

VDA • telkonet  
corporate presentation

# 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, from consulting to engineering, to delivery and ongoing support of the completed project.

With around 1 million rooms installed in 50 countries and **more than 60 years of experience** and two 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:** 250+

**ROOMS:** 30,800+

**GUESTS:** 6,200,000+

## ASIA PACIFIC

**HOTELS:** 110+

**ROOMS:** 20,900+

**GUESTS:** 4,200,000+

## AMERICA

**HOTELS:** 4,000+

**ROOMS:** 700,000+

**GUESTS:** 140,000,000+

## MEA & AFRICA

**HOTELS:** 150+

**ROOMS:** 38,000+

**GUESTS:** 7,500,000+

our  
markets



**Hospitality**

**Military**

**Education**

**Healthcare**



# 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.

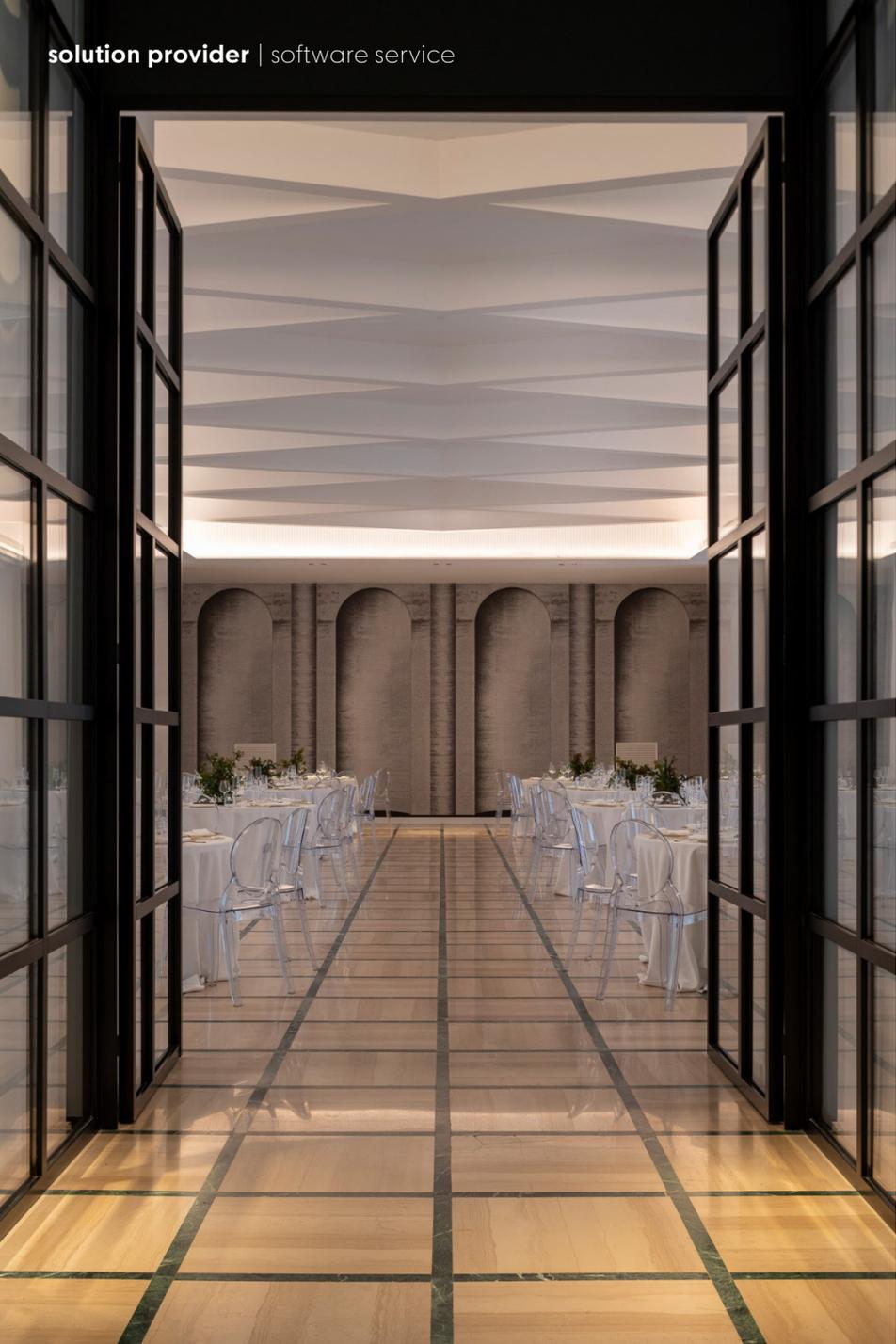
The installation phase of the project is entrusted to the **Project Manager**, who supports the customer in the set up and commissioning of the site, and acts as a liaison between the Project Engineer and the project stakeholders.

