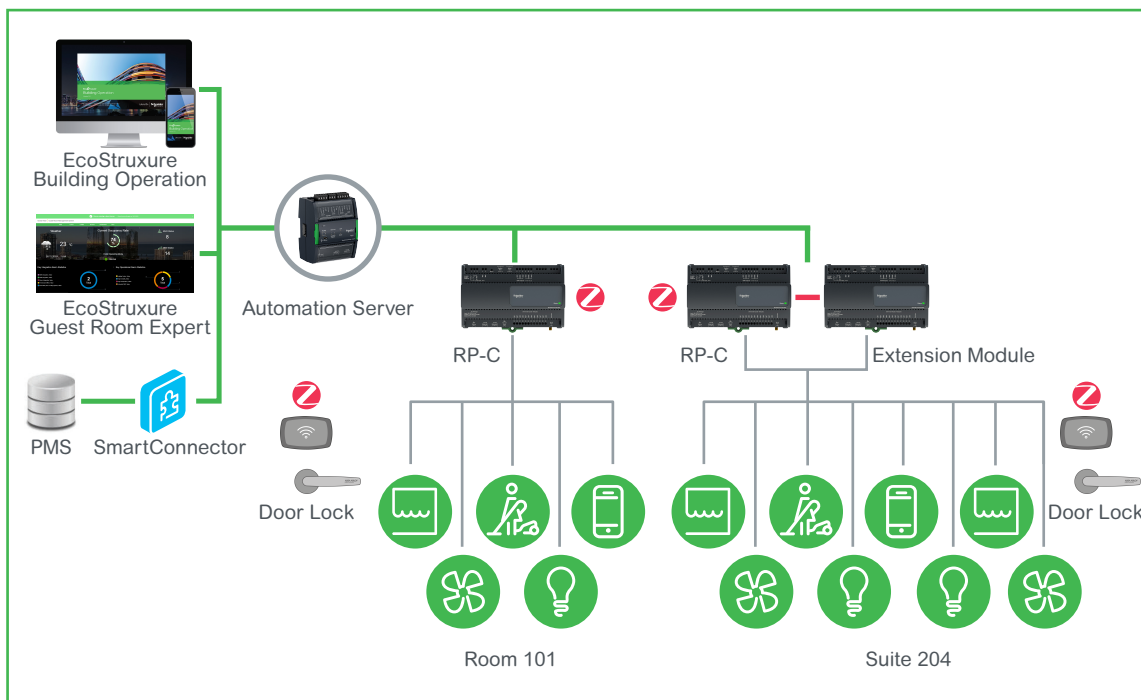
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Full-service & luxury advanced guest room management solution

Connected room solution for hotels - our connectivity hub for efficiency and personalized guest experiences. This modular, IoT ecosystem provides occupancy-based energy management and guest room control that enables guests to fully customize their in-room experience. Guests control room scenes and settings from our intuitive, elegant in-room devices, hotel apps, or their own personal devices. Guest preferences for temperature and native language are activated in the room thanks to integration with PMS.

EcoStruxure™ Guest Room Expert - our guest room management software. Guest Room Expert receives data from the Connected Room Solution for Hotels and provides centralized visibility and control of guest rooms and other services like BMS, PMS, door lock, housekeeping and maintenance systems for remote troubleshooting, proactive maintenance, and optimized workflows. Guest Room Expert enables staff to see all room conditions, including occupancy and DND/MUR status, energy use, maintenance needs, and more.

EcoStruxure™ Building Operation - our open-integration building management system that monitors, manages, and controls building operations all on one system. Built upon open standards and end-to-end cybersecurity, it integrates and facilitates data exchange from the Connected Room Solution for Hotels, Guest Room Expert, PMS, and door lock system to improve staff productivity, reduce guest complaints, and enable superior operational efficiency and guest room functionality.

Advanced guest room management architecture for full-service and luxury hotels

Ethernet Network ━━━━━   *Room Bus* ━━━━━

Allow Schneider Electric to customize a solution that fits the unique needs of your hotel and budget.

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Discover benefits you can measure

With a powerful guest room management system, intelligent room controllers, and seamlessly integrated solutions, EcoStruxure for Hotels Guest Room Management Solutions enable you to realize significant financial savings throughout the installation, operation, and maintenance of your hotel. Further savings can be achieved by adding advanced services such as building analytics and optimization.

> Typical 12- to 24-month payback period

> Save 20% to 50% energy in guest rooms when HVAC, lighting, and plug loads are controlled.[1]

> 87% of travelers want to travel sustainably, and 67% of travelers would be willing to spend at least 5% more on their travel to ensure it was as low impact on the environment as possible.[2]

[1] Wireless Energy Management In Hotels, EnOcean Alliance

[2] 2018 Booking.com Sustainable Travel Report

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Optimize your hotel's performance

Enhance the guest experience

Guest room management improves staff productivity on behalf of your guests. Staff can easily see when rooms are unoccupied. The front desk can prepare room settings while guests are checking in and understand the room environment when they receive a call from the guest.

