VDA · telkonet

People – centric Hospitality

vision

We enhance 'People' environments through the development of sustainable strategies that improve the relationship between People and the surrounding environment.

The VDA-Telkonet Group is **the largest global player** in the field of EMS and GRMS for the world Hospitality market. The Group defines the future of the sector by focusing on People as a valuable element of smart technologies and by offering the right balance between maximizing comfort and saving energy.

The Group is the global leader in IoT Hospitality technologies. As **the industry's leading solution provider**, the Group's experience in the service and support of its customers benefits them in all phases of their projects, f rom consulting to engineering, to delivery and ongoing support of the completed project.

With over 1 million rooms installed in 62 countries and **more than 60 years of experience** and three in-house R&D Teams of around 40 engineers with hardware

and software expertise, the Group demonstrates a deep knowledge of the markets in which it operates and is a **strategic partner** for the global Hospitality market.

The Group has obtained the **'ISO 9001' certification** as an international recognition for the quality of the products and services offered, adopting a management system compliant with UNI EN ISO 9001:2015 in order to improve and streamline its processes.

The adoption of **ethical behaviours** is a fundamental value for the Group, which regards regulatory compliance as a minimum standard from which to develop responsible behaviours. To this end, the Group has adopted the 'Code of Ethics' that guides its work and promotes a culture based on the principles of fairness, loyalty, and transparency.

ITALY

HOTELS:	2,500+
ROOMS:	190,000+
GUESTS:	19,800,000+

EUROPE

HOTELS:	1,150+
ROOMS:	130,800+
GUESTS:	26,300,000+

ASIA PACIFIC

HOTELS:	110+
ROOMS:	20,900+
GUESTS:	4,200,000+

AMERICA

HOTELS:	4,000+
ROOMS:	700,000+
GUESTS:	140,000,000+

MEIA & AFRICA

HOTELS:	150+
ROOMS:	38,000+
GUESTS:	7,500,000+

VDA Telkonet AMERICAS

VDA Telkonet UK & Ireland

VDA Telkonet HQ

ADRIA ELECTRONIC

VDA Telkonet MEIA

VDA Telkonet APAC

presence

Hospitality

3-5 star hotels strive to strike the right balance between energy savings and guest comfort. Sustainability is the most popular trend in the travel industry today.

Student Housing

Sustainability is so important that many institutions have sustainability directors; many universities now offer sustainability as an area of study. Saving energy and occupant comfort are also important.

MDU

MDUs are interested in saving energy and maintaining ultimate control of energy usage; sustainability is becoming a priority as building standards change and as tenants increasingly demand it.

Military Housing

Military housing properties are primarily interested in saving energy and maintaining ultimate control of energy usage. Sustainability is becoming a priority as building standards change.

Senior Living Facilities

Senior living facilities are most interested in saving energy but not at the expense of occupant comfort. Sustainability is becoming a priority as building standards change.

the group's quality

All VDA and Telkonet products, largely assembled at the production sites, are verified by **internal Quality Control** that establishes compliance with regulatory standards.

The ISO 9001 certified Group has adopted precise quality standards for processes and products, such that the Group can provide both standard and customized products; the development guidelines are well defined in order to maintain the quality of the product, even with significant customizations. Ensuring the quality of the product and the service offered is a priority for the Group, which bases its philosophy on the ability to **satisfy the customer** and adapt to changing market contexts.

solution provider

Customer satisfaction is the Group's driving force and lifeblood.

The Group's deep knowledge of the industry is evident in its valued relationships in the Hospitality sector. The Group understands the needs of the market and establishes strong relationships with its customers. The Group is driven by its '**People first**'philosophy.

One of its main goals is to cultivate the relationship between the individual and the surrounding environment.

The Group's support starts from the presales stage, offering **consulting services**.We seek to understand the client's vision, acting as a trusted advisor and offering perspectives the client may not have considered.

The Group develops **customized proposals**, outlining in detail the system to be installed, and suggesting the appropriate aesthetics.

The installation phase of the project is entrusted to the **Project Manager**, who supports the customer in the set up and commissioning of the site, and acts as a liaison between the Project Engineer and the project stakeholders.

The Project Manager commits to the client the supervision and the management of every phase of the project development, actively involved until final installation and providing detailed documentation to be used as a guide to support and develop the property for years to come.

The **Technical Support Team**
specializes in providing our customers
with individual attention.

They are an experienced, knowledgeable
group of professionals, most of whom
are located in the very same office
as our Engineers, Product Development
Engineers, Project Managers and
Field Services Technicians.

Cloud solutions are now a consolidated reality in the world of Hospitality and more and more properties choose platforms capable of offering a software service (SaaS: Software-as-a-Service) able to evolve in harmony with the technologies of the future.
One of the main advantages of the Internet of Things (IoT) is its ability to manage big data and parse it into information that is the basis for data analysis aimed at improving a variety of processes.

Predictive maintenance specifically exploits this data, anticipating and developing targeted interventions in advance of problems. This contributes to a significant reduction in maintenance costs and downtime, making it an investment that maximizes the life of devices and equipment and building health.

ACCESSABILITY & MONITORING
By connecting to software
from a mobile or desktop device,
it is possible to access
the platform and manage all
the properties remotely, creating
different functional profiles.

DATA SECURITY
All the data collected
is transmitted to the software,
hosted by Amazon Web Services
through highly secure protocols
(TLS and HTTPS).