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).



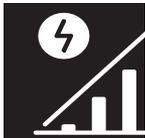
### **FLEXIBILITY & SCALABILITY**

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.

A photograph of a modern hotel room. A bed with white linens and a dark headboard is visible, along with a bedside table and a lamp. The room has a teal accent wall and a white door.

guest  
room  
management  
system



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.



## **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



**MANAGEMENT AND INTEGRATION LEVEL**



**AUTOMATION LEVEL**



**FIELD LEVEL**

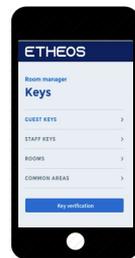
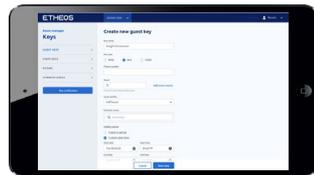


## WEB BASED USER INTERFACE

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.

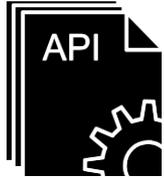
All updates, improvements, and new functions can be activated directly from VDA, and customers can always benefit from a new and perfectly efficient system.





## 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.



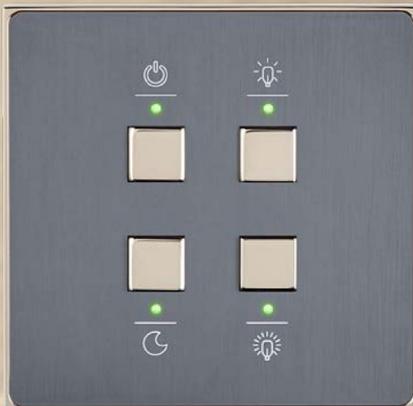
VDA

collections

# 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.



## 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.





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



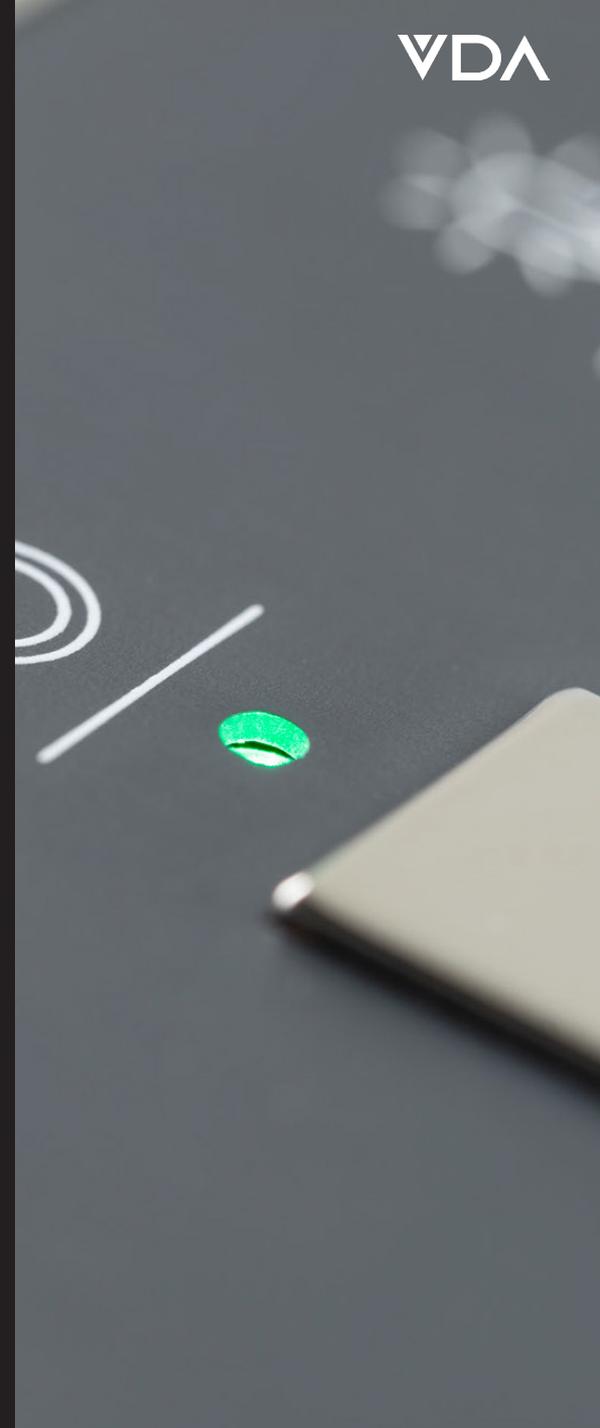
SMART SWITCH  
2+4 BUTTONS



SMART SWITCH  
4+2 BUTTONS



SMART SWITCH  
4+4 BUTTONS





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

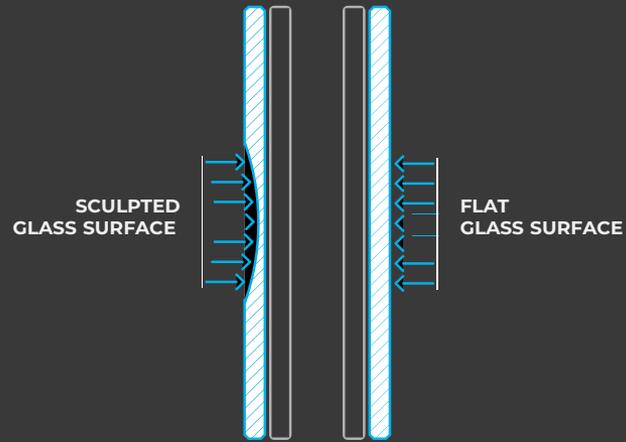
# VITRUM

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.





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CUSTOMISED LOGO



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STANDARD COLOURS



COLOURS PALETTE





CARD READER



CARD HOLDER



SMART SWITCH  
1 BUTTON



RFID 13.56MHZ  
READER + ROOM NUM.



