

## XN Hotel Systems consolidate India operations

Xn Hotel Systems, who offer a range of leading business applications and electronic booking services to the global hotel industry, entered the Indian hospitality technology market in 2008 through its Delhi-based subsidiary, Xn Hotel Systems (India) Pvt. Ltd. To address the growth of its client base, the company is now in the process of expanding its service network with additional staff and a service presence also planned for Southern India. "In India, we have recently signed our fifth centralised, multi-property PMS contract. Each group has been moving ahead with their planned expansion. Our initial client, Lemon Tree Hotels and associated Red Fox Hotels today have 13 operating properties using the Protel Multi-Property Edition", says Greg Spicer, Chief Executive Officer, Xn Hotel Systems. "In addition, we are also pleased to announce an in-principle agreement with Movenpick Hotels, with the first installation planned for their upcoming maiden India hotel in

Bangalore", he added. Xn Hotel Systems believes the Indian hotel market can benefit strongly from efficiencies gained from centralised enterprise-wide applications and de-layered business processes. "Global projects conducted by the company over the last 9 years have shown that application centralisation is one of the most powerful ways to magnify the payback of new technology investments." Its main product-line is Protel Multi-Property Edition (MPE) from Dortmund-based protel hotelsoftware gmbH. Protel's hotel management systems are now installed in 60 countries in 5,500+ hotels. Having entered the Indian market with an aim to form strategic client partnerships with progressive hotel companies, Xn Hotel Systems also



understands the need to help hoteliers in India achieve the twin goals of operating cost savings and long term competitive advantage by enabling service differentiation. Technology can be an effective enabler of such business objectives, which can only be achieved through application centralisation. Centralised applications and databases

offer unique efficiencies for managing group-wide yield management, single-image global profiles, refining and engineering rate-mix and achieving rationalisation of back-office functions such as reservations, administration, etc.

Speaking on the initial success of the India operations, Sanjay Verma, Country Sales Manager, Xn Hotel Systems India said,

"We are very happy to see the emergence of young, fast-growing hotel chains in India adopting Xn Hotel Systems applications.

We plan to continue to grow our brand and client base by providing good service and business advantage, with solutions tailored to suit each chain's particular requirements."

He added, "Xn are particularly pleased with the signing on of the Mumbai based Citrus group who already have properties operational in 5 major cities and have plans to add 2000 rooms in the coming years."

Xn Hotel Systems Ltd. is a global technology services group specialized in the supply and support of highly scalable business applications and electronic booking services. Their systems and services can be implemented either as component parts of an overall business solution, or as a total solution portfolio, comprising the Protel Property Management system, Xn dotPOS Point-of-Sale system, XN global-RES GDS/Web-based booking services and LeisurePoint Membership/Loyalty Management solutions. Driven by the organic growth of the client base, Xn Hotel Systems has recently expanded its global sales, marketing and operational presence by opening an office in Delhi, India. Clients in 12 countries are currently supported from regional offices located in major cities within the UK, Australia, Singapore, Malaysia, Hong Kong and USA.

### ITC Hotels, Mumbai, certified as LEED Platinum Hotel

ITC Hotels, Mumbai have been certified as a LEED Platinum hotel. Developed by the U.S. Green Building Council (USGBC), LEED is an internationally recognized green building certification system that encourages and accelerates global adoption of sustainable green building and development.

ITC Hotels Mumbai are the only hotels in Mumbai to be conferred with this commendable achievement. Over the years, the hotel has introduced a bevy of green initiatives like the pioneering concept of Green Banqueting - a sustainable business practice aiming to reduce carbon footprints. ITC Maratha and ITC Grand Central, have undertaken projects to use renewable energy like wind energy; 80 per cent of the energy used by ITC Maratha is from renewable energy with more than 50 per cent of it is being generated from wind energy.

In addition to this, a state-of-the-art terrace rainwater harvesting plant is being created to successfully carry out roof rainwater harvesting. ITC Hotels, Mumbai also house Sewage Treatment Plants and Organic Waste Converters within their premises to ensure zero waste discharge. Further to this, both the hotels have successfully carried out the Linen change initiative wherein they encourage guests to reuse the good side of linen to save water.

"At ITC Hotels, Mumbai, conservation of resources and the protection of environment have always been an ongoing commitment. It has been our endeavour to constantly introduce strategies that offer innovative solutions to ecological problems. And a prestigious accolade like the LEED certification indeed inspires us to initiate greater sustainable practices", says D. Kavarana, Area Manager-West & General Manager, ITC Maratha. He further adds, "With recognition comes more responsibility and we now have an even bigger responsibility in not just spreading the message of energy conservation but to inculcate green practices beyond the set standards."