FLEXIBILITY & SCALABILITY
Extending the control to other
areas is simpler thanks to
a flexible software service, totally
configurable remotely through
the use of web-based tools.

SYSTEM UPDATES
The system guarantees 24-hour
functionality and maintenance,
automatic security
and vulnerability updates.

ENERGY EFFICIENCY
The system efficiency assists
with controlling both direct
and indirect costs for the hotelier.

PREDICTIVE MAINTENANCE
Predictive maintenance anticipates
and develops targeted interventions
in advance of problems.

VDA

guest
room
management
system

VDA

The VDA Group is an Italian multinational company with offices in Italy, the United Kingdom, Ireland, the United Arab Emirates, and Thailand and specializes in the development and implementation of **Hotel Room Automation and Interactive Television systems**.

With **more than 250,000 rooms installed and 3,000 of the world's most prestigious facilities**, VDA operates in more than 30 countries and is the technology partner of many internationally renowned brands and chains that have made the 'guest experience' their strong point, such as Accor, Hilton, Kempinski, Hyatt, Four Seasons, Rocco Forte, and Park Plaza.

VDA

ETHEOS
Etheos is the fifth generation of VDA's platform. Its cloud-based infrastructure simplifies accessibility, monitoring, and updating process of the Guest Room Management System (GRMS) allowing the supervision of the system from any device connected to the network.

Etheos encompasses a wide range of functions that enable full control of the property and ensures efficiency and optimization with a direct impact on the Hotel's costs.

