eelectron

MY21

HOSPITALITY DEVOTION

MARCH 23rd 2021 SESSION

eelectron

March 23rd, Milan

Welcome!

Dario Vitali

BRANCH MANAGER MENA

Paolo Segù

KNX EVANGELIST

Andrea Pontoglio

PRODUCT SPECIALIST

MY21

HOSPITALITY DEVOTION

Today's Agenda

1. **Why** Eelectron

   Our long-term Vision and daily Committment to Customers

2. **Hospitality Devotion**

   MY21 and beyong: the journey starts..

3. **Initiatives & Conclusions**

   Marketing tools, Calendar, Q&A - Feedback

Story & Facts

- Family Company, founded in 1994, based in Legnano (Milan)
- Product design with R&D hardware & software fully Made in Italy
- Offices in Asia Pacific, China, Middle East and Europe
- Manufacturer Member of KNX Association since 2005, Certified KNX Training Center and Technical Board Member
- Continuous product modernization, design customization enabling big-data generation and mobile apps

- *More than 750 Guest Room Management Systems controlling 36000 rooms in hotels and residential condominiums*
- *From simple to complex room automation for smart buildings Offices, Hospitals, Campuses, Mix Used …*
- *Installations in 80 Countries, products are 100% tested in factory, assistance from the design solution phase to after sales*
- *Devices comply with KNX worldwide certification standard, issued by accredited labs based in Germany*
- *A pioneer developing & keep evolving own KNX Stack, expanding solutions with BLE, IoT devices and apps*

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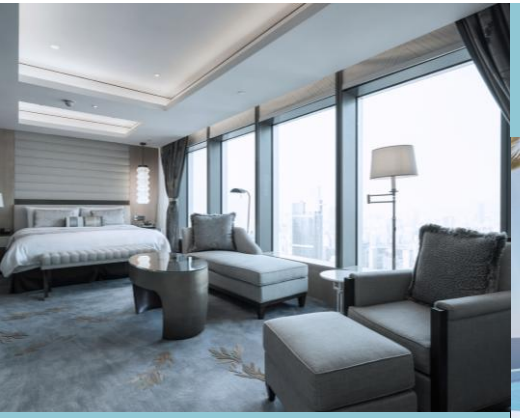
BUILDING AND HOME EVOLUTION

