



## Section 1

# Our Company

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## A global technology partner



## Industry recognition for design & innovation



#### **Interel Water Management Wins HTNG's Award for Top Hotel Innovation**

| March 04, 2016

Hotel Technology Next Generation (HTNG), the membership association that unites the world's hospitality companies and technology innovators to solve industry challenges, announced that its members have awarded the 2016 "TechOvation Award" to the INTEREL Water Management System.

The First Runner-Up innovative solution was Relay, a delivery robot for hotels by Savioke, and the Second Runner-Up was Travel Tripper's Rate Match, HTNG CEO Michael Blake, Hospitality Technology Editor-in-Chief Abby Lorden and emcee Nick Price, presented the awards at the annual HTNG North American Conference in Amelia Island, Florida on March 3rd, 2016.

"We at INTEREL truly appreciate the support and validation of HTNG and the hospitality industry's technology leaders", said CEO Florian Gallini in accepting the award. "We trust the industry will recognize the immense opportunity for water savings and sustainability that the INTEREL Online Water Management System delivers and the social responsibility that comes with it."

### Winner @ HTNG TechOvation Award 2016

Read full article



**TechOvation** 

HB ON THE SCENE: Interel's connectBsmart Named TechOvation Winner at HTNG Conference

Wednesday February 25th, 2015 - 7:58PM DM

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SAN ANTONIO-The TechOvation Award was banded out at HTNG's 2015 North American Conference, held here at the Hyatt Regency Hill Country Resort & Spa. The winner of the award, which was sponsored by Hotel Business, was Interel's connectBsmart solution. The first runner up was Revinate's inGuest and the second runner up was IDeaS' Function Space Revenue Management System.

Interel connectBsmart, the winning product, is an online, beacon-as-infrastructure hospitality solution. It's built in to the Interel technology platform and the first generation of powered, networked Bluetooth beacons. According to the company, the fleet of beacons is now manageable and future-proof through upgrades and reconfigurations, which is critical for maintaining cross-platform compatibility. Communication to mobile devices is broadcast dynamically, with highest performance and without battery life limitations, enhancing communication between guests and hotels, the company noted.

In total, eighteen companies participated in the competition, in which each gave a five-minute presentation before a live audience of conference attendees, investors and judges. A panel of top hotel IT executives and consultants chose the three finalists, who then gave another presentation before a general session audience. The audience then voted for the winner.

and potential impact on the industry. The judging panel included Jeff Bzdawka, SVP, global hotel operations, Hyatt Hotels Corp.; Daniel Connolly, assoc. dean, University of Denver; Peter Engel, chief technology officer, Marcus Hotels & Resorts: Laurent Idrac, CIO, Accor; Jon Inge, president, Jon Inge & Associates; Mark Rupert Read,

### Winner @ HTNG **TechOvation Award 2015**

Read full article



11 March 2014

#### INDUSTRY NEWS

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InnSpire's Guest Media Streaming Awarded HTNG'S "Most Innovative Hospitality Technology" For 2013

In Competition's Fifth year, Runner-Up Titles Awarded to Products from Interel and iRis





Hotel Technology Next

Schaumburg, IL 60173

650 E. Algonquin Rd Ste 207

Generation (HTNG)

### **HTNG TechOvation** Award 2014/2013

Read full article



# Judges and attendees were instructed to evaluate the solutions based on innovation

director of IT, Firmdale Hotels; Neil Smith, associate director of global property

## A selection of our hotel clients







HOTELS & RESORTS





Jumeirah"

STAY DIFFERENT





HYATT®

















## Section 2

# Product overview GRMS, EMS, & WMS

## Guest Room Management System

Online guest room controls for lights, temperature, & services to enhance the guest experience while optimizing energy management.