ETHEOS
**ROOM MANAGEMENT SYSTEM
CLOUD-BASED
ARCHITECTURE**

DATA CENTER

**MANAGEMENT
AND
INTEGRATION
LEVEL**

CONTROL AND DISPLAY DEVICES

**MANAGEMENT
AND
CONTROL
EQUIPMENT**

ACCESS CONTROL   BMS   PMS   WORKFLOWS SYSTEM   HVAC SYSTEM   VOICE CONTROL

**AUTOMATION
LEVEL**

AXIA   VITRUM   SWING   CLASSIC

**FIELD
LEVEL**

H/C   SOS
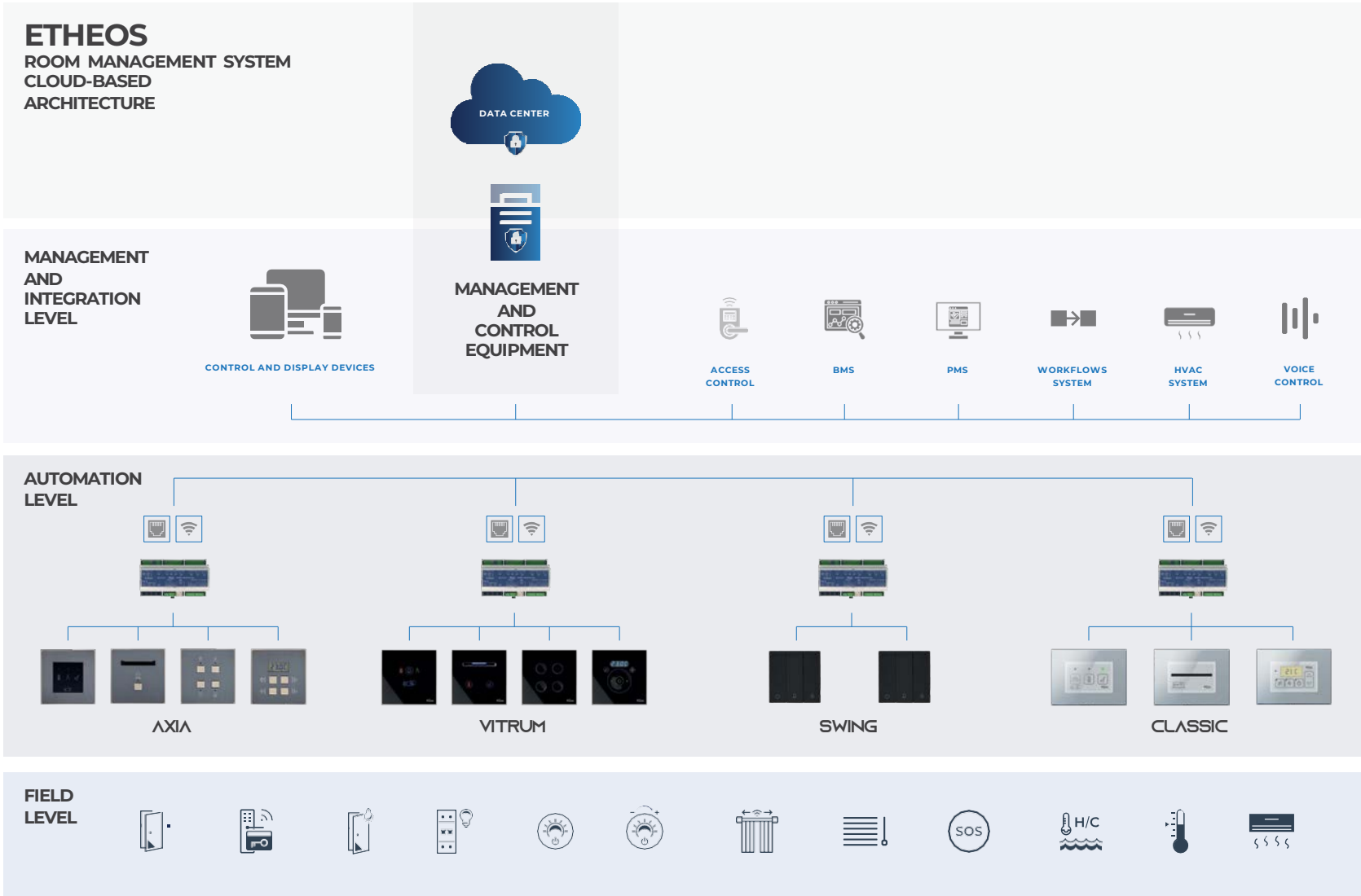
WEB BASED USER INTERFACE

The Etheos user interface is adaptive so it's available from any PC, tablet, and smartphone via browser by typing user credentials.

Unlike traditional automation systems, Etheos allows access to guest rooms and property facilities from anywhere in the world.

All updates, improvements, and new functions can be activated directly from VDA, and customers can always benefit from a new and perfectly efficient system.
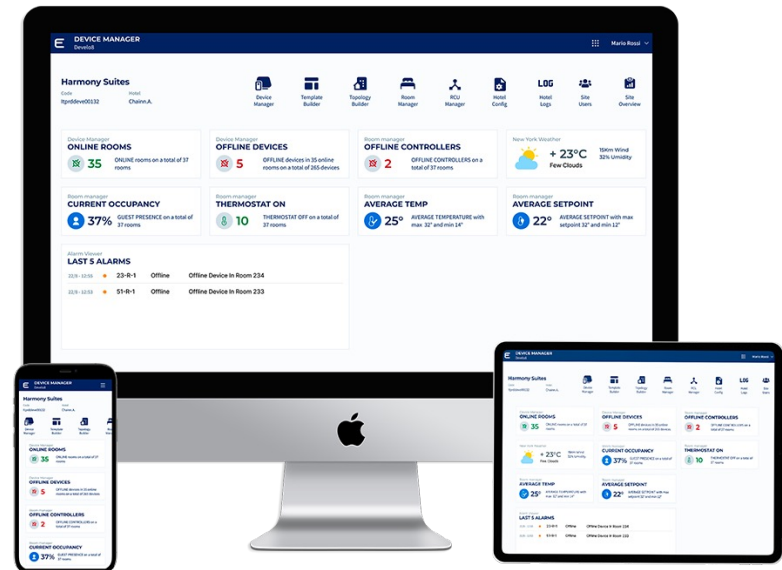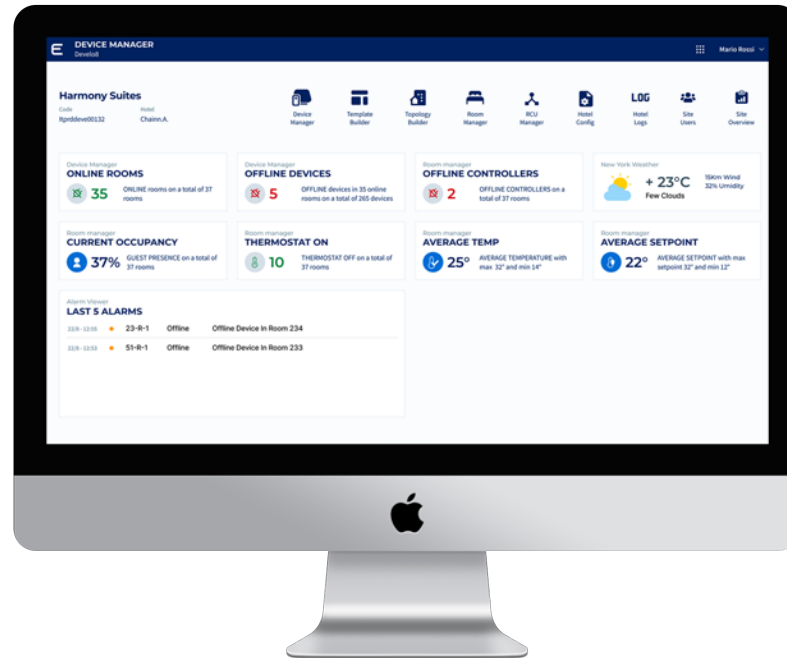
SOFTWARE CAPABILITIES

- Occupancy monitoring and reporting
- Management and monitoring of temperatures
- Monitoring and reporting of the room functions (DND, MUR calls, alarms)
- Management of VDA access control (RFID, PIN code and mobile key)

- Display of out of service rooms
- User activities tracking and report
- Third-party party integration (PMS, HVAC systems, BMS, door locks...)
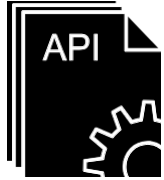
API

All in-room functions and data can be monitored and controlled
by third parties allowing TV set, mobile app, tablet, or external dashboard
to display in-room situation.

VDA provides web portal access to the nominated engineer who develops
and tests remotely such integration.

ALARMS

The system tracks and reports alerts like lack of communication between
the controller and Etheos room manager, and from the controller
to the smart devices. Warnings are reported on the user interface whilst
an integration with instant messaging app alerts the designated staff
member who proactively takes care of the malfunctions or request.

PMS INTEGRATION

Etheos connects to the PMS so the energy savings in the room
also uses the 'Sold/Unsold' status.
This enhances the energy savings.