Story & Facts in **Hospitality Installations**



Hotels

Resorts

Student Houses

B&B - Rented Apartments

Senior Living Houses

750+
Hotels with GRMS

36000+
rooms

100K+
Installed devices

80
Countries with installations

2017
2006
1994
Milestones

A KEY EELECTRON VERTICAL MARKET WITH INT'L EXPERIENCE

Evolving **Guests Experience** & **Staff Hotel Support**

GUEST

Exceptional Guest Experience

Usability

Memorable Comfort & Design

Mobile App part of UX

Safety

STAFF

Reliable Technology & Investment Protection

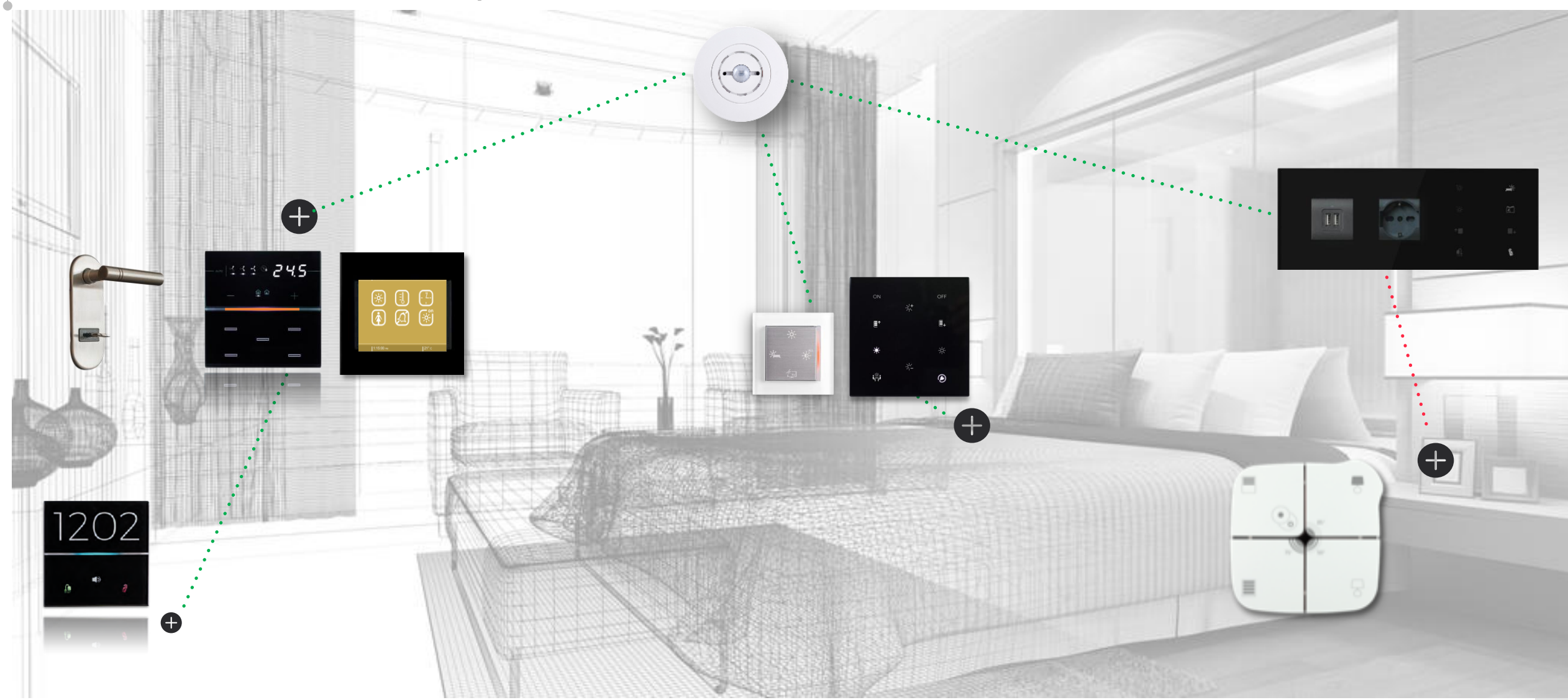
Integration to PMS and Other Systems

Easy to Maintain

Energy and Environmental Awareness

Security, Safety now includes healthy places

Today **Room Guest Experience**



A MODULAR APPROACH TO QUICK RENOVATION OR NEW HOSPITALITY DESIGN

Behind Guest User Experience – A complete Portfolio

Blinds and Lighting Scenario under control

Shutters, Venetians, others

DALI

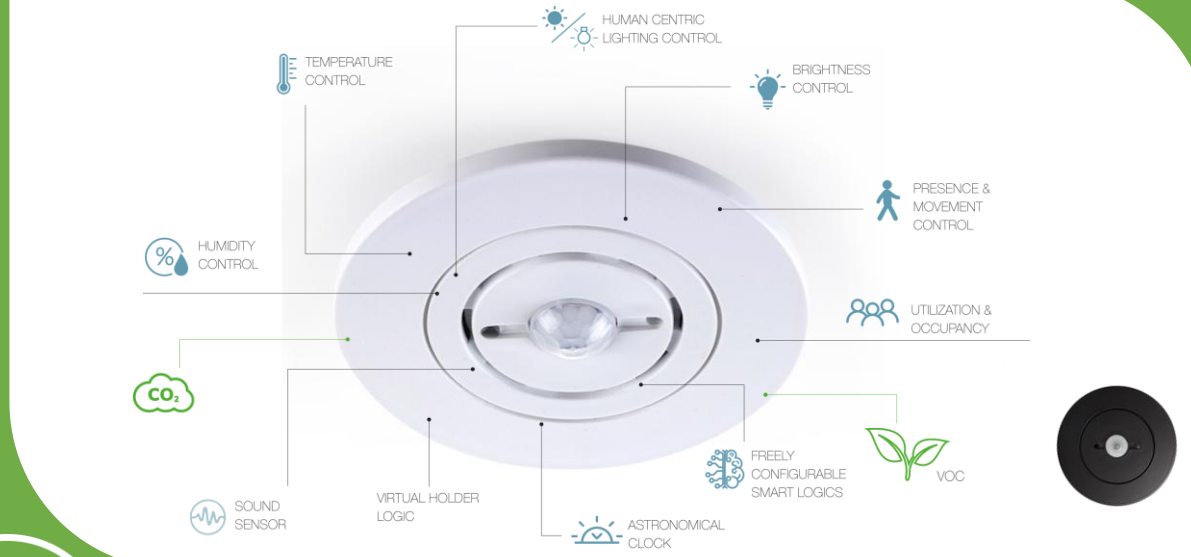
UNIVERSAL (Phase cut)

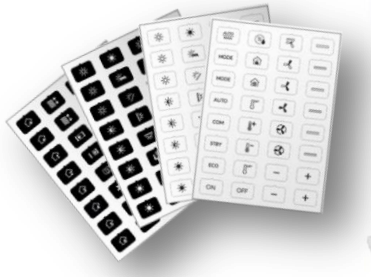
1-10V Dimmer

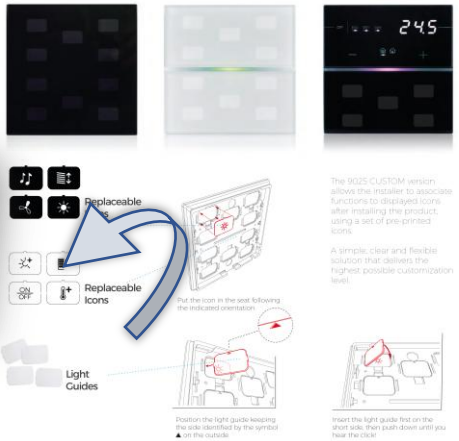
DMX

Control PWM

KNX

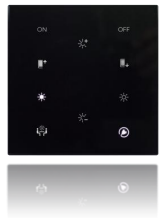




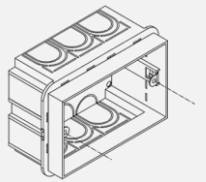


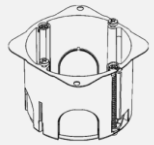
Custom Designed or Interchangeable Icons versions

Button and Display Functions



Flush mount, compatible with electrical box standards





Apps and Touchscreens Solutions

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Connected Guest Room Automation – includes Comfort Control

Temperature
Humidity
CO_2
Up to 6 channels

Thermostat
Up to 5 channels

Weekly schedules

Customizable graphics

KNX

Lighting, Blinds, Energy meters, Other devices

TC57A01KNX
Universal Fancoil and All-in-One Controller

HA0xA01KNX
Heating / Cooling Actuators

F Series 4, 8, 12, 16 I/Os or BOs
Mixed Applications Lights/Blinds/HVAC

VD21A01KNX
Actuator

It starts from Room **Guest Welcome**

Door Access Control – Welcoming Guests

Designed for controlled entrance of

Room, Suites, Studio and Apartments

Gym/Swimming Pool, business areas, meeting rooms, secondary entrances

Common or Staff areas

New design, 9025 **family feeling**

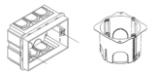
Advanced visual feedback powered by LEDs

Intuitive indicators by Standard & Customizable Icons

Buzzer indicator, RGB bar for night light and **custom others** (es. warning)

FROM CONNECTED KNX ROOM AUTOMATION TO INTEGRATED GRMS

Access Control – Evolving Room Access Security

- ✓ **Increased security** RFID based on Mifare Standard 13.5MHz
- ✓ **Keep properly operating after power supply failure**
- ✓ **Multiple Standards** Installation Boxes Compatilbility 
- ✓ An integral part of a KNX based room automation
- ✓ Easy to configure, evolved **application on ETS programming tool**
- ✓ **Room settings & tracking with 5+ access profiles** (Guests, Housekeeping,….)