SMART SWITCH  
2 BUTTONS



SMART SWITCH  
4 BUTTONS



CHROMOTHERAPY  
DEVICE



THERMOSTAT



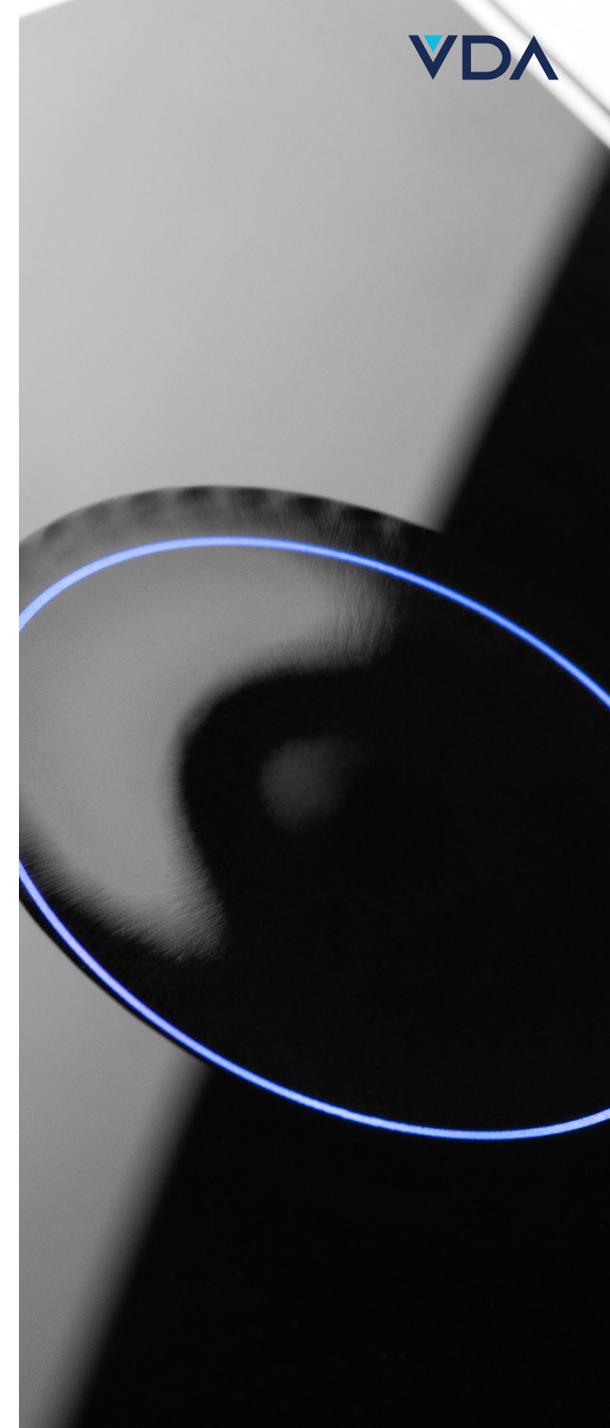
THERMOSTAT  
WITH PIR



THERMOSTAT + SMART SWITCH  
4 BUTTONS (COMBINED)



SMART SWITCH 4 BUTTONS  
+ SOCKETS (COMBINED)





Italian Standard



CARD READER



CARD HOLDER



SMART SWITCH  
1 BUTTON



SMART SWITCH  
2 BUTTONS



SMART SWITCH  
3 BUTTONS



SMART SWITCH  
4 BUTTONS



RFID 13.56MHZ  
READER + ROOM NUM.



SMART SWITCH  
6 BUTTONS



SMART SWITCH  
8 BUTTONS



CHROMOTHERAPY  
DEVICE



THERMOSTAT



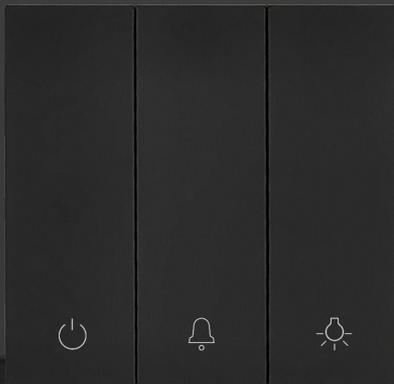
THERMOSTAT + SMART SWITCH  
6 BUTTONS (CONSOLE)

# 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

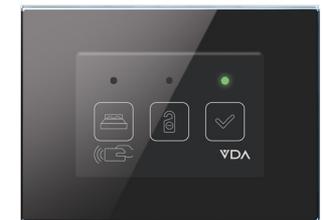
The Swing thermostat is the central element of the room and integrates with the occupancy sensor, preventing energy wastage when the guest leaves the room and forgets an RFID key in the internal card holder.

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.