SETUP AND CONFIGURATION TOOLS

All the configuration tools of Etheos
and Nucleus controllers are accessible
from a web interface and are cloud-based
therefore configurations are possible
even without being present within the Hotel
and without having the system installed.

This allows installers to make the most
of the time available and significantly limit
the hours spent on site.

collection

AXIA

Axia is the VDA collection that combines technology
and style in a single device, specifically designed
for the luxury sector.

All the faceplates are magnetically fixed to the device
support, and they can easily be replaced with a simple tool.
The ability to choose from 40 prestigious finishes provides
the interior designer with a wide catalogue of possibilities
to best express the concept of the room.
Like all the VDA collections, Axia is widely customisable
by picking from the proprietary icon set and it's available
in the Italian standard (three and four modules)
and in the British standard.

VDA
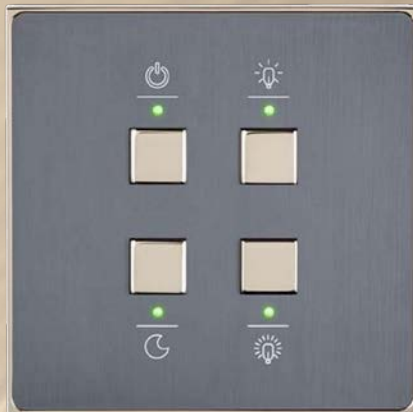
AXIA CUSTOMISATION

Axia presents a wide range
of aesthetic solutions that
can be obtained by combining
the two elements of the device:
the magnetic faceplate
and the support frame
anchored to the wall:
wide selection and refined
finishes for a new generation
of mechanical switches.

VDA

British Standard

card reader
(no button)

card reader
with button

card holder
(no button)

card holder
1 button

card holder
2 buttons

smart switch
1 button

smart switch
2 buttons

smart switch
2 buttons (vert.)

smart switch
3 buttons (vert.)

smart switch
4 buttons
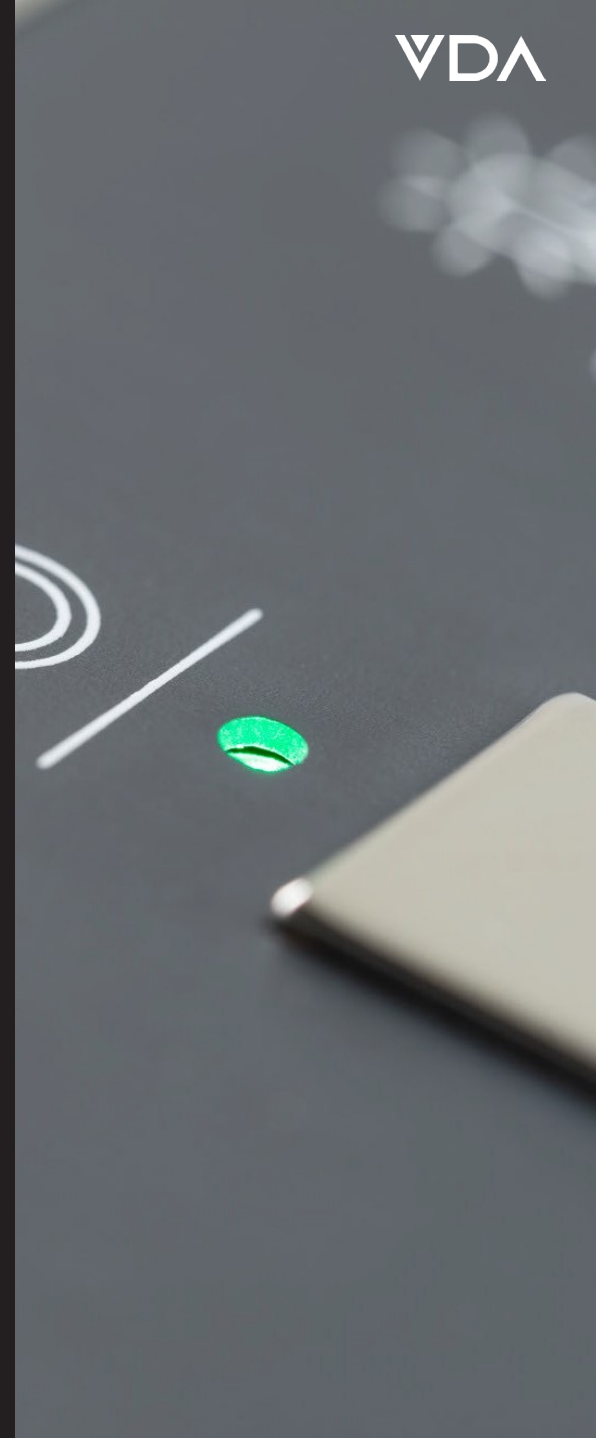

smart switch
6 buttons

thermostat
with buttons

smart switch
2+4 buttons

smart switch
4+2 buttons

smart switch
4+4 buttons

VDA

Italian Standard

card reader
(no button)

card reader
with button

card holder
(no button)

