

Nexans



LAN Cabling Systems
Hotel Solutions

LANmark™

LANsense™

Building the right network infrastructure

For your guests

The hotel market is changing fast. Now, rather than a mini-bar or access to a health-club, the availability of high-speed wireless internet access and a wide variety of entertainment channels and services could be the key factor when booking a hotel room. So having the right network infrastructure might make the crucial difference between profit and loss.

For your business

As well as expanding the range of customer services, advanced technology can boost the operating efficiency of a hotel's total business environment, including property management systems and central reservation systems.

Accommodating new technology

The challenge for hotel developers, managers and their IT advisers is how to bring existing multiple legacy infrastructures for different systems (telephone,

data, video etc) and diverse outlets (reception, guest rooms, restaurant, spa, meeting rooms) up to the latest standards. This is vital to exploit the new convergent technologies such as high-speed broadband, voice over IP and secure wireless services.

Well connected

That's where Nexans comes in. As a world leader in LAN cable and structured cabling solutions we work as part of your team to develop and install the ideal tailor-made infrastructure for your hotel or conference venue. One that is both cost-effective on initial purchase and delivers the maximum return on your investment. We can help with:

- Structured cabling expertise – one network infrastructure covers the whole hotel for voice and data requirements including secure wireless access
- Smart buildings – preparing the building to exploit new IP based integrated smart building

control and security systems, for energy saving and centralised building management

- Comprehensive service – design, delivery, installation and commissioning with minimum possible disruption to the normal hotel routine
- Flexibility – from refurbishment of a single hotel to international roll out programmes for major chains
- Full support and extensive parts and labour warranty.



Nexans cabling solutions



Multiple technologies

The Nexans range includes:

- LANmark copper offering high speed performance with backwards compatibility
- LANmark-OF fibre solutions – ideal for high bandwidth backbone connections
- Complete range of accessories
- Power over LAN devices suitable for powering IP telephones, IP cameras and wireless access points
- LANsense Intelligent Infrastructure Management (IIM) solutions to provide reduced ownership costs – particularly when IT services are managed remotely from a central location

Secure wireless

In addition to passive cabling systems, Nexans also provides secure multi-service wireless network facilities that help hotels expand customer services and improve operating efficiency.

Flexible approach

Our flexible approach enables us to work efficiently on every size and type of project, with coordination by a

dedicated key account management structure.

We are happy to work as part of a project team with other suppliers and consultants to deliver the optimum solution.

Installation partners

Once the optimum solution is identified, we work as a team with our global network of fully trained and approved installation partners who are familiar with working in hotels and understand how to minimise disturbance to guests.

Network audit

Establishing what infrastructure is already in place and identifying potential bottlenecks is a vital step in the process. Nexans' audit service provides an expert overview that helps you direct investment for maximum benefit.

Warranty

Our cabling systems come with a comprehensive support package and extensive parts and labour guarantees direct to the end user to provide peace of mind well into the future.



Hospitality track record - recent major Nexans projects

SAS Radisson, St.Gallen, Switzerland

The new four-star SAS Radisson, St.Gallen hotel and integrated casino is the international chain's third venture in Switzerland. The hotel, dedicated to business and conferences, provides a modern infrastructure for conference events.

To equip the rooms, conference facilities and offices, the contractor Atel Elektrosanitär AG, a Nexans

installation partner, has installed universal building cabling using Nexans LANmark products comprising: fibre optic backbone connections; LANmark-6 UTP copper cables; LANmark-6 RJ45 snap-in connectors; LANmark-6 patch panels and cords.

Sheraton, Tirana, Albania

The new 151 room Sheraton Tirana Hotel and Towers is the first and only five-star hotel in Albania. Information Business Solutions, the local Nexans installation partner, has implemented a complete LANmark infrastructure solution with 1500 nodes. The system comprises: Fibre Optic backbone; LANmark-5 UTP copper cables; LANmark-5 patchcords.

Middle East

Nexans LANmark copper and fibre optic cabling products have been installed in a number of prestigious five-star hotel projects in the Middle East including:

- Bab Al Shams Hotel, Endurance City, UAE
- Le Meridien, Kuwait City
- Le Meridien, Al-Khobar, Saudi Arabia
- Le Meridien, Jeddah, Saudi Arabia
- Sheraton - Amman, Jordan



G l o b a l e x p e r t i n c a b l e s a n d c a b l i n g
s y s t e m s

For more information contact:
Nexans Cabling Solutions, Alsebergsteeweg 2, b3
1501 Buizingen, Belgium

info.ncs@nexans.com
Tel.: + 32 2 363 38 00 - Fax: + 32 2 365 09 99
www.nexans.com/ncs