# 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



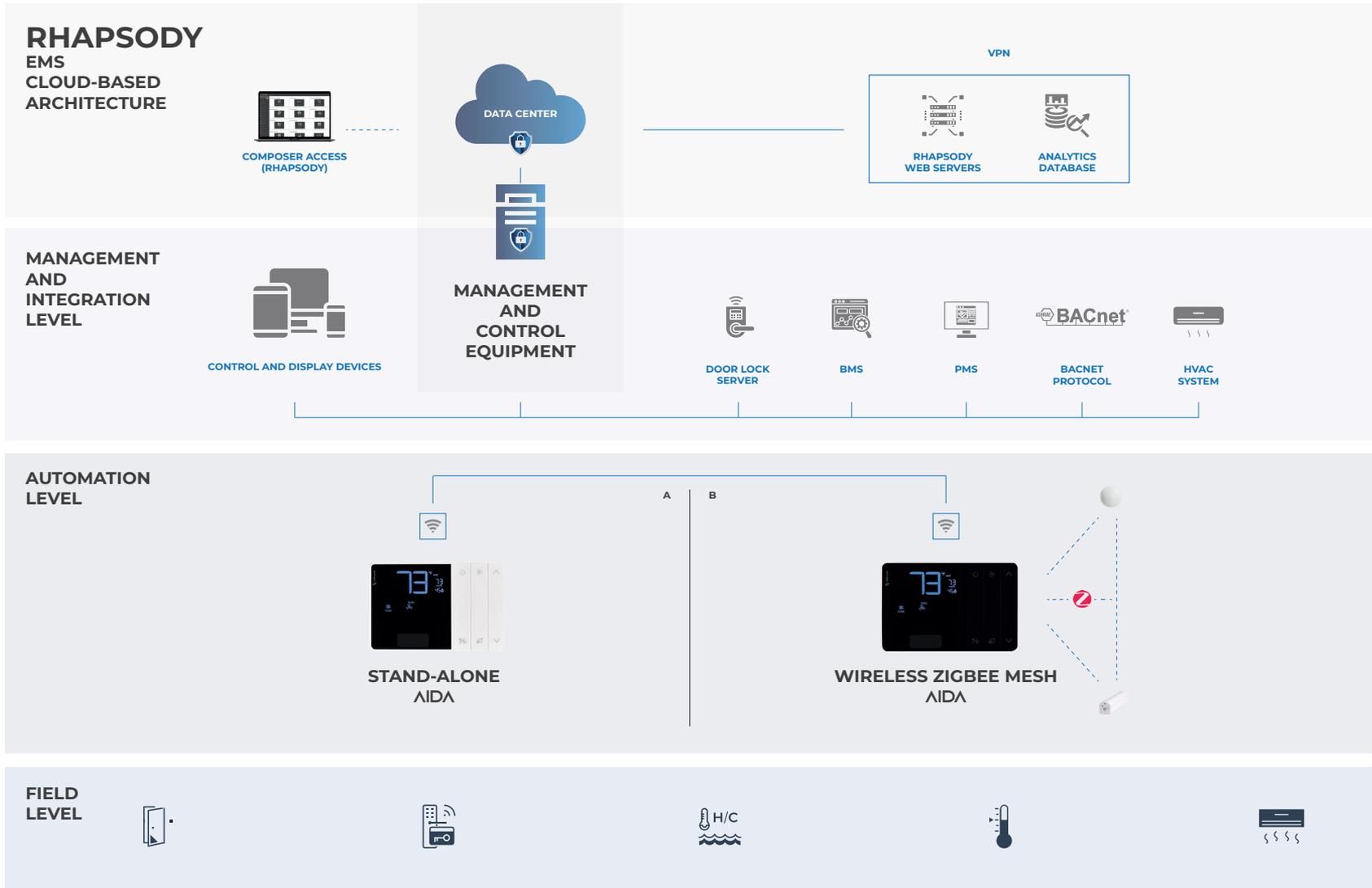
Telkonet, headquartered in Waukesha, Wisconsin, is an IoT innovator focused on **intelligent automation** and **Energy Management** through the use of individualized climate controls that enable guests to intelligently control