card holder
1 button

card holder
2 buttons

smart switch
1 button

smart switch
2 buttons

smart switch
3 buttons

smart switch
4 buttons

smart switch
6 buttons

smart switch
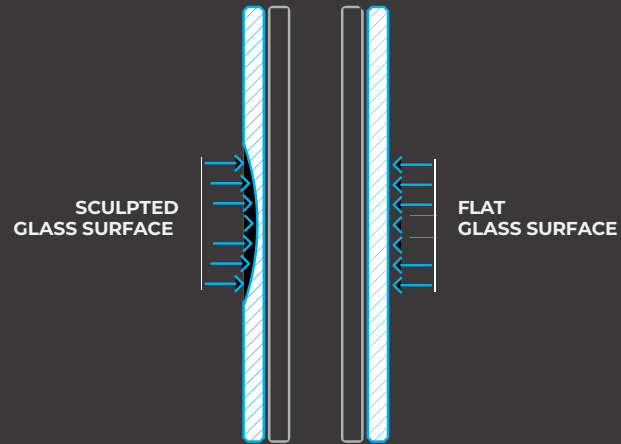8 buttons

thermostat
with buttons

VDA

VITRUM

Vitrum is one of the smart device collections compatible with
the Micromaster and Etheos systems.
It's built according to the specification required from both the European
and British standards, permitting the guest to interact with
an automated system through a functional and ergonomic object,
as well as aesthetically pleasing.

Following the original collection, Vitrum has evolved in many directions,
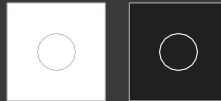offering the possibility for high levels of customisation.

VDA

SCULPTED
GLASS SURFACE

FLAT
GLASS SURFACE

CUSTOMISED LOGO

STANDARD COLOURS

COLOURS PALETTE

VDA

card reader

card holder

smart switch
1 button

smart switch
2 buttons

smart switch
4 buttons

chromoterapy
device

rfid 13.56mhz
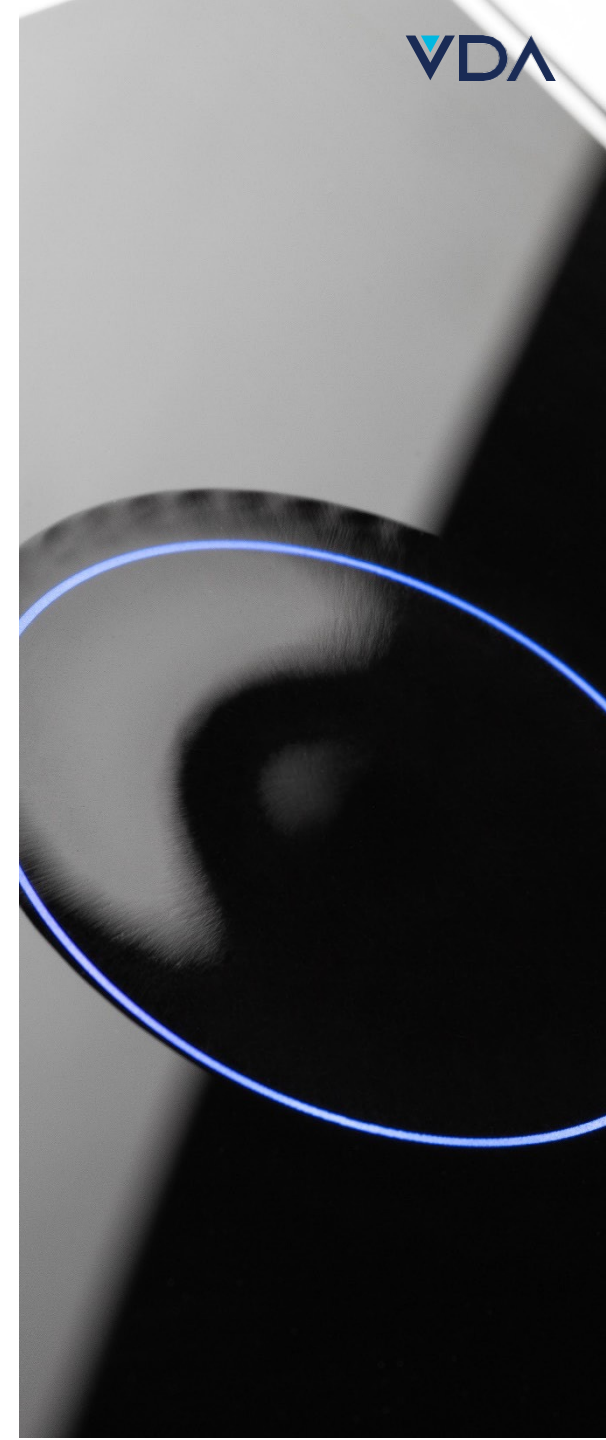reader + room num.

306

thermostat

thermostat
with pir

thermostat + smart switch
4 buttons (combined)

smart switch 4 buttons
+ sockets (combined)

VDA

Italian Standard

card reader

card holder

smart switch
1 button

306

rfid 13.56mhz
reader + room num.

smart switch
2 buttons

smart switch
3 buttons

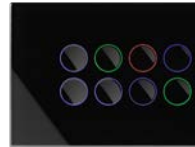

smart switch
4 buttons

smart switch
6 buttons

smart switch
8 buttons

chromoterapy
device

thermostat

thermostat + smart switch
6 buttons (console)

US Standard

smart switch
1 button

smart switch
2 button
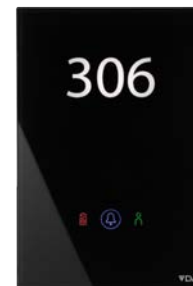

smart switch
3 button

smart switch
4 buttons

smart switch
6 buttons

chromoterapy
device

thermostat

306

rfid 13.56mhz
reader + room num.