100% COMPATIBILITY WITH INSTALLED ESUITE GRMS

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Door Access Control – a complete Guest Welcome approach

Encoding to codify Cards

Open door to access

Activate room comfort

Compatibility with other applications
with MIFARE technologies

Customizable devices

✓ Transponder Cards
Mifare® 1K

✓ Transponder Keyholder
Mifare® 1K

✓ Transponder Fitband
Mifare® 1K

FACILITATED ACCESS BY A VARIETY OF " KEY" TYPES: CARD, KEYHOLDER, WEARABLE AND VIRTUAL

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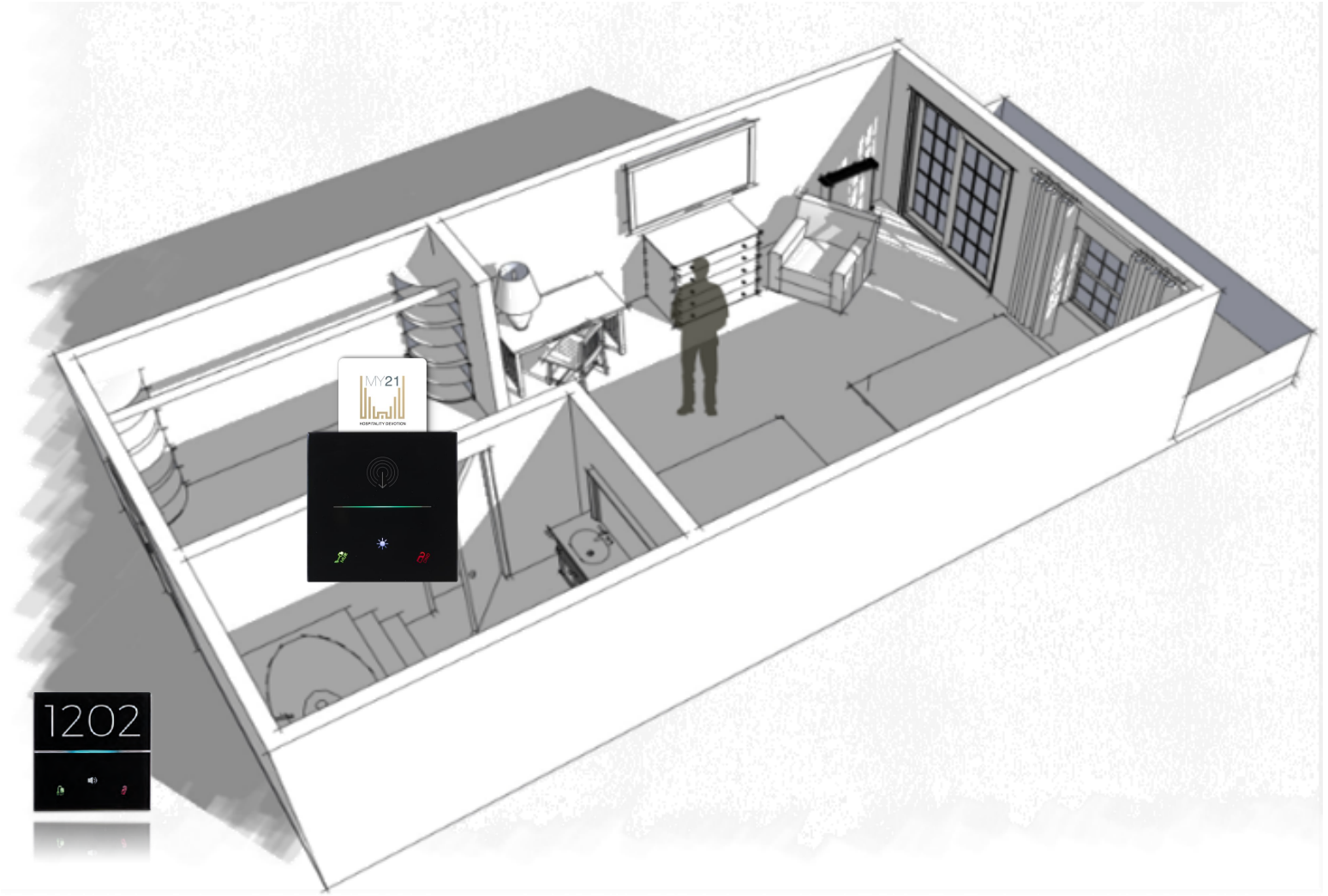
Guest Access Control – **Customizations matter**