Schneider Electric guest room management solutions allow you to focus on what matters most, your guests.

Improve maintenance efficiency and response times

The engineering team can start managing the entire property, whether they are on-site or off-site. With alarm notification, they become much more responsive and can act before the guest is even aware of a problem. With trending and reporting, they can be more proactive with equipment maintenance and ensure the best continuity of services for the property.

Achieve simplicity and sustainability at the same time

Full visibility of your energy use will enable you to improve operations and reduce costs while increasing guest control and comfort. Through our simple yet powerful guest room management solutions, you can remotely monitor and control HVAC, lighting, and metering systems to ensure your hotel is always operating at peak performance.

Improve revenue and brand reputation

Leverage the intelligent features of our solution to increase sales and strengthen your brand image. For example, display promotional offers on in–room devices to increase share-of-wallet, and use public displays to promote your hotel's sustainability achievements in real time when you add energy and sustainability apps and services as part of a comprehensive EcoStruxure for Hotels solution.

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Global expertise you can rely on

Proven in hotels worldwide

Schneider Electric delivers world-leading energy technologies, real-time automation, software and services to thousands of hotels around the world. Here are a few examples:

Marriott International
As the largest hotel chain in the world, Marriott International wanted to help owners and operators meet the company's Serve 360 sustainability goals to reduce water, carbon, and waste (15% - 30% - 45%), and to achieve a minimum of 30% renewable electricity sourcing across the portfolio by 2025. To achieve these ambitions, Marriott deployed EcoStruxure™ Resource Advisor across their enterprise, and leverages Schneider's Energy & Sustainability Services to improve tracking of annual energy and water spend, monitor utility usage and costs to quickly identify outliers, track and analyze of ROI projects, and evaluate alternative energy opportunities.

Hilton Garden Inn, Mall of the Emirates, Dubai, UAE
The largest Hilton Garden Inn outside the U.S. is now one of Hilton's most efficient and sustainable hotels. By integrating the building, guest room, and property management systems, Hilton increased both operational and energy efficiency while achieving guest satisfaction far above the benchmark. The hotel was awarded LEED Gold Certification and opened ahead of schedule.

Evolution Lisboa Hotel, Lisbon, Portugal
As one of the most sustainable hotels in Lisbon, the customer wanted to ensure reduced energy costs while improving operational efficiency and creating a luxury, state-of-the-art hotel experience for travelers. The solution designed and installed by Easycontrol, Lda., a multi-badged EcoXpert partner in BMS and Light & Room Control, included EcoStruxure Building Operation for fully integrated guest room and common area management, along with digital electrical distribution panels, power meters, circuit breakers and variable speed drives. Guests enjoy state-of-the-art, interactive guest room control, while the hotel saves an estimated 40% on energy costs.

Cinnamon Grand Hotel, Colombo, Sri Lanka
Sri Lanka's largest hotel, with 500 guest rooms, 14 restaurants and extensive event space, was faced with massive energy costs. They wanted to achieve significant, measurable energy savings, meet stringent sustainability goals, and attain a 3-year ROI with no operational disruption. To meet these objectives, a turnkey energy management retrofit was implemented by Lanka Energy Conservation, a certified BMS EcoXpert partner, specialized in hotels. The solution included EcoStruxure™ Building Operation and the integration of mechanical and electrical plants. The hotel saved 18% in energy consumption and a guaranteed 1 million USD over 3.7 years.

Le Méridien Goa, Calangute, India
Le Méridien Goa, Calangute, a unit of Models Leisure Venture, is a five-star luxury hotel overlooking the Arabian Sea in a prime resort locale. The hotel wanted to reduce energy use and improve operational efficiency. Our certified BMS EcoXpert partner, Mpower Equations, delivered a comprehensive solution that included building, guest room and power management, along with MV / LV and final electrical distribution, UPS, power meters, wiring devices, and thermostats, resulting in 10-12% reduction in energy consumption and improved visibility and control of operations.

Fort Garry Hotel, Winnipeg, Canada
Innovative hotel technology, delivered by certified BMS EcoXpert partner BARCOL Controls, transforms this historic landmark to improve guest satisfaction, operational efficiency, and energy conservation. Our EcoStruxure for Hotels solution, including building automation, guest room management, and connected devices, provides automation, visibility, and control of environmental conditions, enabling 20% energy reduction and 25% reduction in maintenance staff hours.

EcoXpert Partners - the implementation arms of EcoStruxure™ & Wiser™
The EcoXpert™ Partner Program is unique in its industry and made up of a best-in-class global ecosystem of expertise. Trained and certified by Schneider Electric, EcoXperts are the implementation arms of EcoStruxure & Wiser all over the world. Many of our most prestigious hotel projects include integration and innovation, delivered by our worldwide network of EcoXperts.

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