VDA

SWING

Swing is the first series of rocker switches from the VDA Group that completes and expands the catalog of smart devices designed for the Hotel room.

The new series is available in black color, and offers the possibility of customizing the icons with the proposals available in the catalog. The icons feature extremely clear and legible laser machining, which are backlit in RGBW, and can be associated with specific colors depending on the functionality or mode chosen (e.g., for 'Night Light', 'Do Not Disturb' or 'Make-up Room' modes).

Easy installation, high customization, and low cost make Swing the ideal collection for the middle-scale segment Hotels.
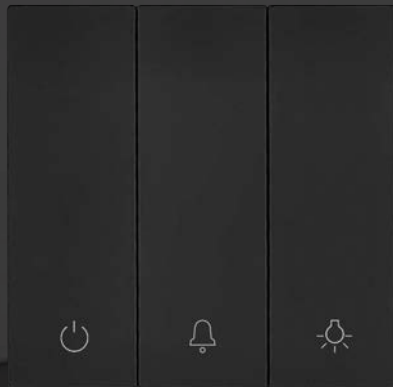
The list of devices in the Swing collection –
combined by obtaining dual plates – consists of:

Outdoor Reader
Out-of-door RFID key reader, which can also
be configured as a simple room status indicator
for Hotels that already have access control installed.

Outdoor Backlight
Decorative element that can be associated with
the access reader with the function of backlighting
the room number, the area of the facility, or simply
the Hotel logo.

Thermostat
The Swing thermostat is the central element
of the room and integrates with the occupancy
sensor, preventing energy wastage when the guest
leaves the room and forgets an RFID key in
the internal card holder.
The thermostat interface reports essential controls
and ensures optimal guest usage.

Smart Switch
Configurable smart switch from one to six buttons
for managing lights, curtains, 'Privacy' mode,
'Make-up Room' mode, etc.

OUTDOOR READER

OUTDOOR BACKLIGHT

THERMOSTAT

SMART SWITCH

CLASSIC

Our traditional Classic collection that fits into most
of the three module Italian manufacturers modular range
(BTicino, Vimar, Gewiss, Ave...) and our Vitrum collection.

Interactive tv

The PowerTV ONAIR platform
is the business television system
and in-room entertainment based
on cloud technology.

The Hotel can easily communicate
the most exclusive services to its
customers, choosing what to show
through the smart TV in the room.

The mosaic navigation of
the PowerTV ONAIR interface
provides the guest with a rich menu
composed of information and
useful services to improve the stay.
The features include applications
such as weather, music, videos,
movies, recommended restaurants,
activities, tours and special offers
promoted directly by the Hotel
and updated in real time.

THE BENEFITS OF THE CLOUD

The PowerTV ONAIR management system is based on a cloud platform that allows for centralized updates of the software and firmware of the system. Thanks to the presence of a local server, it is possible to ensure continuity of services to the property even in the event of a malfunction or interruption of the connection.

Thanks to cloud management, the Hotel can update its information autonomously, choosing the contents and images to be shown through the smart TVs.

VDA Casting allows guests to easily
and securely stream preferred media content
from their mobile devices onto the in-room
TVs with no need to log into these apps again.

Guests choose what they want to watch
on popular apps such as Netflix, Hulu, Disney+,
Spotify, Amazon, YouTube, and many more.
VDA Casting gateways provide authenticated,
managed internet access for millions of Hotel
rooms at properties all over the world.