ALWAYS DISPLAY YOUR HOTEL WELCOME MESSAGE

Guest Access Control – Installation

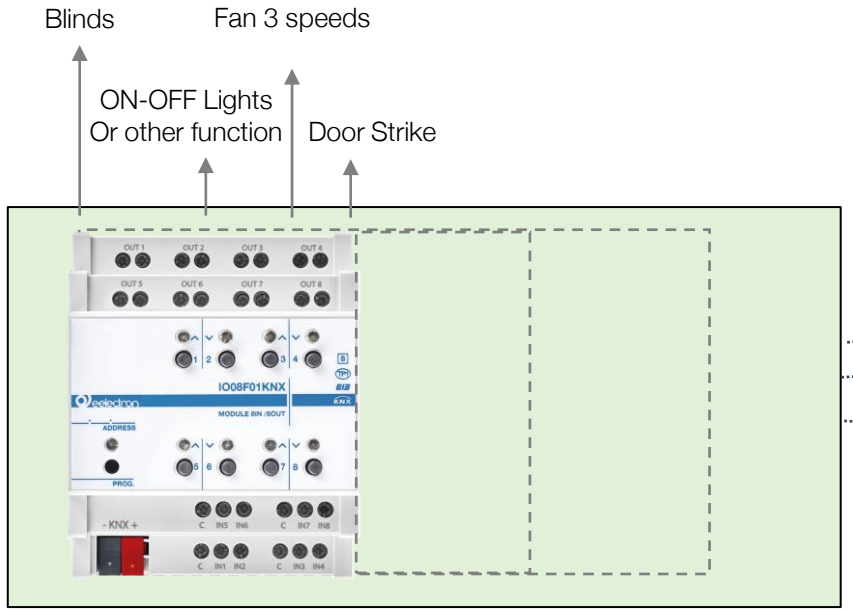


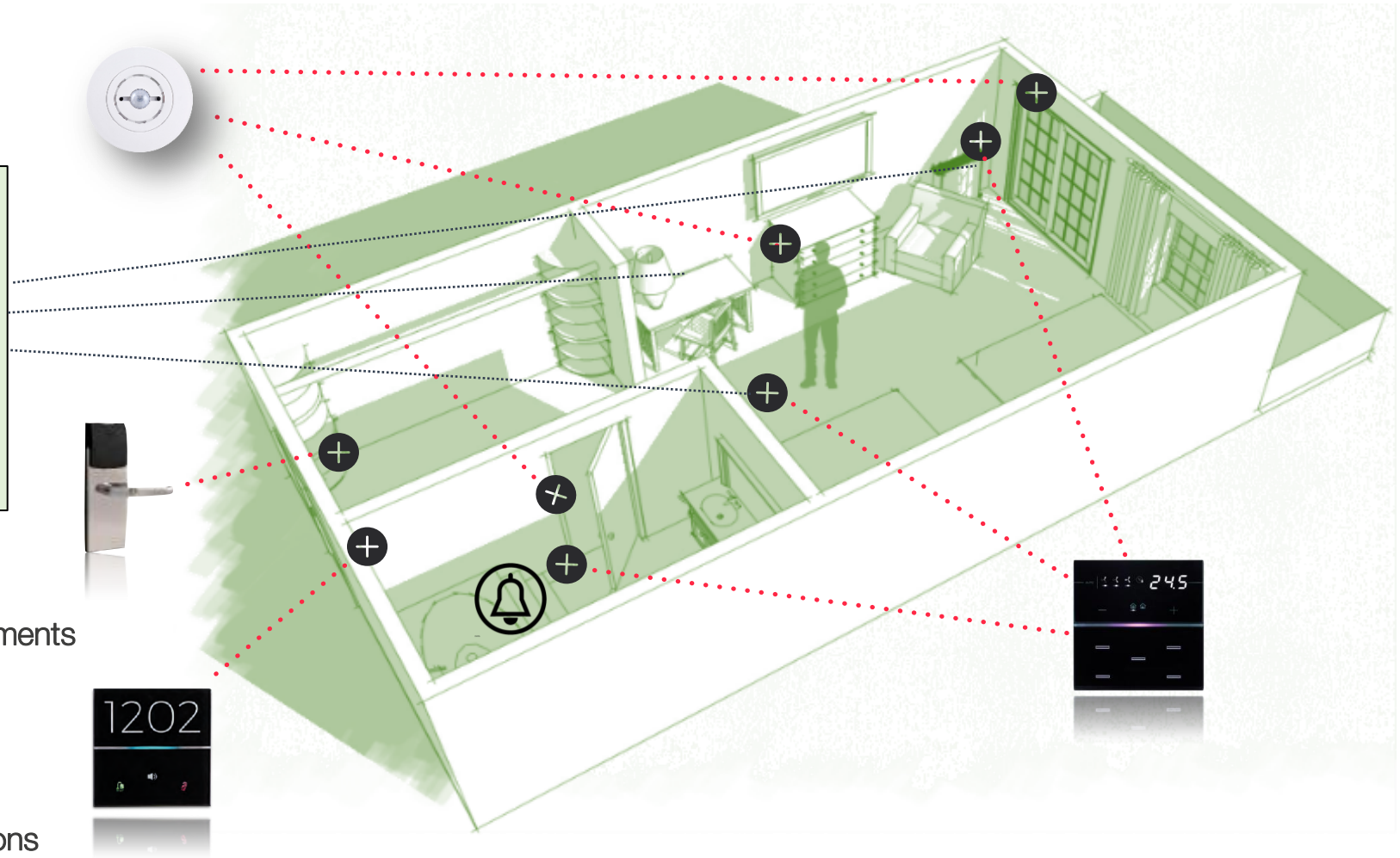
A COMPLETE APPROACH FROM ENTRANCE TO IN ROOM PRESENCE

Guest Access Control – Introducing next gen devices

democase live demo

Guest Access Control – Virtual Holder Application Advantage





- Understand Guest in room via **PIR** and **other elements**
- **Door contact integration** for accurate presence
- Detecting **unexpected presence in the rooms**
- Ability to **differentiate multiple behaviors** and **actions**

BEST HOTEL IN-ROOM GUEST EXPERIENCE

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Selecting BEMS and GRMS architectures

Building Energy Management
(BEMS/BACS)

KNX IP

Property Management System
(PMS)

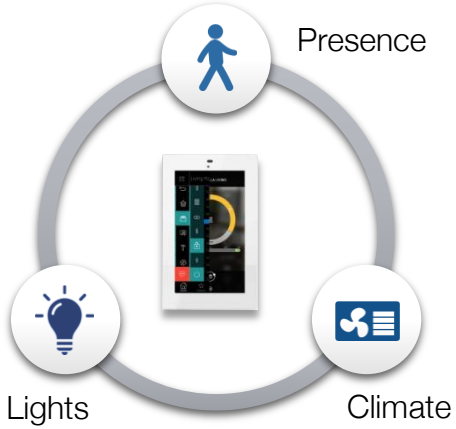
KNX IP

eSuite

Interoperates with all **BEMS** or **supervision systems** (alarms, interaction with Central Plants and other subsystems)

Secure IP KNX is available

Operates independently of BEMS Integration



KNX IS AN OPEN AND INTEROPERABLE PROTOCOL WORLDWIDE STANDARD

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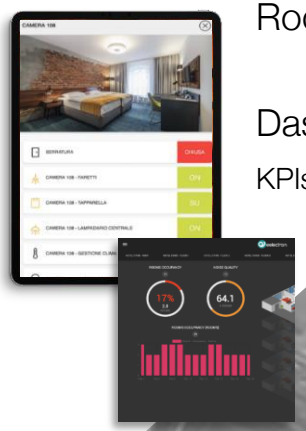
The Guest Room Management System

Hotel Room Status Overview

Door Access Control Management

With alarm, rented/free, ….

NUC



Rooms Status (Tablet)

Dashboarding

KPIs (single / multisite)

Guest Door Access

Alarming

Lighting and scenarios

Staff management

Energy saving and sustainability

Comfort control

Online architecture with connectivity to

intelligent door locks, Lifts, VRV/VRF ...

