“Today’s guest expects different standards from a hotel room than they did as recently as 10 years ago. This refurbishment was undertaken not only to meet those requirements, but to future-proof our hotel for many years to come.”

– Hansjörg Hefel, General Manager of the Frankfurt Marriott Hotel.

Background:
The Marriott Hotel in Frankfurt wanted to refurbish its 588 rooms to ensure that they can meet the expectations of today’s guest by bringing in the latest in lighting and light control technology to deliver significant energy and cost savings, as well as an improved user experience.

The challenge:
Key to the refurbishment was the need for the hotel to continue day-to-day operation with minimal impact on guests. When it came to the lighting, the team at the Frankfurt Marriott Hotel wanted to incorporate increased lighting control throughout each of the bedrooms, including full room control from the bed area, as well as the entrance way. Conventional switch installation was tricky as each room’s wiring ran back to centralised cabinets and due to newly installed ceilings; some of these were covered, which made them difficult to access.
The results:
As a result of the wireless nature of Lutron’s latest retrofit light control solution, Energi TriPak, it was possible to fit out the entire 588 rooms with minimal noise and disturbance. This avoided any loss of customer bookings and meant the project was completed 15% faster than with standard switches. Also, as the fabric of the room was untouched, no redecoration costs were incurred.

As a result of the installation, the following savings were achieved:
• Avoided loss of revenue of approximately €600,000 (£518,325)
• Redecoration savings of €499,800 (£431,465)
• In total, savings of almost €1.1m (£950,486) in comparison to a regular installation with standard switches