

## Nexans and X-ART: future-proofing **Hyatt Place Yerevan**



Hyatt Place Yerevan aims to set itself apart from other hotels in the Armenian capital by providing the highest level of service and quality. A recently installed network built on Nexans Cat.6 copper and SM and MM fibre cabling solutions is helping the hotel do just that.

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The Hyatt Place Yerevan provides top hospitality and high-tech services for business and leisure guests. The hotel offers 95 spacious guest rooms and suites. Catering to the needs of today’s traveller, each of these offers the latest amenities and facilities. Features include high-speed Wi-Fi Internet access throughout the hotel and an ‘e-room’ with two stations on the ground floor.

### **Single core network**

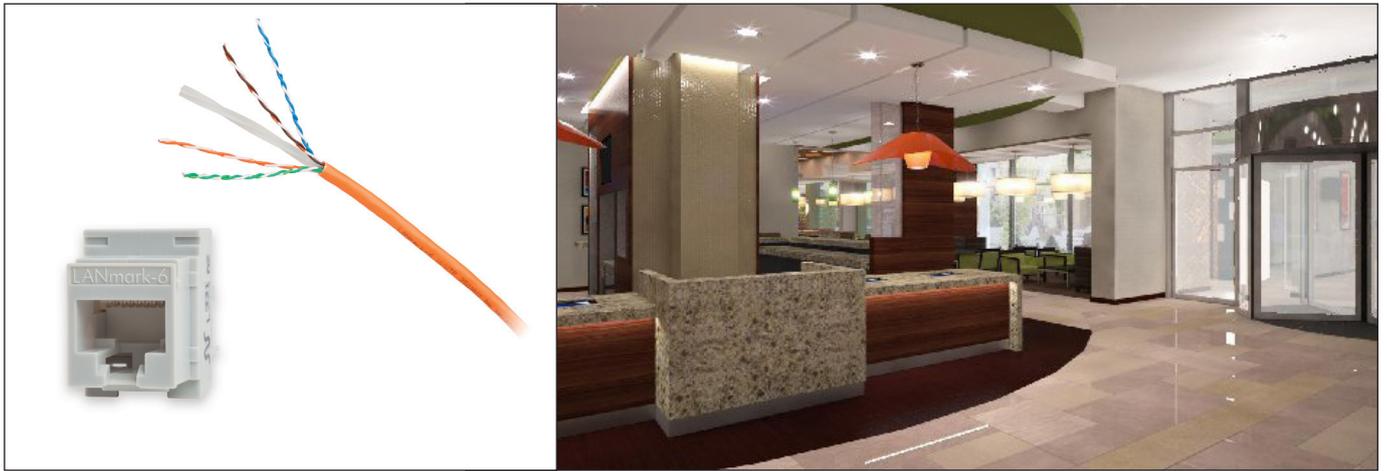
“The hotel wanted to offer clients a number of new services, whilst also allowing their existing systems and processes to run more efficiently,” explains Khachatur Sargsyan Network Solutions Manager with Armenian distributor X-ART, who played a key role in installing and implementing the network. “The Hotel aims to provide a selection of highly reliable products, based on fully-redundant Guest and BOH core systems and high-speed Internet access. Different functions are now converged onto a single network. This consists of 450 copper and 100 fibre ports as well as around 70 wireless access points. This controller-based wireless solution makes it possible to unify Internet access and Telephony systems. We used Cat.6 copper solution for the horizontal cabling as well as LANmark-OF OM3 multimode fibre system from Nexans, the sole cabling supplier on this project. With LANmark-6, we can provide sufficient bandwidth to accommodate today’s hardware and software requirements, as well as those in the foreseeable future.”

More and more professionals rely on new and ‘smart’ ways of working, which means they need to access documents and applications anywhere, anytime. Business traveler expect fast, unfailing WiFi, TV, telephony and other advanced services. The quality of service should be flawless - even if the hotel is fully booked.

