

Le MERIDIEN

INNOVATION

EcoStruxure for Hotels reduces complexity and delivers efficiency at Le Méridien Goa, Calangute* Hotel

Le Méridien Goa, Calangute*, India

Learn how Le Méridien Goa, Calangute* used EcoStruxure™ for Hotels and an EcoXpert™ partner to simplify operations, increase visibility into energy use, reduce costs, and maintain an exemplary guest experience.

*A unit of Models Leisure Venture

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Nestled in the heart of the bustling Calangute Sinquerim belt, the 5-star Le Méridien Goa, Calangute* offers recreational and business guests a diverse array of stimulating experiences. Visitors can enjoy strolling along the 15 kilometers of Calangute beach; partaking in a variety of water sports, boating excursions, and diving tours; or discovering Goa's vibrant local markets, spice plantations, lush waterfalls, and elegant casinos.

The hotel itself offers tastefully appointed and contemporary accommodations in 146 Classic Rooms, five Family Studio Rooms, and five Suites that boast private balconies overlooking the town or the hotel's beautiful outdoor pool. Guests can dine at one of four hotel restaurants and cafes, including Jazz & Grills, which offers live music. For private and corporate events, the hotel includes versatile function spaces totaling more than 900 square meters and offering a range of seating arrangements and views.

Goals and Challenges

As a hotel that caters to both tourists and business travelers, Le Méridien Goa, Calangute* needed a building management solution that would satisfy a wide range of guest experience and operational needs.

For guests, the team wanted to ensure their ability to deliver the highest levels of guest comfort and convenience. Understanding that today's traveler expects a certain level of technological sophistication, the Le Méridien Goa, Calangute* team needed an innovative system that would allow them to provide consistent and continuous value to guests.

To successfully facilitate that kind of guest experience, the operations team needed a fully integrated system that would centralize building management, reduce operational complexity, and increase overall efficiency. In addition, the system needed to support the team's deep commitment to sustainable tourism. Models Leisure Venture, the developer behind the project, has implemented corporate responsibility initiatives that aim to reduce overall energy use by 30% and water use by 20% by 2020. By having a single vendor for their building technology Infrastructure, they also expect to realize savings in annual maintenance contract fees (as compared to hotels that deal with multiple vendors), while simultaneously saving energy and optimizing costs.

Finally, the development team was eager to complete the project on an accelerated timeline that would allow them to open the new hotel on time.

Goal

Centralize building management, reduce operational complexity, and increase energy efficiency while creating memorable guest experiences.

Story

Through collaboration with Schneider Electric and EcoXpert™ partner, MPower, Models Leisure Venture was able to launch Le Méridien Goa, Calangute* hotel on time while streamlining costs and improving sustainability.

Solution

Utilize Schneider Electric's EcoStruxure™ for Hotels solution—including EcoStruxure™ Building Operation**, Guest Room Management System (RLG), and EcoStruxure™ Power Monitoring Expert at the Edge Control level—to reduce operational complexity, increase energy efficiency, and maintain guest experience excellence.

Results

- 10-12% reduction in energy consumption
- Full visibility into energy consumption
- Centralized monitoring and control of all systems and devices
- Anticipated lower annual maintenance contract costs due to single solution provider
- Excellent guest experience

Solution

Ultimately, what Harsha Devraj, Hospitality Head at Models Leisure Venture, needed was a technology partner who could provide not only state-of-the-art technology that optimized energy use without compromising guest comfort, but also expert guidance and oversight for the entire project. Devraj found that partner in Schneider Electric. “The Schneider Electric team was in touch with us from conceptualization to the design stage,” he says. “At every step, we leveraged their deep experience executing systems with the latest technology specifically for hotels.”

Schneider’s unique expertise was a welcome asset to the team because initial collaborations with other consultants had resulted in complex plans featuring over-designed HVAC, MV/LV panels, and building management system (BMS) components. Once engaged, the Schneider Electric team was able to quickly provide Devraj with relevant comparisons to similar projects. These insights proved invaluable as the team moved forward with a new and more efficient design. “We appreciated the approach and expertise of Schneider Electric in demystifying the technology,” Devraj says. “They were able to demonstrate their solutions in a very easy-to-understand way, which clearly demonstrated their technology prowess vis-a-vis other brands.”

Ultimately, Devraj selected MPower to implement the design. MPower is a certified partner in Schneider Electric’s EcoXpert™ Partner Program, which trains and certifies channel partners on EcoStruxure technology. MPower is certified in BMS and Light & Room Controls, and holds a Hotel Specialization accreditation from Schneider Electric.

Using MPower allowed Devraj to simplify the process by using a single-source provider that gave him complete and centralized control over the implementation of a diverse set of applications.

EcoStruxure for Hotels

Schneider Electric’s EcoStruxure for Hotels solution delivered everything the Le Méridien Goa, Calangute* team needed to meet their goals. This IoT-enabled, open and interoperable system architecture and platform integrates multiple systems for centralized, real-time control and management that help hotels improve guest satisfaction, operational efficiency, and sustainability performance with a single, integrated technology platform.

