



19 25
CHAMPNEYS
HEALTH SPA

LEISURE RESORT
Holiday Homes and Lodge Parks

ATLANTIC
HOUSE

HOAR CROSS HALL



**Hotel TV**
COMPANY

Case Studies & Testimonials...

There's no need to ask us about our passion and service. Have a read for yourself at what a few of our clients have got to say about us.

HOTELS | HEALTHCARE | PUBS & BARS | RESTAURANTS

www.hoteltvcompany.co.uk

Contents

WHO ARE WE	3
CASE STUDIES	4
<i>Champneys Health & Spa</i>	4
<i>Atlantic House Hotel</i>	6
<i>Study Inn Nottingham</i>	8
<i>Leisure Resorts - Aysgarth Park</i>	10
<i>Hogs Head Golf Club</i>	12
<i>Hoar Cross Hall Hotel</i>	14
<i>The Tongue Hotel</i>	16

Who are we...

Hotel TV Company is a specialist supplier & system integrator of the latest Hospitality TVs, TV Systems, In-Room Entertainment and other technology solutions for the hospitality sector. Our mission is to help hotels and hospitality businesses grow through integrated in-room technology. Whether it's a small hotel, B&B or a large hotel chain, our tailored solutions are guaranteed to help you increase guest satisfaction and generate more guest in-room spend.

Our close partnership with leading TV manufacturers, such as Samsung, Philips, LG and Sony, and software developers, have enabled us to offer our customers high-end TV solutions, tailored specifically to their needs and on very competitive prices. Our TV systems are compatible with all major hospitality TV brands and come with a range of interactive features, depending on your choice of platform.



NATIONWIDE INSTALLATIONS

Our specialist engineers can undertake installations at any location across the UK & Ireland



IN-HOUSE SYSTEM DESIGN

Our designers are on hand to customise your TV system to ensure maximised results whilst keeping your pages on brand



FLEXIBLE PAYMENT OPTIONS

We can offer a range of tailored lease finance options to suit your needs and budget via our trusted finance partners



MAINTENANCE & SUPPORT

From remote software support to on-site repairs, we provide first line support for any assistance you might require



SEAMLESS PMS INTEGRATION

If you need the TV system to connect with your property management system, our expert developers can ensure seamless integration with any vendor!



BEST PRICE PROMISE

We can match any genuine quote and ensure that you are getting the best price for your required services



19 25

CHAMPNEYS
HEALTH SPA

Champneys Health Spa

- ✓ Hospitality TVs
- ✓ Exclusive TV System
- ✓ Screen Sharing
- ✓ Sky Select & Bright Box
- ✓ Ethernet-Over-Coax
- ✓ Digital Distribution

Champneys Health Spa comprises four health spa resorts and six city spas, with each retreat committed to giving guests the most relaxing and reinvigorating experience imaginable. To ensure guests enjoy an easy and hassle-free stay at their health spa resorts, Champneys wanted to install a range of modern and stylish TVs in the rooms and public areas, which **integrated with their Property Management System (PMS)**.

Samsung's Smart TVs with our **Exclusive TV System** gives guests an enhanced experience and provides Champneys with an effective and flexible way to promote their products and services.

The new cloud-based platform enables Champneys to update on-screen content 24/7 and in real-time, so guests will always see the latest spa offers and information. The new **Samsung Smart TVs** also make it easy for guests to book treatments, organise a late check-out and redeem vouchers. Everything is seamlessly added to the hotel's Property Management System so that guests can view their invoice before they check-out.

“

The service levels and support etc. from Hotel TV Company was second to none. It was a total nightmare for them but they did it. Based on our experiences so far with both Hotel TV Company and the system itself I would have absolutely no hesitation at all in recommending them.

”

- Will Simmonds,
Group General Manager



To ensure that Champneys can offer great entertainment to their guests too, we used an **Ethernet-Over-Coax (EOC)** solution to deliver freeview and foreign-language TV channels, as well as internet access to each room. No re-cabling was required and all the work was carried out without any disruptions to the tranquil environment Champneys has cultivated for its guests. Now when customers retire to their rooms robed and relaxed after a day of pampering, they can unwind in front of their favourite shows. The new TVs and TV System have helped Champneys increase the number of treatments and hotel vouchers they've sold, and been a real hit with guests.