energy usage in accordance with their preferences while reducing energy consumption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

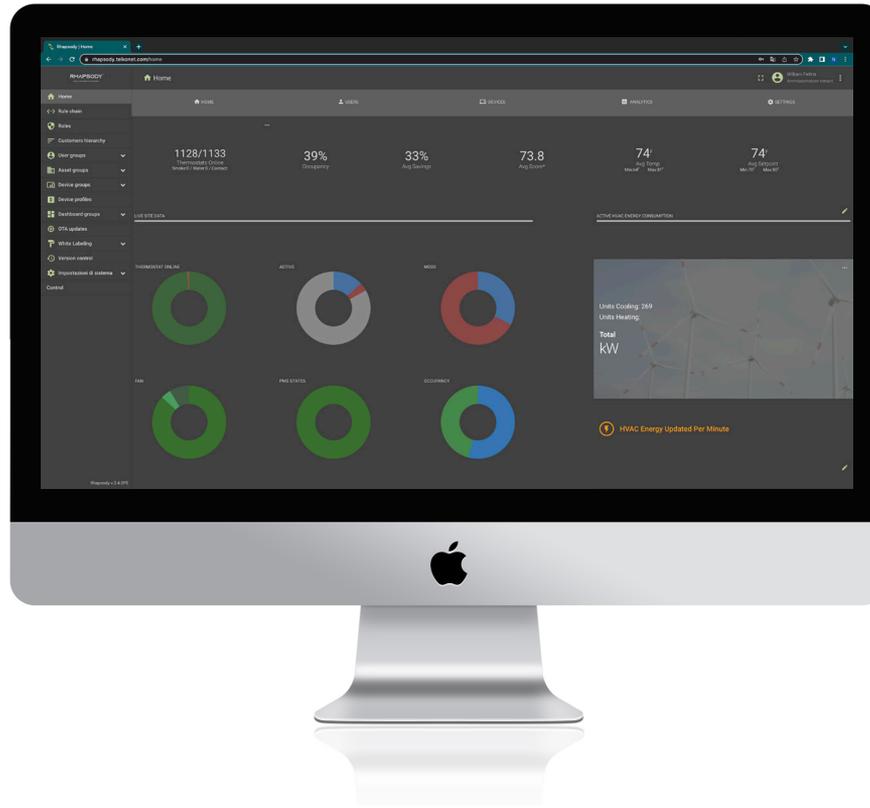
Telkonet was founded in 1999 and has successfully deployed **over 700,000 intelligent climate control devices** across more than 4,000 properties.