PMS Property Management System

BEMS / BACS or Building Supervisors

Others …

eSuite

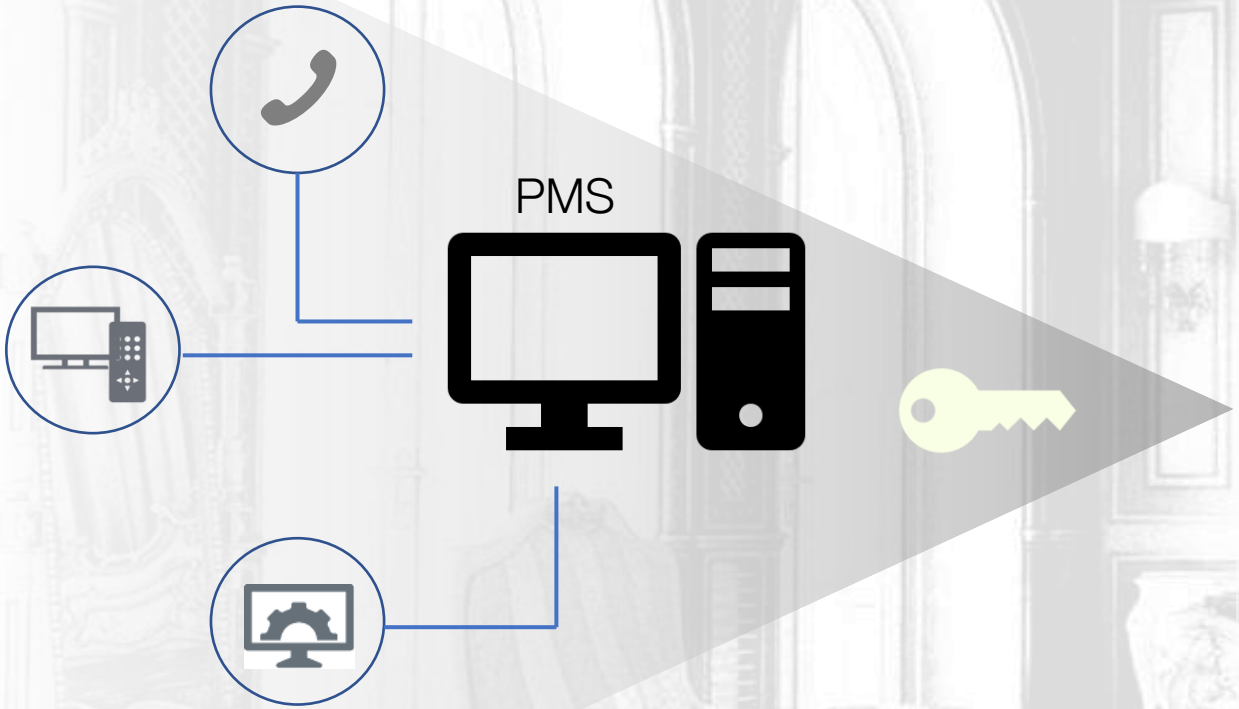
ON-LINE, DEDICATED FROM CHECK-IN TO CHECKOUT

Hotel Backoffice Applications Connectivity

- ✓ Property Management System
- ✓ Other IP related services
- ✓ E-Lock Servers or in room applications

A CONTINUOS EVOLVING REQUEST DUE TO DIGITAL ERA

Hotel Backoffice Applications Connectivity

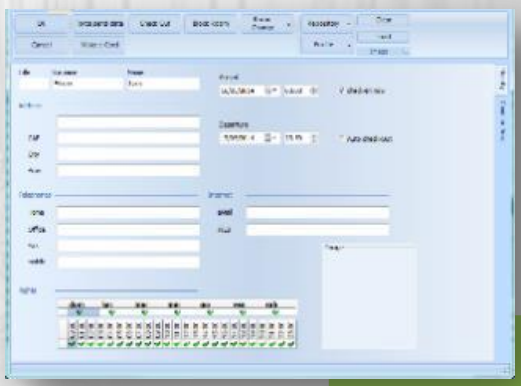


Other Backoffice Applications

eSuite

- Key Services
- Guest Data
- Room Status

- Others on request

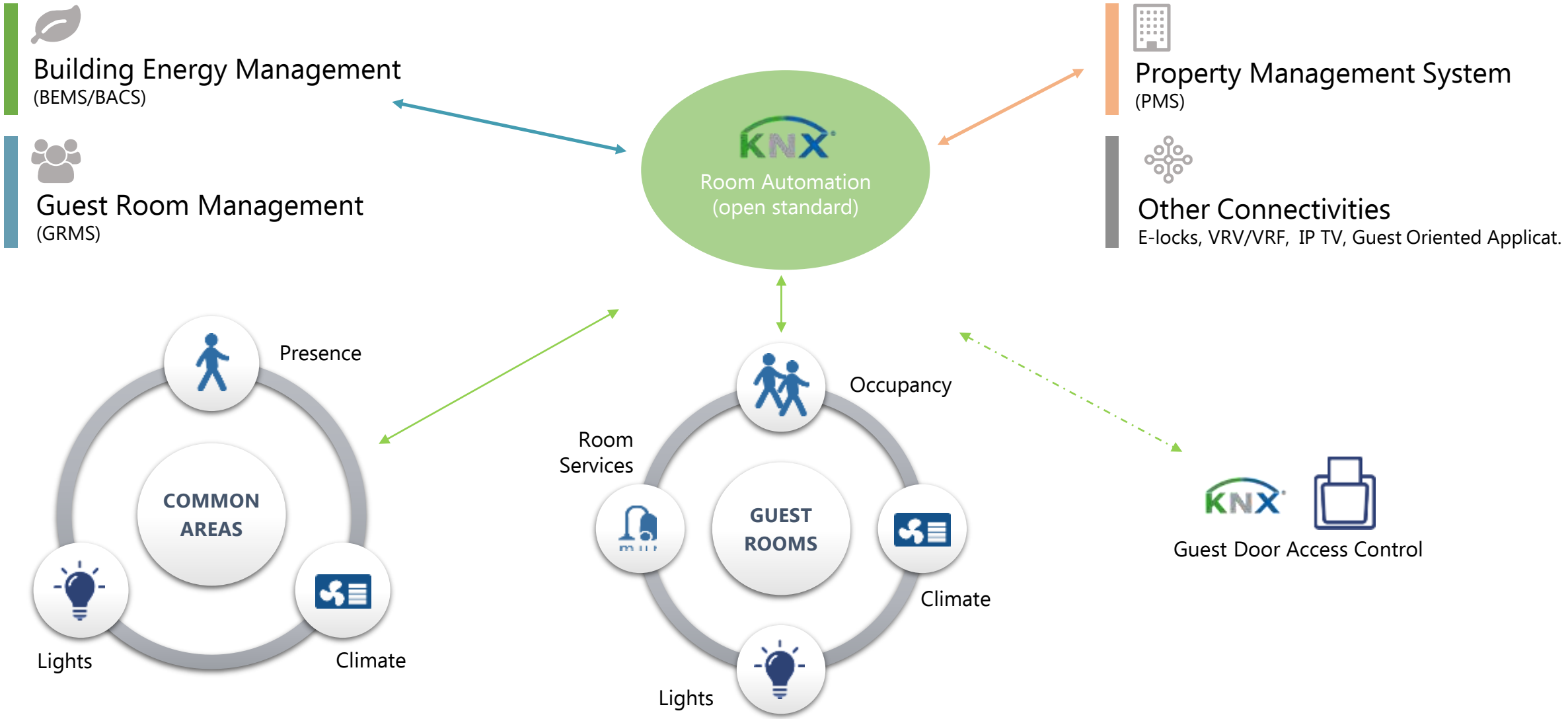


KNX

Room Automation
(open standard)