After enrolling the EOC solution with our cloud-based TV system at Champneys Forest Mere Hotel as a pilot site, the TV system started generating **over £1,500 per month** in purchase requests through the TV, proving the success of our TV software. This led to Champneys choosing to enroll our Exclusive TV System into two additional sites - Champneys Tring & Champneys Eastwell Manor.

And to further improve guest experience, we installed the latest Sky Business solution - **Sky Select & Bright Box** into all 3 of Champneys Spa hotels. This Sky solution was brought in to replace the difficult SMATV system that consists of multiple Sky box's in a central location being pushed out to all of the rooms.

The Bright Box eliminates the need for multiple Sky boxes and allows for an innovative, scalable, purpose built solution in its place. In fact, the Sky Select & Bright Box allows hotels to choose from **over 90 channels**, including access to **Sky, Freeview and Foreign Language channels** with **7 Sky HD channels** as standard.





Atlantic House Hotel, Cornwall

- ✓ Hospitality TVs
- ✓ Exclusive TV System
- ✓ Video On Demand

Atlantic House is all about relaxing, playing, eating, drinking, socialising and so much more. Set within the North Cornwall Golden Triangle of Polzeath, Rock, and Padstowon, Atlantic House Hotel is a beautiful, newly built hotel, featuring 12 spacious bedrooms and 7 apartments at the waterfront of Polzeath Beach. To complement their new bedrooms, Atlantic House was looking to add smart TVs and a Movie on Demand service in each room and their hotel lounge.

We were excited to take on the project and had a fantastic time working with the team at Atlantic House on preparing & installing their new TVs, **Video on Demand** & **Interactive TV System**.

Hotel TV Company installed a range of 32" and 43" **Samsung Smart TVs** across Atlantic House's 12 rooms and 7 spacious apartments, as well as a stunning 75" **4K Ultra HD Samsung TV** for their hotel lounge with our Movie on Demand service.



“

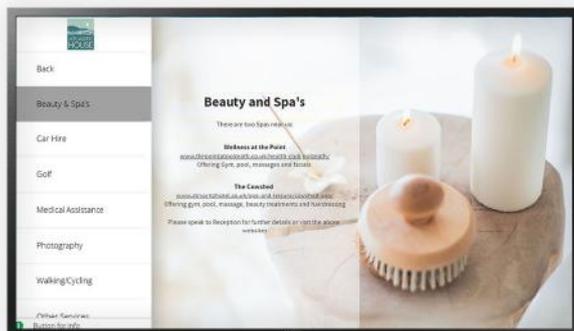
The on-demand service will allow guests to enjoy the latest movies, TV shows and Hollywood classics whenever they like in the comfort of their own hotel room or on the big 75" screen in Atlantic House's spacious lounge.

The TVs also feature Atlantic House's very own **cloud-based TV system**, customised to fit their brand perfectly and packed with useful information about the hotel, local attractions and fun activities for guests to enjoy in the area. The TV system is designed to help the team to:

- greet their guests with a branded welcome screen
- send personalised messages to their guest
- keep their guests informed with unlimited information pages
- update the content seamlessly from any location
- promote their latest offers & facilities directly on the TV

and so much more...

Finally, to ensure the team at Atlantic House has all the support they need, we set up a maintenance agreement to assist them with their new TV system. From updating content remotely all the way to regular system checks and performance reporting, we hope to work alongside the team at Atlantic House going forward, making sure that everything is always running smoothly.



We have found Hotel TV Company to be extremely professional, knowledgeable, friendly and helpful. We are a new Hotel and Hotel TV Company installed TV's into our rooms, apartments, reception and lounge with an amazing system.

Our guests are greeted by name on our welcome screen, where we can also display their Wi-Fi codes (the first thing any guest wants these days!).

The TV is easy to use and our guests can not only watch TV but view our pages of information and interest and receive messages from us. It's a great system, created and installed quickly and well and we would highly recommend this company to any hotel looking for a super addition to their hotel rooms.