## RHAPSODY

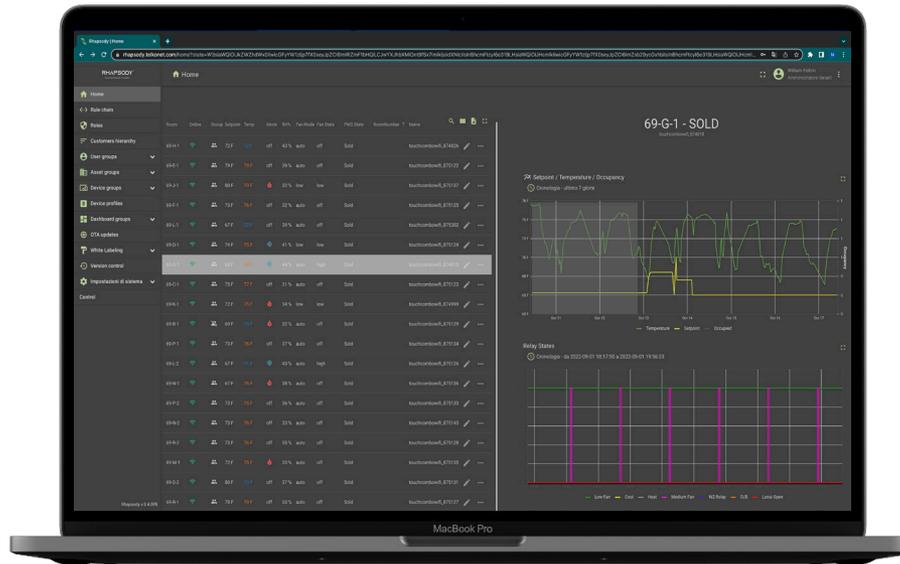
Rhapsody is Telkonet's second generation automation platform. Its innovative open-system technology enables it to integrate with the communication protocols your property already uses: Wi-Fi, Bluetooth, and Zigbee. System setup and network installation are quick and easy. And because it's Wi-Fi capable, 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.





## 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



 telkonet

# thermostats

# AIDA

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.





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.



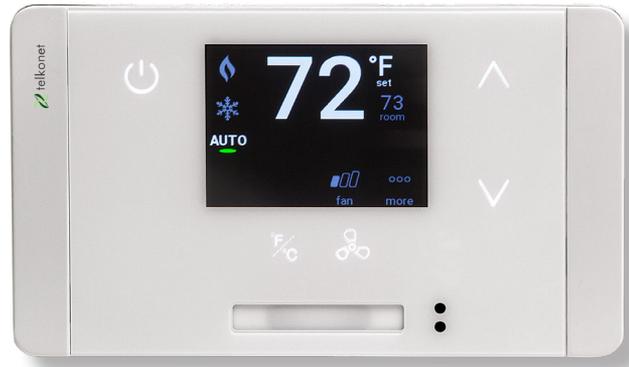
Aida is designed for energy efficiency at university housing, senior living, and multi-family facilities; essentially, all properties that already have a robust Wi-Fi infrastructure.

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

# 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.



**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



The project for New York University is an example of the company's ability to combine the efficiency of Energy Management with the achievement of concrete sustainability goals. The system has been designed primarily to adapt effectively to different types of buildings, each with varying thermal systems, operating costs, and consumption.

The EcoSmart technology installed in the 4,629 rooms of New York University resulted in an annual reduction of 2,737,304 kWh of energy consumption. Now that maintenance managers have access to EcoCentral, the platform that allows them to solve problems with a simple click.



**BUILDING**

NEW YORK UNIVERSITY

**COUNTRY**

NEW YORK, USA

**ROOMS**

4,629

**SYSTEM**

EMS

**ENERGY CONSUMPTION (ANNUAL REDUCTION)**

2,737,304 kWh

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