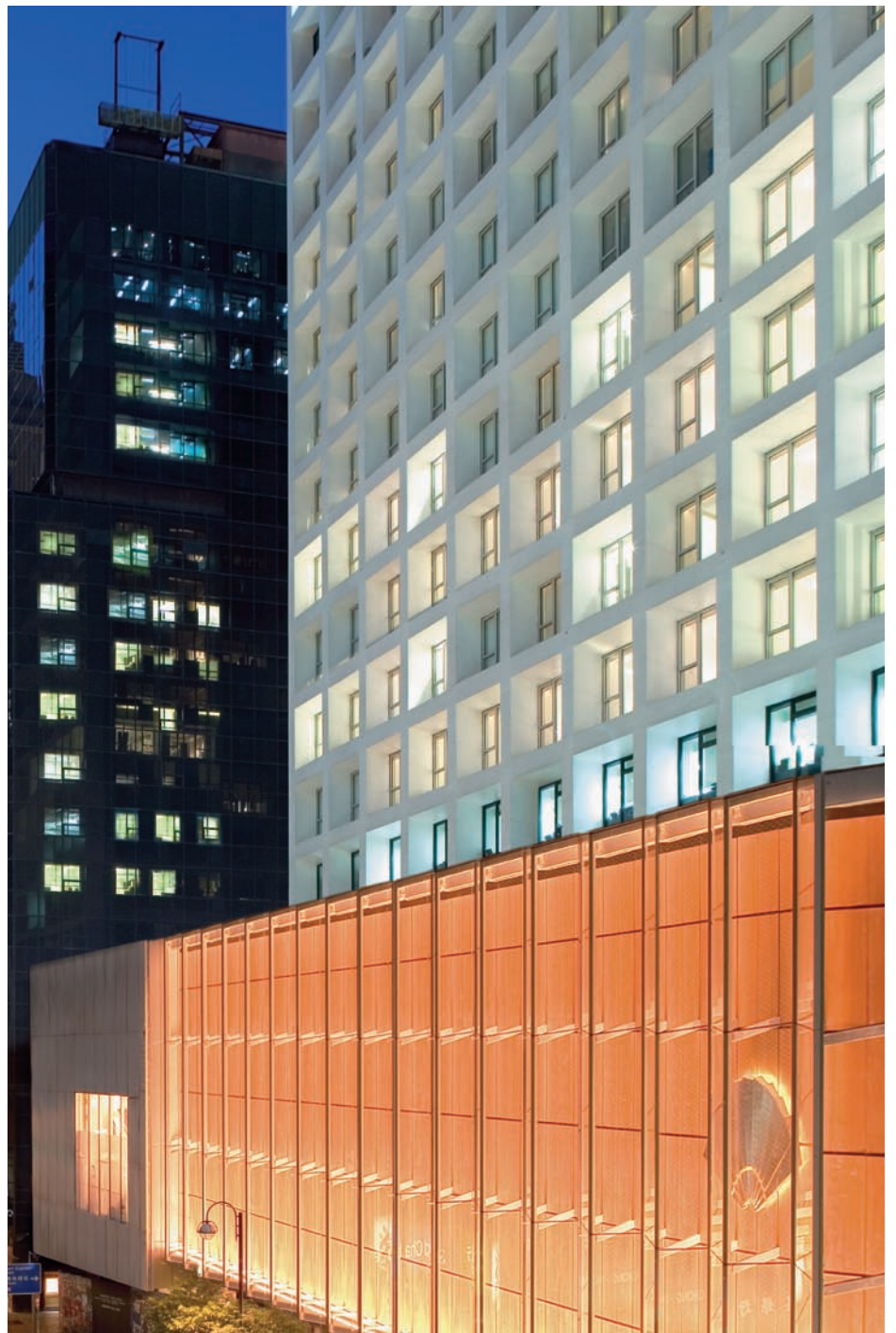


THE LANDMARK MANDARIN ORIENTAL

HONG KONG

Clipsal Hotel Solution

Case Study



Integration of Sophistication and Simplicity

The Landmark Mandarin Oriental is a 5 Star Ultra-Luxury Hotel designed for the discerning traveller. The functionality of each of its 113 ultra-modern rooms has been carefully designed, furnished and structured to seamlessly integrate with INNCOM (Mandarin Oriental Hotel Group's partner in Smart In-Room System).