- Simplified authentication using an on-screen QR Code
- Contactless experience as guests use their own devices and avoid the need for use of the remote control
- Reliability and security
- Customization capabilities with Hotel corporate identities and logos
- Guest content from 2000+ apps including Netflix, Prime Video, Hulu, YouTube and Spotify
- Ability to use the mobile device for other functions while casting
- Support for both iOS and Android mobile devices
- Multi-language enabled via seamless PMS integration
- Easy-to-use web-based management platform
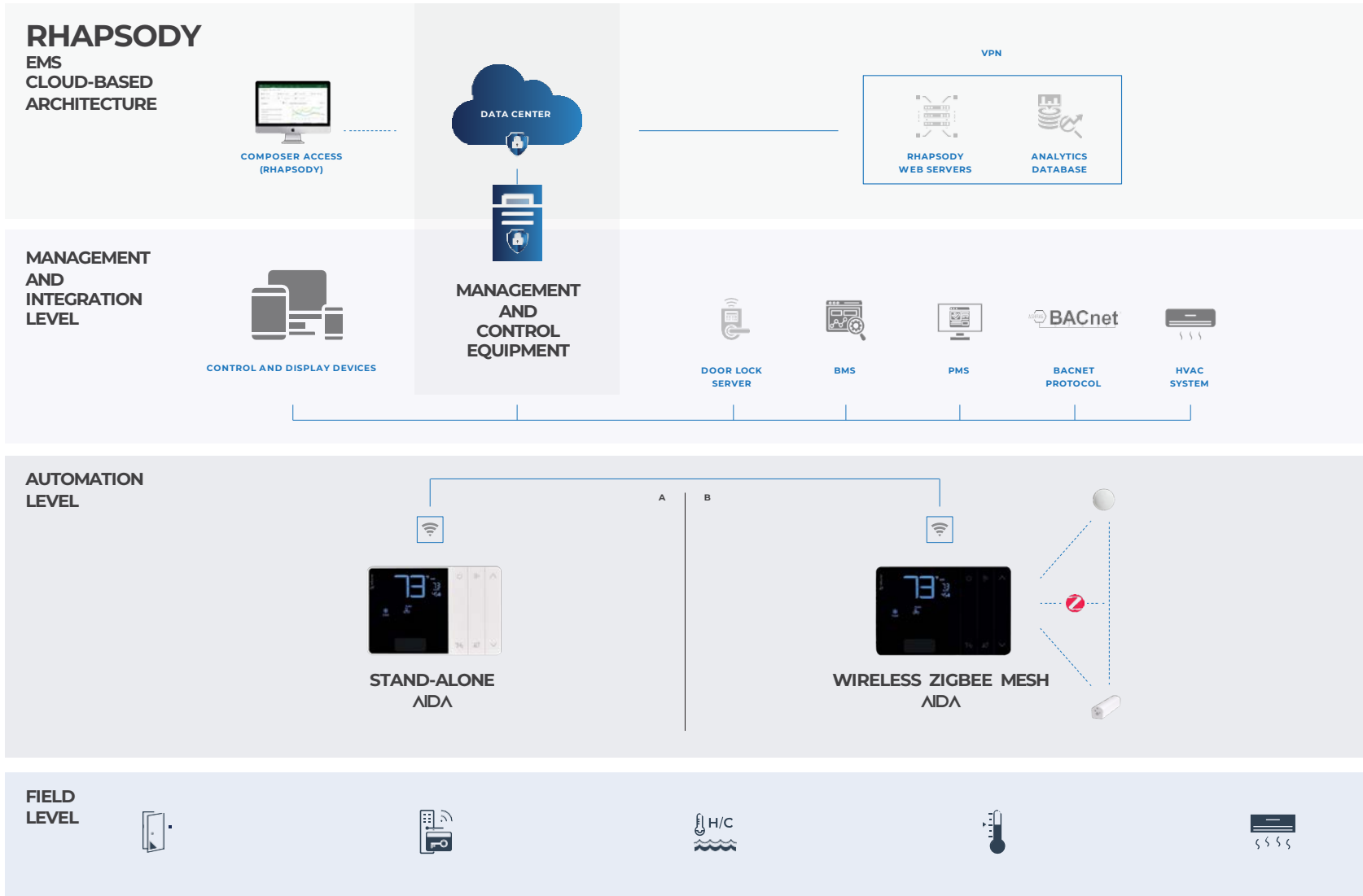
energy management system

telkonet

Telkonet, headquartered in Waukesha, Wisconsin, is an IoT innovator focused on **intelligent automation** and **Energy Management** through the use of individualized climate controls that enable guests to intelligently control energy usage in accordance with their preferences while reducing energy consumption and improving facility management capabilities.

Telkonet was founded in 1999 and has successfully deployed **over 700,000 intelligent climate control devices** across more than 4,000 properties.

RHAPSODY

telkonet

RHAPSODY

Rhapsody is Telkonet's second generation automation platform.
Its innovative open-system technology enables it to integrate
with the communication protocols your property already uses:
Wi-Fi, Bluetooth, and Zigbee. System setup and network installation
are quick and easy.
And because it's Wi-Fi capable, it saves time, effort, and expense
by using existing Wi-Fi access points.
No other technology in the industry is capable of utilizing two different
Wi-Fi platforms: one for the resident, and a backup Wi-Fi for the property.

telkonet

RHAPSODY

**EMS
CLOUD-BASED
ARCHITECTURE**

VPN

DATA CENTER

COMPOSER ACCESS
(RHAPSODY)

RHAPSODY
WEB SERVERS

ANALYTICS
DATABASE

**MANAGEMENT
AND
INTEGRATION
LEVEL**

**MANAGEMENT
AND
CONTROL
EQUIPMENT**

CONTROL AND DISPLAY DEVICES

DOOR LOCK
SERVER

BMS

PMS

BACnet

BACNET
PROTOCOL

HVAC
SYSTEM

**AUTOMATION
LEVEL**

A   B

73

73

STAND-ALONE
ΛIDΛ

WIRELESS ZIGBEE MESH
ΛIDΛ

**FIELD
LEVEL**

H/C

WEB BASED USER INTERFACE

Telkonet's flexible Rhapsody offering provides several different methods of access.
From physical interface with in-room devices to mobile applications, cloud-based software
and publicly available API's, customers are able to choose the most convenient method of controlling
their valuable environments.

