

How can you design an eco-friendly hotel without investing?



By adopting our Performance Contracting Model you can save energy throughout the duration of the contract – and do so in a cost-neutral way. Then all necessary measures are financed through the realized cost reductions. Additional savings will be fairly distributed, and unrealized savings will be incurred by us. Upon contract completion, you will benefit to 100% from the reduced costs.

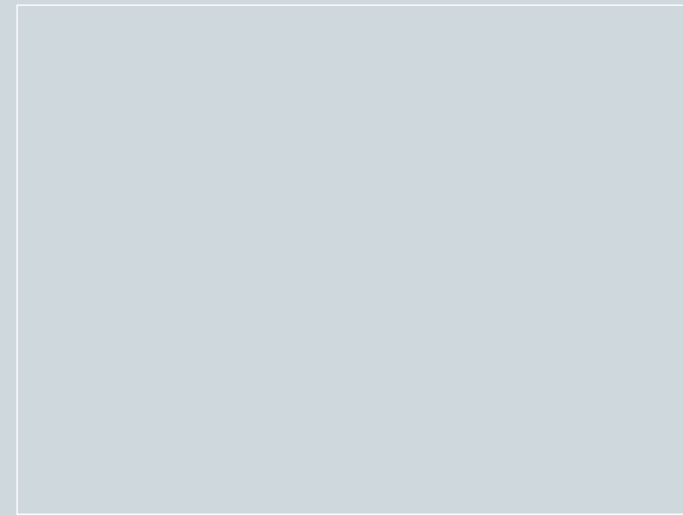
We will implement a project plan together with you. In the preliminary survey, suitable buildings will be designated and the savings potential estimated. The ensuing detailed study will specify the type of savings, develop measures, and calculate the profitability. After the conclusion of the energy saving guarantee contract, the planning, delivery, and installation will be carried out by us. The efficiency guarantee begins upon completion, in other words securing the guaranteed savings. During this phase a periodic reporting will keep you updated on all realized savings.

Our Performance Contracting Model allows you to invest in your core business and not in your building technology.

Your benefits

That's why our model is the ideal and recognized solution to:

- | modernize energy facilities
- | lower energy and operating costs
- | increase operational safety
- | secure financing
- | minimize investment risks
- | optimize profitability
- | reduce harmful emissions



Siemens offers you customized solutions for new construction projects and existing buildings – for more comfort, environmental friendliness, safety, and control – all at low maintenance costs.

Your demands – our solutions!

Siemens – customized hotel solutions from a single source!

www.siemens.com/hospitality

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How can your guests enjoy the highest standard of comfort without compromising the environment?



Our answer: Customized hotel solutions from a single source!

Answers for infrastructure.

SIEMENS

We start by listening to you ...

Siemens recognizes that every hotel operation is unique, and that only by listening to you, and taking time to understand your organization, your building and your goals, we can be sure we are meeting your needs.

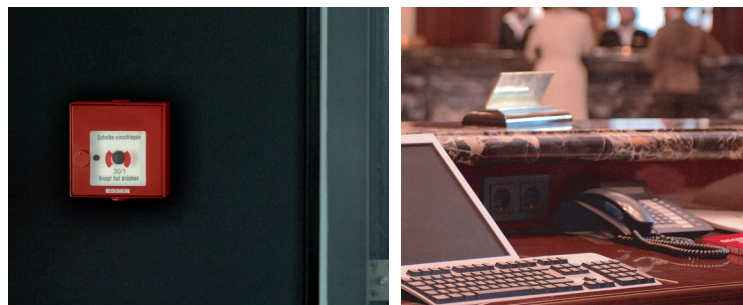
Working with the Siemens team, you can expect your tailored building performance optimization process to bring you the following benefits:

- | Reduced energy and operational costs
- | Optimized service process chains and consistent guest comfort levels
- | Improved reliability and efficiency
- | Extended lifespan of technical facilities
- | Increased operational staff expertise
- | Increased transparency facilitating sustainable management decisions
- | Reduced impact on the environment
- | Increased property value through official building certification according to government energy regulations

Our Advantage Service Center™ provides web-based remote maintenance for energy monitoring, analysis, and optimization for your hotel.



