

News and Articles
FF&E and CAPEX Planning

Electronic Equipment
Is All Around

Trends 2014
by Hotel Solutions Partnership

How to keep the room amenities even better

Over the last years, the rapid growth of the web interface quality opens new perspectives in furnishing of guestroom amenities.

This mainstream leads to the modernization of hotel electronic systems. Not only technical equipment, distribution systems and operational technologies with electronic drivers but also the consumer electronics including multi-purpose audio, video and smart systems is required. Our guests staying at the hotel are seeking for these “high-tech toys” as aren’t different as at home; rather all these amenities are expected in premium quality (and more expensive).

Since that time when the property management systems were converted from DOS to Windows for about ten years ago, the PMS tools were adapted to all types of hotel properties, not to hotel chain members only. The updated budget for SW/HW equipment with an adequate interface quality connection was needed. The furnishing of internet boardrooms, WiFi access in public spaces and a high-speed WiFi in the guest rooms were included in CAPEX planning consequently.

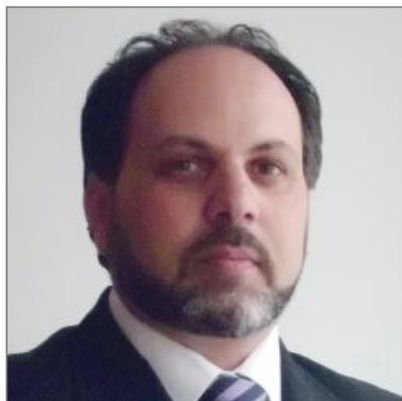
Today, a virtual reality is not the on-line booking only. The mobile i-electronics enable you to share the hotel information together with in-house amenities that are the Stay & Play Wireless Systems - „the game/movie/music toys - All in One” but the out-of-date IT hotel technologies and its narrow limits of processor storage or low speed drivers are not compatible with newly distributed consumer electronics.

These leisure time guest room amenities are trendy not only for the brand corporations though we know that this *HotelMatter* turns back.

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Milos Neumann provides his clients with advice on hotel development strategy, hotel project management, hotel franchise and management contract negotiation as well as pre-opening services.

Based in Prague, Czech Republic, Milos provides clients in Central and Eastern Europe and beyond with a comprehensive set of negotiation tools and services ensuring that hotel business strategy is reflected in the underlying contracts between the various parties as well as ensuring that the hotel operation is structured and managed for optimal profitability. His advice is also sought for risk management, borrowing terms, construction cost supervision, franchise

application, quality assessment, business plan preparation, due diligence reviews and other advisory services.

Milos has been leading his own consultancy for more than a decade and in this time has had a wide range of diverse assignments in a number of countries for a number of investors, lenders and operators. Including his corporate career, he has worked on more than 200 separate projects and these have included the full range of properties – hotels, hotel chains, ski properties, boutique hotels, castle residences, restaurant and congress centres. His advice has been both in respect of the pursuit of branding and operational excellence as well during a M&A deal. He has prepared long term cash flow forecasts to support the purchase price of a deal. Clients have included OREA (owners of a portfolio of 25 hotels), MOL (owners of 17 hotels), Euroagentur Atrium Congress Hotel as well as ECM Development.

Prior to creating his consultancy more than 10 years, Milos worked with Cendant Corporation and Sun Franchise Systems as their Senior Business Analyst for Central and Eastern Europe. His early career was in number of operational management roles with Best Western and Corinthia Hotels as well as with the privately owned Prague Casa Marcello Hotel.

Milos is a graduate of the Hotel Management School and University of Prague.

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Associates

Hotel Solutions Partnership Ltd. UK is a network of 35+ expert managers, supervisors and corporate financial advisors working around the world.

The team of Hotel Solutions Partnership brings many years of combined experience in the international owned, leased, managed and franchise branded hotel sector, and all of us are experienced as independent managers. This enables us to understand the client's requirements quickly and deliver this customized project solution. The team is structured into three geographic groups addressing client's needs in the different global regions. Additionally, we partner with a limited number of specialist firms to extend our reach into certain markets.

As individuals and as a team, we have worked in 114 countries; from 2003 the Hotel Solutions Partnership delivered assignments in each of Bali, Belgium, Ireland, Mongolia, Poland, South Korea, Spain and the UK. We are sensitive to cultural differences and diversity and this enriches our work.

The headquarters of Hotel Solutions Partnership is located in London. The partner offices of HotelPartners are located in additional offices in Prague, Bratislava, and Vienna.

About us

HotelsConsult.com Ltd. Prague, the CEE Partner for the effective way of developing your business, we come with flexible solutions.

From 2001, the HotelsConsult draws on a collection of 20+ skilled disciplines to help you maximize operations in your region. Our partnership clarifies the full assistance in *hotel matters* what shall meet the client's requirements on the field of planning, development, construction, innovation and strategic management in the Hospitality, Tourism and Leisure Sector.

We help with all specific requirements within our branch for a short term or long period of time. The technical brand experts are capable of producing helpful activity aimed at realization of construction engineering, cost management, and hotel technology services.

The HotelsConsult.com Company shares its business relations on the territory of Central-Eastern Europe with headquarters located in Prague, Czech Republic; we have additional offices in Bratislava-Slovak Republic, and in Vienna-Austria.

(M.Neumann, ex HSP Vice President 2011-2014)

Services in A-Z

We partner in following areas of expertise:

Asset management	Hotel contracts negotiation and valuation
Benchmarking performance	Hotel inspections
Balanced investment strategy	Hotel management depth interviews
Basic design supervision	Hotel standards and classification planning
CAPEX plan, pricing	Hotel start-up
Cash-Flow Forecast / 1 property	Innovation management
Cash-Flow Forecast / hotel portfolio	Investment consultancy
Coaching strategy	Investment credit support / Business Plan
Competitive Cluster	Investment credit support / ROI
Construction cost engineering	Hotel Forecast, ROI Valuation
Control system and pricing policy strategy	Investment credit support / Construction
Development strategy	Budget Appraisal
Due diligence operational and finance	Investment credit support / Project
Environmental site analysis	Concept introduction
E-Promotion and HTML creating	Management contract supervision
Equity and debt scenarios for bank	Profitability analysis of Mergers & Acquis.
EU Grants / Structural Funds in Tourism	Project supervision
Feasibility analysis of construction concept	Real estate appraisal
Feasibility analysis of the hotel profitability	Risk and sensitivity analysis for investor
Feasibility of investment	Risk sensitivity analysis processing
Fee structure analysis for investor	ROI valuation
Floor plan of hotel operational system	Short-term hotel management
Franchise relationship management	Site and environmental analysis
GOP valuation / 1property	Standard operating procedures
GOP valuation / hotel portfolio	Technical and financial supervising
GOP valuation for hotel franchisor	Technical, operational Due Diligence
Historical accounting data analysis	Tender management services
Historical PMS data analysis	Turn-key construction and FF&E pricing
Hospitality business intelligence	Turn-key construction pricing

At HotelsConsult.com, excellence in service providing is our principle goal; sharing of experience on best practice comes from the hotel management, from the business development of franchise corporations, from the project finance, and hotel pre-opening.

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