SOFTWARE CAPABILITIES

- Flexible device management
- Real-time information access
- Extensive reporting capabilities
- Convenient 'single pane of glass' access

- Versatile viewing options
- Substantial ROI through platform maintenance
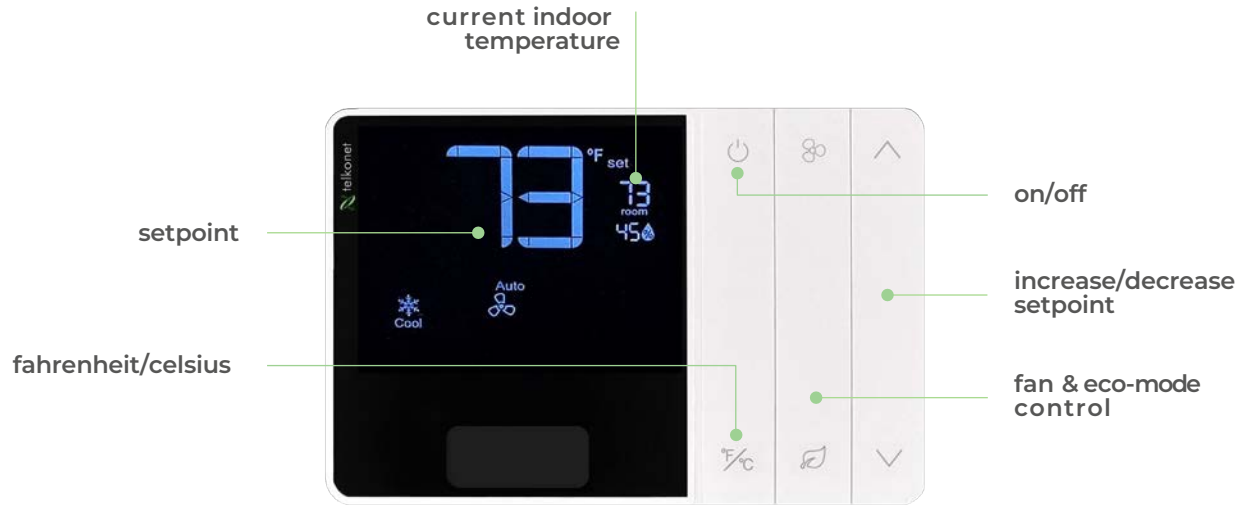- Convenient reporting capabilities

thermostat

![telkonet logo]

ΛIDΛ

The next generation of Telkonet smart thermostats, Aida is an HVAC controller and user interface in one device.

It features a user-friendly interface that all occupants can easily interact with.

current indoor
temperature

on/off

setpoint

increase/decrease
setpoint

fahrenheit/celsius

fan & eco-mode
control

Property owners can control thermostats and the energy use in the building, while also giving their tenants the ability to control their thermostats through their own Wi-Fi via their mobile devices. No other platform today is capable of offering this solution.

Telkonet's Aida features the three most common wireless communication protocols, Wi-Fi, Bluetooth, and Zigbee, all in one device.

telkonet

Aida is designed for energy efficiency at university housing, senior living, and multi-family facilities; essentially, all properties that already have a robust Wi-Fi infrastructure.

Light sensing also aids in accurate occupancy detection, especially at night.

telkonet

TOUCH COMBO

The cutting-edge smart thermostat, Telkonet's Touch Combo features the three most common wireless communication protocols, Wi-Fi, Bluetooth, and Zigbee, all in one device.

Building owners can control thermostats and the energy use in the building, while at the same time giving their tenants the ability to control their thermostats with their own Wi-Fi via their mobile devices. No other platform today is capable of offering this.

Touch Combo is designed for energy
efficiency at university housing,
senior living, and multi-family facilities.
Essentially all managed housing
that have already invested in robust
Wi-Fi infrastructure.

case study

ME Dubai is located in the heart of the Burj Khalifa District, just a short distance from its major shopping destinations, design hubs and fashion avenues.

VDA's Guest Room Management System provides controls for the 93 bedrooms, where the technology is based on low voltage Modbus protocol that controls the guest room lights, HVAC, and also curtains. The system provides server level integration with Vingcard Access Control, as well as an integration with Innspire to control the lighting, HVAC, and curtains through the TV, and mobile app. The solution also ensures advanced Energy Management through a PIR and PMS interface.

ME
DUBAI

HOTEL
ME DUBAI OPUS

COUNTRY
DUBAI, UAE

ROOMS
93

SYSTEM
GRMS

FUNCTIONS
ACCESS CONTROL, CLIMATE CONTROL, LIGHTING CONTROL

Located in the heart of Pompeii, Habita79 MGallery Collection is a newly renovated boutique Hotel.

The sombre and refined appearance of the 79 guestrooms of the Hotel, are accompanied by Micromaster, the Guest Room Management System of VDA Group, guaranteeing guests the highest quality of services thanks to the optimized management of the access, climate, and lighting controls of each smart room. Habita79 MGallery Collection has also installed the PowerTV ONAIR system of VDA Group, connecting all the televisions of the Hotel to the Ethernet network. The cloud-based technology ensures perfect audio and video quality and comes with an intuitive interface and is easily customizable by the Hotel.

HOTEL
HABITA79 MGALLERY HOTEL COLLECTION
COUNTRY
POMPEII, ITALY
ROOMS
79
SYSTEM
GRMS & IPTV
FUNCTIONS
ACCESS CONTROL, CLIMATE CONTROL, LIGHTING CONTROL

CUSTOMER CHALLENGES

- Integrate Energy Management System with existing and future technology
- Automate proactive maintenance for HVAC systems
- Install network infrastructure and thermostats with minimal room downtime

APPLIED TECHNOLOGIES

- EcoCentral
- EcoInsight+ Thermostats with Recovery Time
- EcoSense+ Occupancy Sensors
- EcoCare Support & Services

HOTEL
GALT HOUSE HOTEL

COUNTRY
LOUISVILLE, USA

ROOMS
1,290

SYSTEM
EMS

PROJECTED ANNUAL SAVINGS
$101,024.91

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