ESUITE BECOMES THE «KEY SYSTEM» FOR

An architecture 24/7 around Guests and Hotel Staff



MODULAR, FLEXIBLE, ADAPTABLE as INTEGRATED APPROACH

Some of our REFERENCES worldwide

HOTEL SOFITEL
Singapore City Center - SINGAPORE

HOTEL RADISSON BLUE
Doha - QATAR

HOTEL TESORO BLU
Kefalonia - GREECE

HOTEL WESTING GOLF RESORT SPA
Abu Dhabi - UNITED ARAB EMIRATES

HOTEL CATALONIA FIRA
Barcelona - SPAIN

HOTEL DE RICCI
Roma - ITALY

TRIDENTE HALL OF RESIDENCE
Urbino - ITALY

VOX HOTEL
Jonkoping - SWEDEN

CASTELLO DI VARZI
Varzi - ITALY

CHARMING FOX SAMUI
Koh Samui - THAILAND

AL RAHA BEACH HOTEL
Abu Dhabi - UNITED ARAB EMIRATES

PM HOTELL
Växjö - SWEDEN

HOTEL INTERSUR RECOLETA
Buenos Aires - ARGENTINA

HOTEL CONDES DE BARCELONA
Barcelona - SPAIN

VAN DER VALK HOTEL HEERLEN
Heerlen - NETHERLANDS

SOFIA HOTEL BALKAN
Sofia - BULGARIA

HOTEL MET34
Athens - GREECE

MONASTERY ESTATE VENETIAN HARBOR
Chanià - GREECE

Guests and Hotel Staff increased Focus

- ✓ Healthy Buildings
- ✓ (from Comfort) to Wellness

- ✓ Easy to use and later maintain
- ✓ Consistent technologies

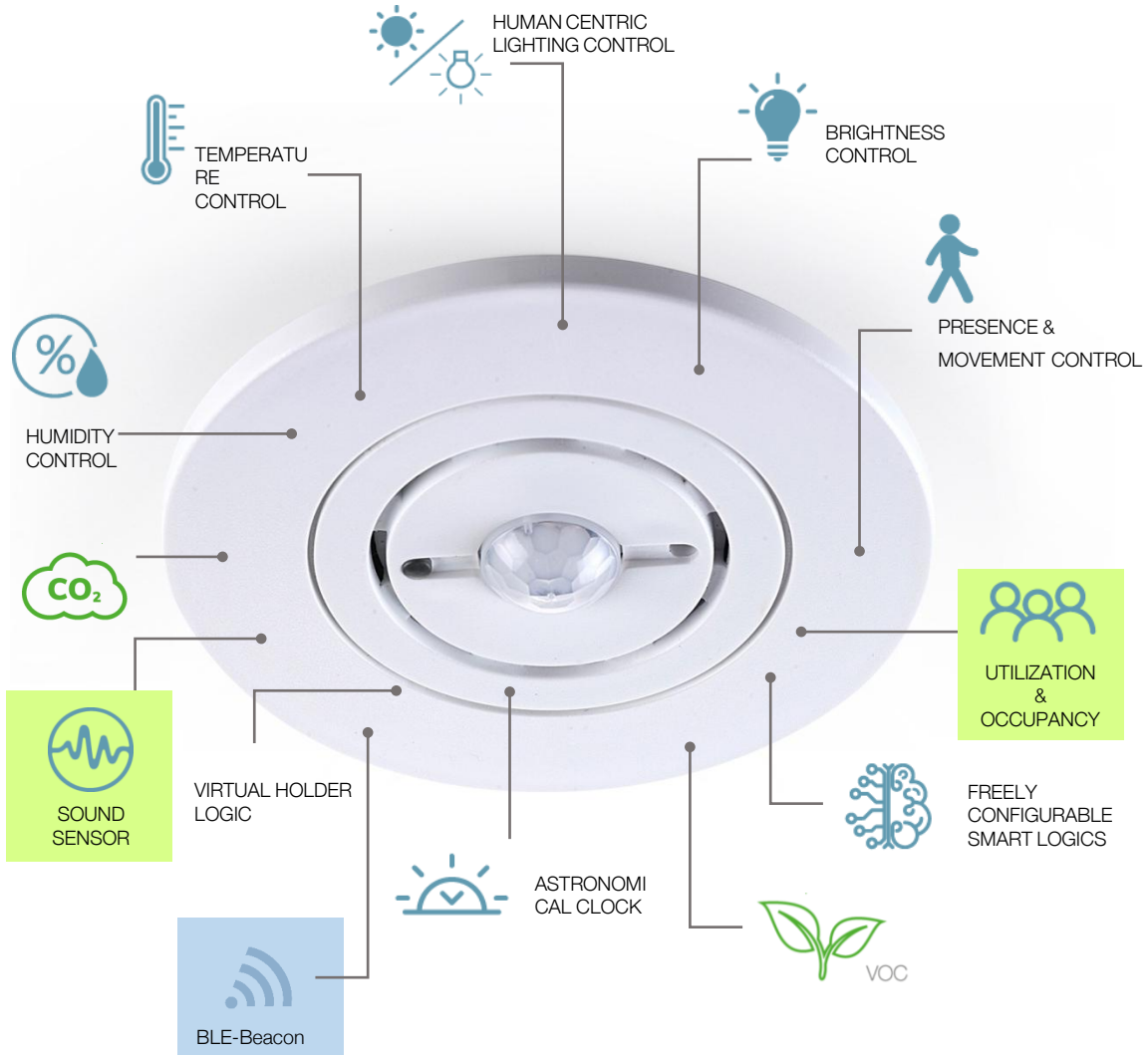
- ✓ Sustainability

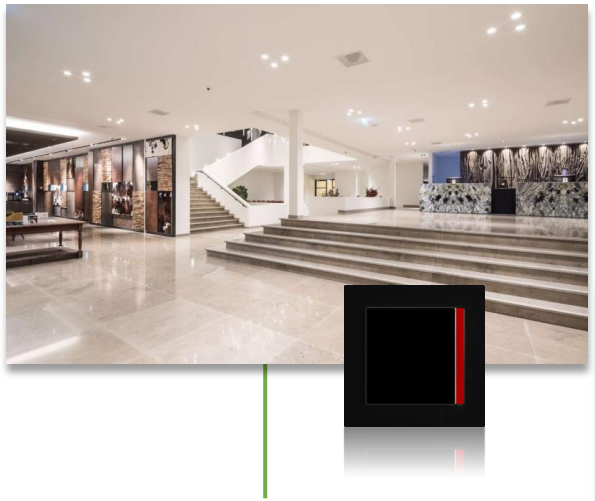
- ✓ Safety and Security

- ✓ Communicate
- ✓ Intuitive
- ✓ Adaptable
- ✓ Lowest Implementation Impact
- ✓ Real Time Status