The hotel offers some of the largest rooms in Asia showcasing the full spectrum of luxury and design aesthetics. With the implementation of Clipsal's intuitive lighting, control and management system, The Landmark Mandarin Oriental reaffirms its status as Hong Kong's most sought after, award-winning hotel.

Fulfilling the Client's Requirements

The solution called for a seamless integration with the Hotel's present standard of technologically advanced and stylish facilities to satisfy the diverse needs of its exclusive clientele and also based on the following indications:

- A reliable and reputable lighting control system for public dimming areas and in-room lighting control.
- Reliable structured cabling solutions were required for the entire building while complementing its revolutionary in-room entertainment system as well as meeting and banqueting facilities.
- In line with the Client's philosophy of "form followed by function" to encapsulate the essence of aesthetics, intuition and sophistication. The lighting controls must be simple to use and easy to maintain.
- An integrated lighting control and management system for public areas and guest room control system that can be integrated with INNCOM to achieve remote monitoring and management for better energy savings. It must include a built-in flexibility to accommodate future upgrading.
- Ensure a consistent and flexible system that can be shared, deployed across Mandarin Oriental Hotel Group (MOHG) hotels around the world for a consistent and familiar guest experience, and reflect the up-market brand image of the Group.





An Outstanding Hotel Solution

The objective of the project is to provide the client with a dependable energy efficient lighting control solution that is capable of a high level interface with INNCOM Guestroom Management System, banquet halls, meeting rooms, restaurants and the spa.

Ultimately, the award winning Clipsal Hotel Solution was selected to implement its C-Bus Lighting Control System for public areas, the EZinstall lighting solution for guestrooms, Clipsal Datacomms for structured cabling system and Clipsal electrical accessories to complement and complete other areas in the hotel. Clipsal ULTI, NEO C-Metro and C-Cosmo ranges were used throughout the hotel to compliment the aesthetics and décor of the space.

With the successful deployment and integration experience with INNCOM on The Landmark Mandarin Oriental, which were completed in September 2006, Clipsal now has set the standard for all future Mandarin Oriental development throughout the world.

A memorable & enjoyable stay for Guests

- Sophisticated and intuitive lighting control creates a variety of scene and ambience to suit guests' moods.
- Bedside one-touch control for guests to control curtains and lighting.
- Automated "Make-Up Room", "Do Not Disturb" & "Butler Paging" services add to more convenience and enjoyment for guests.
- Integrated calls for efficient internal & external communication.

Improved efficiency & savings for Client

- C-Bus is selected as the preferred lighting control system for the hotels ballrooms, banquet halls, meeting rooms, restaurants and cafes, spa and lobby because it is a distributed and intelligent control system that control and manage lighting, temperature, architecture dimming, high power switching and demand shedding. C-Bus also reduces the amount of cabling and installation time, while saving energy in the long run.
- Customizable on-line control of guestrooms based on occupancy status allows better service and energy savings.
- Scheduled lighting & dimming, together with pre-programmed scenes throughout the hotel saves electricity and life span of bulbs.
- An adaptable and future proof automation solution that is fully compatible with all light sources.
- Easy-to-use system makes remote control and management of the lighting in all public areas simpler and more efficient.
- Innovative and aesthetically beautiful lighting controls enhance service satisfaction within the rooms, the public areas and throughout the hotel.
- Category 5e & 6 Structured Cabling System deliver a high performance and reliable data communication system.

Automated Hotel Lighting Control

Based on the vast space and numerous lighting circuits, Clipsal C-Bus Lighting & Control Management System is able to effortlessly manage and monitor the light circuits throughout the Hotel. The locations include Ground Floor Entrance Lobby, Ground Floor Café & Bar, First Floor Reception/Member Club, Fifth Floor & Sixth Floor Spa, Seventh Floor Restaurant/Lounge, Seventh Floor Private Dining Rooms & Meeting Rooms and Ballroom. Intelligent NEO switches were used as key input units for lighting control and C-Cosmo electrical accessories were deployed for back-room use.