### **Future-proof solution**

“Today, structured cabling enables high speed wireless internet and IP-based telephony for guests, and the hotel’s servers, smoke detectors and surveillance system cameras also run on the network. The infrastructure allows for the addition of new, even more sophisticated functions in the future. Current TVs are connected with ‘traditional’ coax and SCART cabling, for example, but Hyatt is looking into introducing IPTV-based services in all rooms. Basically, the hotel can keep introducing new services and functionalities by replacing front-end equipment or adding new software. A very future-proof solution! A solid structured cabling backbone allows the hotel to provide fast, reliable internet access and telephony but can also accommodate IPTV, on-demand services, building management systems and facility management functionality.”

“The hotel building wasn’t originally constructed to function as a hotel and needed to undergo extensive reconstruction, in order to meet Hyatt’s high standards - which it now does. We had to work within severe limitations imposed by the architecture. However, it was fairly easy to create the solution we wanted with Nexans cabling. The limitations for engineering systems were mainly imposed by ‘compact’ and narrow sections, which were not initially designed with the intention to accommodate all modern engineering solutions, required to meet current life safety and IT standards. The tolerance and bend radius are very high and Nexans’ products were far more compact than those of competitors. Thanks to the use of smaller cables, we could run the network through some very narrow sections of the building. Of course, all works had to be carried out without inconveniencing the guests, which precluded any major rebuilding or construction activity.”



## More than happy

"With these large projects, it can sometimes be difficult to put together a complete overview of the client's technical and other requirements. However, the Hyatt team were very well prepared and gave us a very clear definition of what they needed. Future cooperations are already in the pipeline. For X-ART, this has been a great pilot project, which has allowed us to find out how integrated structured cabling solution can act as an important differentiator for the hospitality sector."

"We were happy with the end result!" says Igor Jovovic, General Manager Hyatt Place Yerevan. "Not only with the quality of the work, but also with the performance of this seamless infrastructure solution. We were also pleasantly surprised by the total cost. Hyatt pays a great deal of attention to introducing services that make a real difference to guest, and has a reputation to uphold in that area. In 2013, Hyatt Place Yerevan was named 'Highest in Guest Satisfaction Among Upscale Hotel Chains' by J.D. Power, for example. Incorporating an advanced infrastructure that helps us offer such services whilst also allowing us to run our own processes more smoothly plays an important part in this respect."

In the hospitality industry, customer satisfaction and service excellence possibly play a more important role than in any other sector. Increasingly, bookings depend on word-of-mouth, social media and online reviews. In turn, these are a direct result of customer satisfaction. Providing services for which leisure and business travellers have a real need is essential to achieving this - which is exactly what Nexans and X-Art have made possible.

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General Manager Hyatt Place  
Yerevan

## About Nexans

Nexans brings energy to life through an extensive range of cables and cabling solutions that deliver increased performance for our worldwide customers. Nexans' teams are committed to a partnership approach that supports customers in four main business areas: Power transmission and distribution (submarine and land), Energy resources (Oil & Gas, Mining and Renewables), Transportation (Road, Rail, Air, Sea) and Building (Commercial, Residential and Data Centers). Nexans' strategy is founded on continuous innovation in products, solutions and services, employee development, customer training and the introduction of safe, low-environmental-impact industrial processes.

In 2013, Nexans became the first cable player to create a Foundation to introduce sustained initiatives for access to energy for disadvantaged communities worldwide.

We have an industrial presence in 40 countries and commercial activities worldwide, employing close to 26,000 people and generating sales in 2013 of nearly 6.7 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

For more information, please consult: [www.nexans.com](http://www.nexans.com)

In the field of LAN Cabling Systems, Nexans Cabling Solutions offer a complete range of products and value added services providing improved reliability and reduced cost of ownership for Network Managers, together with faster installation times for installers.

In addition to LANmark brand cabling systems, Nexans also specialises in LANsense Intelligent Infrastructure Management (IIM) products including Environmental Monitoring and Access Control (EMAC) devices.

Nexans offers an unrivalled choice of LAN infrastructure solutions to a global customer based through an extensive network of regional offices and Key Account Management team.



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