There are three levels in the EcoStruxure for Hotels technology stack:

- **Connected Products:** Intelligent products that serve as the foundation for connected hotels and include devices to support building management, guest room management, common area management (including advanced lighting control), and power management
- **Edge Control:** An integrated suite of software applications that help hotels reduce complexity and maximize efficiency by enabling full integration of disparate systems (including third-party systems like property management, housekeeping, maintenance, door lock, etc.)
- **Apps, Analytics, and Services:** A full portfolio of hardware-agnostic, cloud-based components that enable building- or enterprise-wide optimization

30 months

compared to typical 36-48 months to complete hotel construction

10-12%

reduction in energy consumption

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– Harsha Devraj,
Hospitality Head, Models
Leisure Venture



The EcoStruxure for Hotels solution at Le Méridien Goa, Calangute* includes:

- EcoStruxure™ Building Operation, Guest Room Management System (RLG), and EcoStruxure™ Power Monitoring Expert at the edge control level
- Medium Voltage/Low Voltage & final distribution, capacitor banks, power meters, wiring devices & thermostats, and network connectivity at the connected products level

At the heart of this solution is EcoStruxure™ Building Operation, Schneider Electric’s user-friendly building management software for optimized building performance. Built upon open standards and end-to-end cybersecurity, it integrates and facilitates data exchange from energy, lighting, power, HVAC, and third-party hotel systems while leveraging digitization and big data to make buildings smarter, more sustainable and more efficient.

The solution also includes EcoStruxure™ Power Monitoring Expert, a complete supervisory software package for management applications that collects and organizes data from the hotel’s electrical network and transforms it into actionable information that provides the user with visibility into management of electrical network reliability, equipment utilization, and operation costs.

While all the technological and operational features of this solution proved valuable to the Le Méridien Goa, Calangute* team, the open architecture aspect was particularly important because it allowed easy integration with a number of critical third-party systems including fire alarm and public safety systems.

Results

While most hotel projects in India take approximately 36 to 48 months, the Le Méridien Goa, Calangute* project was completed in only 30 months. “Thanks to Schneider Electric and EcoXpert support, the process was very smooth and fast,” Devraj says. “Because Schneider Electric contributed to most of our electrical needs, we were able to reduce integration time with



different systems, and also didn’t have to spend time chasing different vendors for supply and commissioning, etc.”

In addition to speed, the project also delivered cost savings both on the initial build and during ongoing operations. The close collaboration of Schneider Electric and MPower allowed for cost optimization across a number of project elements during development and implementation phases. Operationally, initial data from EcoStruxure Building Operation indicates a 10 to 12% reduction in energy consumption, and the team anticipates that those figures will increase to 15% over the next twelve months, all of which will put Le Méridien Goa, Calangute* well on its way to meeting sustainability goals.

Finally, six months after opening, Le Méridien Goa, Calangute* was already earning consistently excellent ratings on TripAdvisor, a testament to the team’s success at meeting the hotel’s goal of delivering an exceptional guest experience.

30%

sustainability goal for overall energy reduction by 2020

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– Harsha Devraj,
Hospitality Head, Models
Leisure Venture

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Looking Ahead

Both the general manager and chief engineer of Le Méridien Goa, Calangute* have been pleased with the efficiency and efficacy of the EcoStruxure for Hotels solution. They, along with other members of the Models Leisure Venture and Marriott teams are monitoring the ongoing performance of the solution's energy optimization success and considering how replication of the solution might be beneficial for other area properties.

EcoXpert Partner Program

Schneider Electric's EcoXpert Partner Program unites the world's leading technology providers, who exhibit best-in-class system integration competencies in facility optimization, reliable infrastructures and energy management, with its customers around the globe. Stronger together, this partnership cultivates collaboration, connects expertise, and delivers best-in-class services and solutions.



EcoStruxure for Hotels Solution

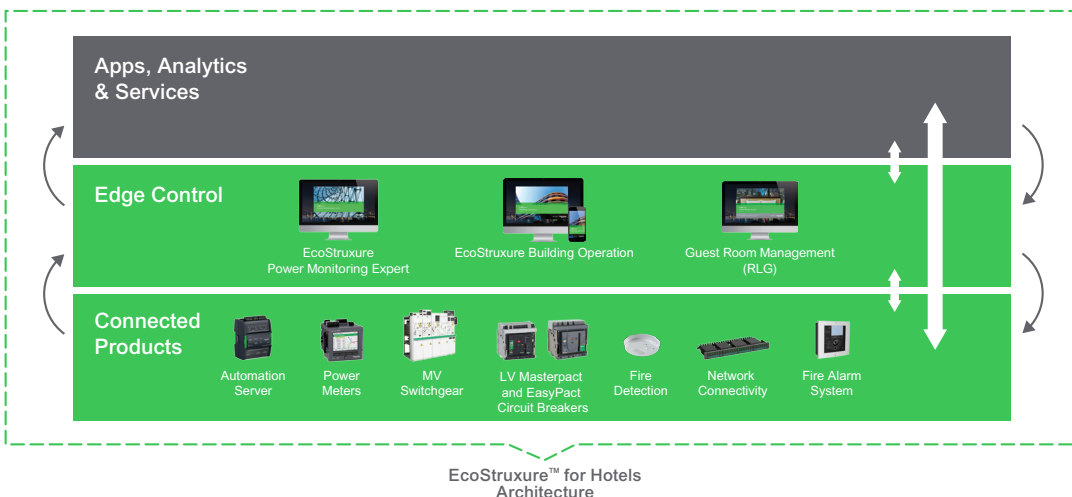
- EcoStruxure™ Building Operation & automation servers
- EcoStruxure™ Power Monitoring Expert & energy meters
- Medium Voltage, Low Voltage and final distribution
- Guest room management system (RLG), including thermostats
- Video surveillance
- Passive network infrastructure
- Integration to third-party fire alarm & public alert system
- Switches, sockets and thermostats