Benefits

- Pre-programmed automated lighting schedules – low maintenance & reduced energy consumption.
- Each area is separated into independent zones with individual lighting scenes, enabling the different lighting scenes to be recalled for each of the zones.
- On-line control is easy to manage and designed to minimise and eliminate human errors.
- More efficient operational control along with cost and labour savings.
- Technologically advanced lighting & control to impress and enhance the hotel experience for guests.



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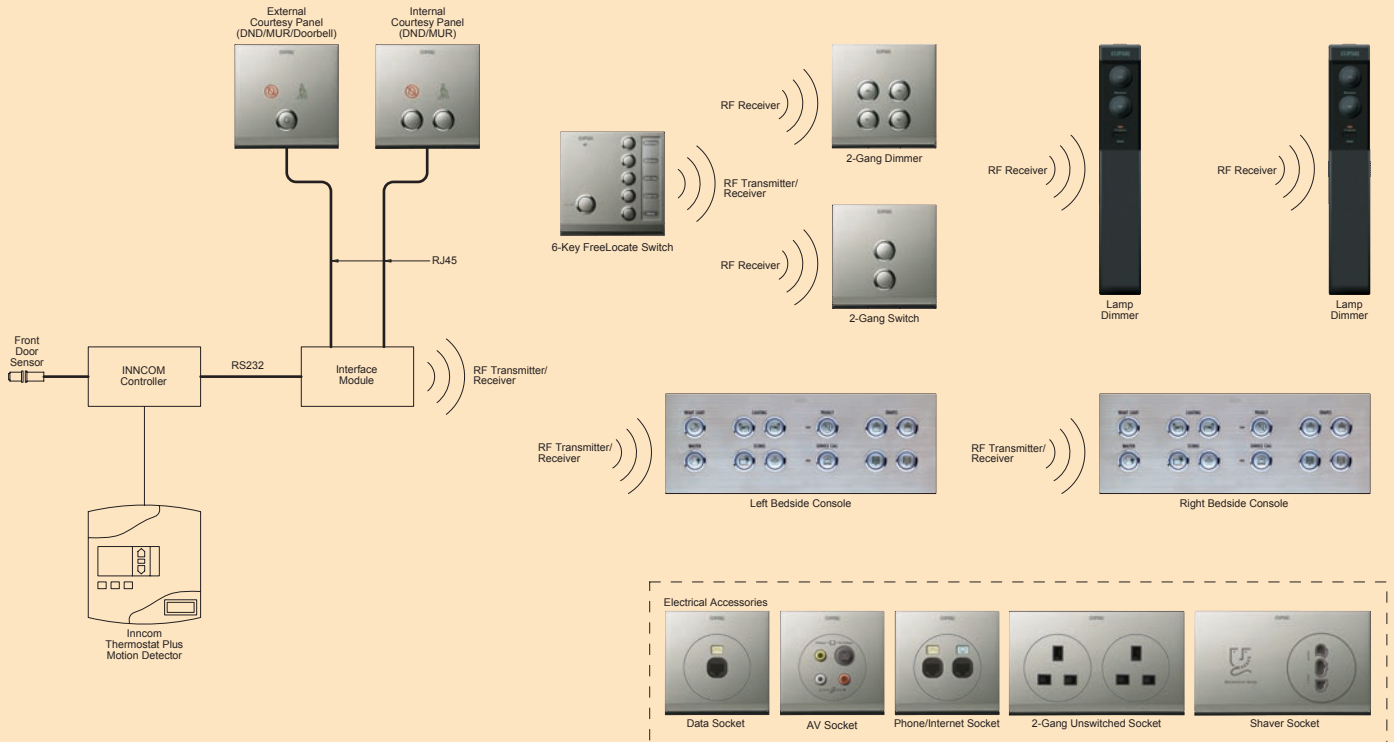


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Guestrooms Lighting & Control Solution



The ULTI guestroom control system powered by EZinstall technology provides easy execution of lighting and services, all within one touch of a button for dimming, curtains and scenes recall.