AWARENESS COUNTS WHERE PEOPLE MEET

Behind Guest User Experience – Data Generating Examples





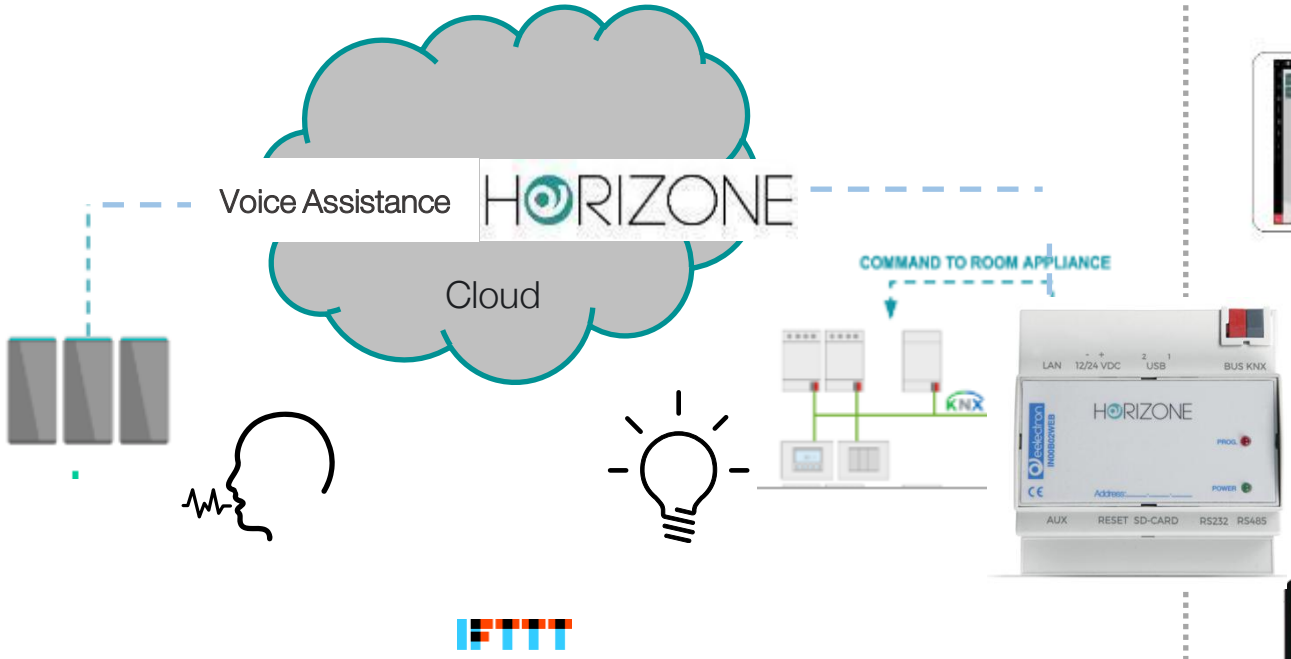
NEW

DATA – INFORMATION – AWARENESS - ANALYSIS

Enabling New (Digital) Guest Experiences

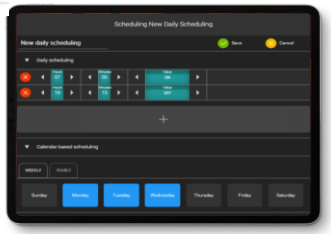
HORIZONE

Voice recognition

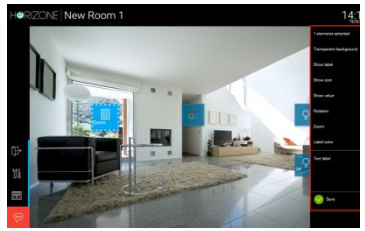


ADDING NEW GUEST ROOM SERVICES

On request



Weekly Calendar



Custom Graphics

Scenarios, …

GUESTS EXPERIENCES IN SUITES and APARTMENTS

Enabling New (Digital) Guest Experiences

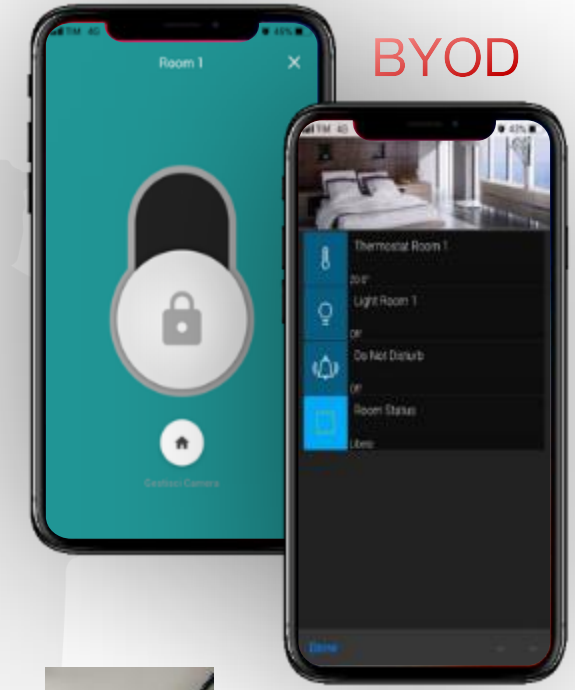
HORIZONE

VirtualBadge and
Guest Mobile App

Online
Booking

E-mail
With PIN access

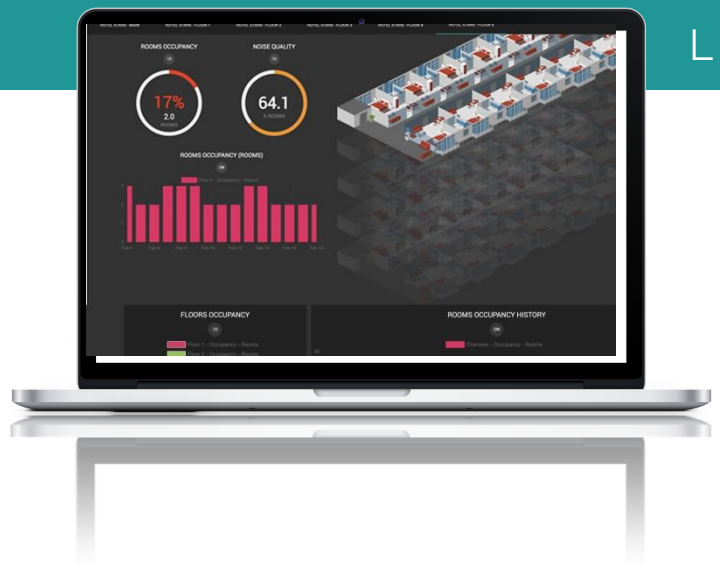
App download



Door open
Room control

ADDING NEW GUEST ROOM SERVICES

Live Demo



DASHBOARDING SINGLE AND MULTISITE

Our services

- Cooperation & early engagement
- Project and solution pre-sales assistance
- Multilanguage Technical Support
- Post sales extensions and upgrades
- Virtual and on-site trainings, documentation, ...

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Hospitality is a project for multiple rooms…

| The MOCK-UP room is the key **milestone**

Hotel owners & project stakeholders (architects, engineers,..)
are often requesting to validate guest room experience.

| Dedicated Support for this important phase:

- interior design **customizations**
- devices delivery **on time**
- programming and operations
- **fast** modifications implementation
- **interoperability** with overall building system

CONTACT YOUR NEAREST EELECTRON REPRESENTATIVE: SOONER IS BETTER

Hospitality is a project in a building ...

| Eelectron additional available Services

- **Guest UX Customization** as icons, symbols, colors bedside, room module etc
- **Connectivity architecture** to PMS, POS and other presented (digital) applications
- Advanced Services on **pre-programming devices** from Eelectron warehouse
- On-line and/or on site hospitality solution trainings

..... others on request

CONTACT YOUR NEAREST EELECTRON REPRESENTATIVE : SOONER IS BETTER

Our committment on **Modern Hotel** & **Guest Room Project**

Hotel Design, Early Support

