

# The Marriott Hotel

## Frankfurt, Germany



*“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 wireless nature of Lutron's Energi TriPak solution enables retrofits to be carried out with no disruption to guests



With no output wires and simple screws, Lutron's Energi TriPak solution can reduce installation times by 70% over wired equivalents and avoid redecoration costs



Energi TriPak communicates wirelessly to load controllers that then switch, dim or integrate allowing for an enhanced guest experience

## The solution:

Thanks to Energi TriPak®, building services engineering company, MJD, was able to replace the existing light switches with the wireless retrofit solution in under 30 minutes in each room. Each room was retrofitted with three Lutron PowPak; one in the suspended ceiling in the bathroom, another in the AC box at the entrance to the room and a final one underneath the bed (to enable wiring to the floor lamp). Three Lutron Pico keypads were used to replace the existing light switches. The Pico® controllers were programmed to talk to one or more of the PowPak wirelessly.

## 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

<b>Client:</b>	The Marriott Hotel, Frankfurt, Germany
<b>Lighting Project:</b>	MJD and VITEC
<b>Photography:</b>	Lutron and The Marriott Hotel, Frankfurt, Germany
<b>Lutron Products:</b>	Lutron's Energi TriPak retrofit solution

©2013 Lutron Electronics Co., Inc. Made and printed in the U.K. 2013. P/N 368-3320/EA REV A