Details & Benefits

- The rooms are equipped with Clipsal Guestroom Solution that controls lighting, curtains, courtesy panels & bedside panels. The solution can be seamlessly integrated with INNCOM system via RS232 for remote management of all rooms.
- ULTI switches and dimmers, powered by EZinstall are used in the rooms. EZinstall technology is

wireless and does not require extensive installation nor expense to operate and maintain.

- ULTI FreeLocate Switch is also used for multi-way switching that works in parallel with switches and dimmers from around the room on individual wall mounted frames.
- Complete lighting control including all lights such as lamps, night & reading lights and others are controlled by EZinstall Lamp Dimmers that are connected to the Guest Room Control System using wireless technology.
- Automated room services enhance guests' experience and increase staff efficiency.

- With INNCOM integration EZinstall lighting solution automatically activates a welcome scene when guests step into the room.
- The ULTI range of electrical accessories, data and TV outlets are used throughout the room to match the style and décor of the room.
- ULTI switches, dimmers and bedside panels feature programmable LED backlight to assist guests in the dark.
- Tight integration with INNCOM system ensures full energy conservation for room occupancy monitoring. In case of network failure, the rooms continue to operate and function independent of the network with no guest disturbance.

Broadband Connectivity & Ethernet Backbone System

The Landmark Mandarin Oriental required a structured cabling system that can connect with different equipment such as shared network for PCs and printers, AV cabling, telecommunication, data communication, data centre & computer room facilities. Clipsal deployed its Category 5e & 6 Structured Cabling Solution to provide an ethernet backbone system for the 1,400 voice and data ports throughout the hotel.

In addition, Clipsal Hotel Solution also enables broadband services into the rooms for IP phone, Pay TV system & High Speed internet access. These services and facilities are enabled by Clipsal Home Connect system (CHC) which consolidates data, voice and video signals into a single hub and makes it easy

and flexible to manage under a small scale structured cabling system.

Benefits

- Peace of mind for customer that the network will perform to link, channel and application requirements as Clipsal structured cabling products are in compliance with international standards.
- Modular design allows flexibility for future add-ons or modifications.
- Convenient and affordable in future renovation.
- Simple to expand the structured cabling system.
- Compact size allows easy access to service/trouble-shoot and execute hardware upgrades without interrupting the guests.



AUSTRALIA

Tel: +618 8269 0511
Fax: +618 8340 1724 / 8436 1678

CHINA

Tel: +86 021 6132 1288
Fax: +86 021 6350 0055

HONG KONG

Tel: +852 2487 0261
Fax: +852 2487 0110

INDIA

Tel: +91 11 4159 0000
Fax: +91 11 4167 8010 / 4167 8011

INDONESIA

Tel: +62 21 630 6430
Fax: +62 21 631 6279

KOREA

Tel: +82 2 1588 2630
Fax: +82 2 2631 5268

MALAYSIA

Tel: +603 5519 1111
Fax: +603 5519 4378

NEW ZEALAND

Tel: +64 9 576 3403
Fax: +64 9 576 1015

PAKISTAN

Tel: +92 21 506 7278
Fax: +92 21 506 3369

PHILIPPINES

Tel: +632 896 6063
Fax: +632 896 7229

SINGAPORE

Tel: +65 6415 3232 / 3233
Fax: +65 6415 3289

SOUTH AFRICA

Tel: +27 11 254 6400
Fax: +27 11 254 6640

SRI LANKA

Tel: +94 112 343 512 / 114 737 702
Fax: +94 114 724 054

TAIWAN

Tel: +886 2 8751 6388
Fax: +886 2 8751 6389

THAILAND

Tel: +662 952 5338-42
Fax: +662 952 5337

UNITED ARAB EMIRATES

Tel: +971 6 5570 777
Fax: +971 6 5570 333

VIETNAM

Tel: +84 8 810 8773
Fax: +84 8 810 8776

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