Project Team

Schneider Electric
Madhu Menon,
Hotel Segment Leader—IMEA

MPower—Certified EcoXpert, Hotel Specialization
Moneesh Tamuly,
Head of Business Development

Models Leisure Venture
Harsha Devraj,
Hospitality Head



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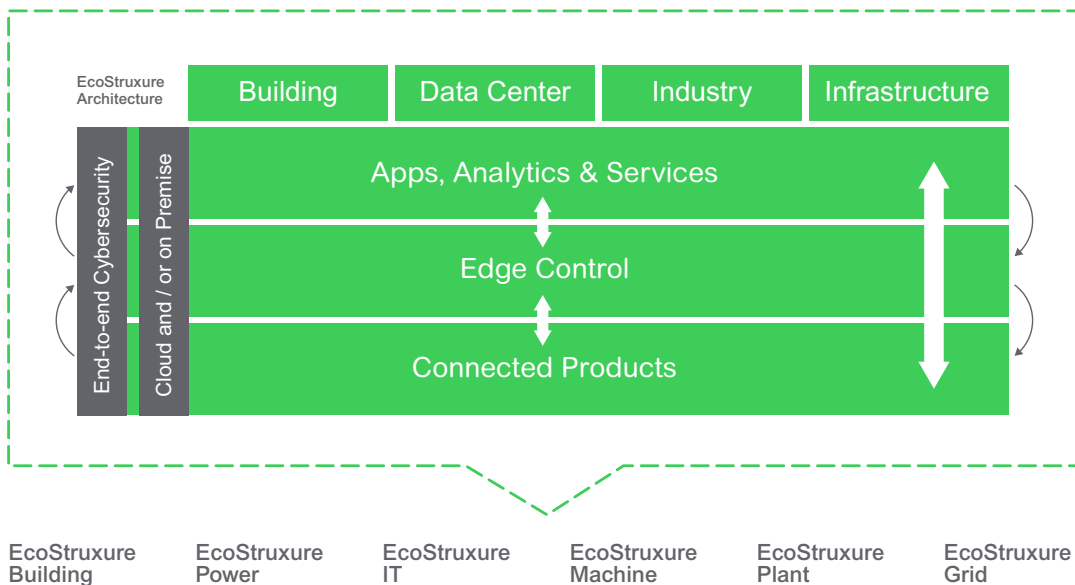
EcoStruxure™

Innovation At Every Level

IoT-enabled system architecture and platform that drives operational and energy efficiency

EcoStruxure™ by Schneider Electric is our open, interoperable, IoT-enabled system architecture and platform. EcoStruxure delivers enhanced value around safety, reliability, efficiency, sustainability, and connectivity for our customers. We leverage technologies in IoT, mobility, sensing, cloud, analytics, and cybersecurity to deliver Innovation at Every Level. This includes Connected Products, Edge Control, and Apps, Analytics & Services, Analytics & Services. EcoStruxure has been deployed in 450,000+ installations, with the support of 9,000 system integrators, connecting over 1 billion devices.

One EcoStruxure architecture, serving 4 End Markets with 6 Domains of Expertise



Connected Products

The Internet of Things starts with the best things. Our IoT-enabled best-in-class connected products include breakers, drives, UPSs, relays, sensors, and more. Devices with embedded intelligence drive better decision-making throughout operations.

Edge Control

Mission-critical scenarios can be unpredictable, so control of devices at the edge of the IoT network is a must. This essential capability provides real-time solutions that enable local control at the edge, protecting safety and uptime.

Apps, Analytics & Services

Interoperability is imperative to supporting the diverse hardware and systems in building, data center, industry, and grid environments. EcoStruxure enables a breadth of agnostic Applications, Analytics & Services for seamless enterprise integration.

Find out more about EcoStruxure™

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Discover EcoStruxure™ for Hotels



Learn more about our Hotel Building Management



Contact us to start your journey



Discover the EcoXpert™ Partner Program



Goralska Residences Hotel: Light & Room Control EcoXpert, Soliled, enables this 4-Star suite hotel to take the guest experience to a new level through integrated building automation, KNX and homelynk solutions from Schneider Electric.

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**Formerly known as StruxureWare Building Operation

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