### **Control Panel Advantages**



- 1 Tempered glass
- 2 Mix of icons & text
- **3** Backlit icons for easy use at night
- 4 Multi-color status LED
- 5 Dimmable luminosity
- 6 Built-in Motion sensors (PIR)
- 7 Multi use panels: Lighting, Air Con, Guest Services
- 8 Multi-standard wall mounting 98x98 or 128x98

9 Global compatibility to electrical & mechanical standards (fits all international backbox varieties)

## **Complete Design Customization**

#### Colors

• Choose from 700+ RAL colors



#### Text/Language

- Text can be multi-lingual
- Customized font size & style to meet brand standards



#### Patterns

 Ability to incorporate logo or pattern prints from FF&E



#### Backlight

- Every button can change 6 different colors +
- Different colors allow an enhanced interaction with the guest & hotel staff





## Self-evident icons to enhance Guest Usability



## Handcrafted, brand-built icons

- Handcrafted and unique
- Option to create brand specific icon sets
- Icons can match actual FF&E





### Panels with built-in USB and power sockets

• Up to 2 sockets can be built-in

**INTEREL** 

- Sockets can be left or right mounted
- Different socket types and colors can be installed (USB, universal power socket, etc.)
- Eliminates separate socket outlets that have to be installed next to control panels



### **Built-in motion sensor**





- More discreet in terms of room design
- Lower total cost of ownership

Savings on containment & cabling (installation labor costs) Savings on cost of external motion sensor



Motion sensor coverage (side view)



Motion sensor coverage (top view)

## **Augmented Reality SDK**

Augmented Reality Application for mobile devices





Voted by the most influential people in hospitality



Compatible with all devices and OS



Highest usability through a WYSIWYG concept



Complete digitization of the INTEREL GRMS

**HTML** 

HTML 5 Server based and therefore easily integrated to all leading guest mobility solutions platforms



# Intelligent Energy Management for your guest rooms

**Proven ROI** 

The only true retrofit hospitality thermostat

Uses hotel's existing WiFi infrastructure

### SUMMARY OF MAJOR USPs

connectBsmart <sup>®</sup> Infrastructure

- Greater operational efficiency and better guest experience
- "Future-proofing" for hotels (creates a platform for future technologies)
- IOT ready platform

End2end Security

• AES128bit Encryption (Banking and Healthcare Security Standards) Touch Panel Technology

 Glass touch interfaces can exceed the backbox size (=bigger icons, easy to recognize) ZigBee Door-lock interface

- Saving by eliminating network infrastructure and cabling
- Real-time Welcome Scene, Occupancy & other door lock events
- Enables mobile key technology

# Total cost of ownership approach

- Saving through built-in motion sensors / sockets, Wireless connectivity, Energy Saving Technology, Operational Savings
- Integration via Powerful API's to 3<sup>rd</sup> party systems



Energy & Ops Savings

2

Security

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Generate Rev



**Guest Experience** 



Integration to Property Management Systems allows energy saving in rooms that are not checked in to

# Up to 35% Savings

on guest room utility usage

Built-in motions sensors and integrations to door locks the guest room can save additional energy when it is accurately determined that the room is unoccupied

## **Online Door Lock Integration**

On room level

- No single point of failure
- Advanced real time event exchange
- No additional wiring for door lock system
- Eliminate ZigBee mesh networks
- Most cost effective way to network door locks











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#### Key extend Firmware upgrades (mobile key) Audit download

Room make

Key delete

Features:

- Battery status
- Real time events



### Real Time Welcome Scene

### No Mesh Networks



## WHAT IS POSSIBLE WITH ONLINE WATER MANAGEMENT



Cleaning pre-sets 60°C 10 l/min



Safety pre-sets 40°C 6 l/min



Legionella prevention with automatic flushing upon room vacant



Remote shut off function



Guest leaving room shuts off water



System can turn off after determined amount of time



## Section 3

# **Built-in IoT infrastructure**

# **Directly impacting your hotels' bottom line**

All INTEREL solutions have the built-in connect இ smart<sup>™</sup> IoT infrastructure enabling countless use cases that directly **reduce your hotels' top two expenses**:



#### **Utilities:**

- Energy & water savings
- Less material replacement
- Waste reduction



#### Labor:

- Operational efficiency
- Greater automation
- Preventative maintence
- Guest experience
- Staff safety & happiness

## **Provides a property-wide deployment of an IoT infrastructure**





## Sample use cases enabled by connect i smart<sup>™</sup>

2.



Know which rooms housekeeping has visited











Dispatch service requests to the closest staff

## Sample use cases enabled by connect i smart<sup>™</sup>





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