Customizable Design

Room Operational Procedures

GRMS Scalable Architecture and Other Systems Connectivity Support

Mock-up Room Assistance

Memorable Guest Experience

Lighting Sunblinds Scenarios

Comfort control

Reception Room Assistance

Easy Check-in and Room Access

Room Services Smart & Mobile

Hotel as a Smart Building

Energy Saving & Sustainability
Room Quality and Services Indicators

Interoperability with BEMS/BACS

GRMS on line architecture

Connectivity to Door Lock, PMS, ...

DESIGNED AROUND HOSPITALITY: HOTEL, STUDENT HOUSE, RESIDENCE

Product **AVAILABILITY**

MY21

HOSPITALITY DEVOTION

9025 Card reader - TR00C01KNX-x

9025 Card holder - TH00C01KNX-x

Encoder - TE00C01USB

TRANSPONDER CARD MIFARE 1K - CD00M01TRC

TRANSPONDER KEYHOLDER MIFARE 1K - CD00N01TRK

TRANSPONDER FITBAND MIFARE 1K - CD00P01TRB

RELEASE TO SHIP
May 30th 2021

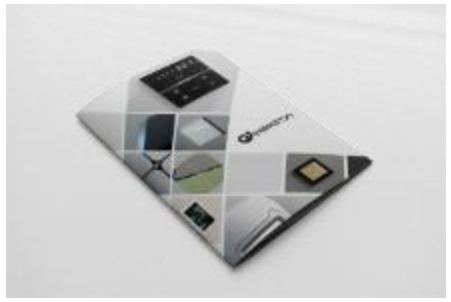
eSuite

New readers are compatibles with installed eSuite (card upgrade requested)

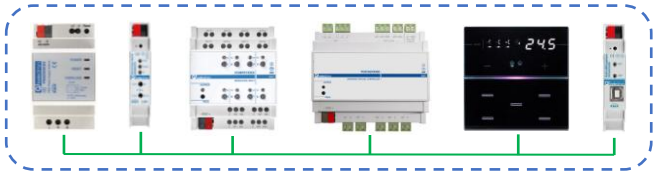
Early Orders **welcome !**

TECHNICAL & SALES DOCUMENTATION with Effective Demo Kits

PRODUCTS & SOLUTIONS CATALOGUES



DEMO PACKAGES & DEMOCASES



SIMPLE KIT FOR LAB TEST OR QUICK SHOWROOM SETUP

PLEASE **SUBSCRIBE TO OUR NEWSLETTER** TO KEEP YOU UPDATED!

https://www.eelectron.com/en/newsletter/

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Further Initiatives

Future WEBINARS & COURSES on the PRODUCTS are foreseen

stay connected to receive the invitation to participate

Next Webinar

New products & applications

MAY 4th **Save the Date!**

The journey has just started..

Stay tuned!

NEWSLETTER SIGN-UP:

www.eelectron.com/en/newsletter/

FOLLOW US ON

Meet the Company!

(or scan the QR-code)

eelectron virtual meetings

First time contact?

Use our new One–on–one meeting scheduler,
Book your meeting here: https://bit.ly/meetEelectron

Thank You!

Q&A

eelectron.com

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otomo.cloud

Eelectron, with its commercial branch offices in Dubai, China and Spain distributes its systems in over 80 countries worldwide.

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