How can guests be provided with easier access to hotel services?



Our "invisible concierge" concept symbolizes the highest degree of personalized guest services. With our unique expertise of hotels' organizational workflow, we can guarantee a unique and consistent guest experience.

We offer a comprehensive portfolio of dedicated and integrative resource, facility, service and guest room management as well as holistic state-of-the-art lighting, fire safety, security and communication solutions.

Our easy-to-use products will convince you.

All hotel applications have been created in cooperation with hoteliers and are, in levels of comfort and information services, in compliance with the exact specifications of a hotel organization.

In order to meet the specific hotels' needs, we have developed tool sets which allow us to customize single disciplines in regard to the quality and quantity of their respective requirements.

Your benefits

Our system platform offers you an ideal solution to:

- | Secure a unique and consistent guest experience
- | Realize an integration of the various areas of an infrastructure
- | Access management information where and when it is needed
- | Make technology as easy as possible for your guests to use
- | Attain a high level of flexibility with our modular system

How can guests' wishes be anticipated before being requested?



By using the Hotel Service Center – which is the core method for resolving problems concerning guest service optimization. The connection with existing Property Management Systems allows the guest-related service profile to be automatically forwarded as a service order to all of the relevant service areas. Therefore, all of the relevant service areas have already been informed, before the guest has even checked in.

Our "invisible concierge" application centrally monitors all orders in the service pipeline by color coding them as individual service orders. It is also possible to set individual system parameters which are highly flexible and allow a perfect balance between the guests' wishes and the internal service processes.

Our systems dynamically save all relevant guest information such as individual temperature preferences, olfactory comfort, light settings, privacy control, and the desired degree of security.

Therefore, all guest treatments can be individually prepared based on the guests known preferences.

Your benefits

- | Easy to use management consoles allow to pro-actively control guest treatments
- | The integration of inter-disciplinary systems on one console allows to provide the highest degree of guest individual services
- | Guarantee of a constant positive guest experience
- | Cost effective management of complex workflows through less resources
- | Higher profitability through more satisfied guests

How can security standards be increased for my guests?



By using integrated security systems in hotels which require a certain level of security and, at the same time, remaining inconspicuous in order not to disturb its guests' privacy. The demarcation line between risk-appropriate protection versus overprotection is quite small and needs profound expertise.

Therefore, our solution portfolio consists of the following fully-integrated safety systems:

- | Access control to limit and control individual access of guests and staff via Chip, RFID, Magnetic, Hybrid technology.
- | Intrusion and protection systems to secure the outer property perimeter, potential points of entries such as windows and patio doors as well as lobby showrooms and the hotel safe.
- | CCTV surveillance to keep those places under continuous observation which cannot be frequently controlled in person (e.g. parking garage, spa area, etc.). At the same time, publicly mounted cameras also serve as a deterrent.
- | Smoke detectors, which in their design are either point or intake smoke detectors, can identify different types of smoke. Because of this intelligent technology, we are the only provider who is able to provide a contractual false-alarm guarantee. In the case of fire, an integrated emergency plan is displayed, which means that the doors of the guests' rooms open automatically, the air conditioning shuts down, the emergency lighting systems are activated, the evacuation plans are displayed on the screens, and a multilingual, location based evacuation is simultaneously initiated.
- | Environmentally friendly fire extinguishing systems (wet and dry) for the protection of people and assets.



Your benefits

- | World-class certified products and quality standards
- | False alarm guarantee to avoid any unnecessary guest irritation
- | Fully integrated systems manageable through one command and control center
- | Remote Advantage Service Center™ to handle alarm management
- | Investment protection due to future proven system platforms