”

- Sue Cairns, Hotel Manager



STUDYINN

Study Inn Group

✓ Hospitality TVs

✓ Essential TV System

✓ Screen Sharing

Study Inn provides stunning high quality boutique student accommodation, situated in prime locations such as Coventry, Nottingham, Sheffield and Cambridge. It combines the security, quality and comfort of a Hotel with the fun and vibrancy of student halls of residence. Their newly opened student accommodation in Nottingham offers exceptional student apartments, helpful staff services and an array of student facilities.

After a successful installation at Study Inn Loughborough last year, we were excited to work with Study Inn Group again on their latest project in Nottingham. We had a fantastic time working with the team at Study Inn on preparing & installing their new Philips TVs & Interactive TV System to all their student rooms and public areas.

Hotel TV Company installed the latest **Philips MediaSuite Smart Android TVs with built-in Chromecast** across Study Inn Nottingham's 288 rooms, 4 meeting rooms, reception area, Spa, cinema room and lounge. TVs range from 32" all the way to 72", allowing residents at this stunning Nottingham student accommodation to enjoy **Philips' 4K Ultra HD picture quality** wherever they go.

The in-room TVs also come with **Google Play** and Philips' **built-in screen sharing** solution, allowing residents to CAST their own content to the TV with ease or enjoy a range of Smart Apps!



The TVs feature Study Inn's very own **Essential TV system**. The system is server-based, customised to fit their brand perfectly and filled with useful information about the accommodation facilities, health & safety, room amenities, events & news.

The TV system is designed to help the team to:

- greet their residents with a branded welcome screen
- send personalised messages to their residents
- keep their residents informed with unlimited information pages
- update the content seamlessly at any time

and so much more...

From updating content remotely all the way to regular system checks and performance reporting, we hope to work alongside the team at Study Inn going forward, making sure that everything is always running smoothly.

“

I have worked with Hotel TV Company on two of our sites and I was very happy with the service they provided. The team was very professional and helpful, making sure we were looked after throughout each project and everything went smoothly from start to finish. Our residents can now enjoy the latest Philips Android TVs with a range of smart apps and even cast content from their mobile devices to the TVs. Our team can also publish key messages and information on the TV system remotely from head office. I would highly recommend Hotel TV Company and I am looking forward to working with them again in the future.

”

- Alex Kelly,
Group IT Manager



Leisure Resorts - Aysgarth Park

- ✓ Hospitality TVs
- ✓ Exclusive TV System
- ✓ IPTV

Aysgarth features a quiet, secluded setting in the Yorkshire Dales, located centrally within the National Park in Bishopdale. Their 233 TVs are situated across 79 lodges and 2 public areas. The Aysgarth Park is styled with luxurious wooden lodges to hire, each furnished to the highest standard with en-suite bathrooms, private hot tubs and stylish open plan living areas. To ensure their guests are left impressed with their stay, Aysgarth Park was looking to install smart TVs into each lodge bedrooms and lounge, as well as a TV menu where they can easily display the latest park information for their guests' attention.

We were excited to take on this new project and travel to the beautiful Yorkshire Dales to work with the Leisure Resorts team.

Hotel TV Company installed a range of the latest **Samsung Smart TVs**, the bulk of which were 32" and 43" HGEE690 fitting perfectly in their spacious lodges. Furthermore, for some of their more premium lodges and reception areas we installed Samsung 55" HGEE690 and 65" HGEE890 TV's.





All TVs were also connected to our **cloud-based interactive TV System**, specially customised to fit the Leisure Resorts brand perfectly. The TV menu included key hotel information, such as local attractions, site map, restaurant menus, and other parks under the Leisure Resorts brand. Our cloud-based TV system was designed and installed to help the team at Aysgarth to:

- send personalised welcome messages to each guest
- update content seamlessly from anywhere in the world
- keep their guests informed with unlimited information pages
- promote their latest offers and facilities directly on the TV

and so much more...

In addition, working in conjunction with **We Are Your IT**, we ensured that Aysgarth Holiday Park can offer their guests crystal clear picture and over 100+ TV channels all distributed through an **IPTV system** and working seamlessly with our TV software.

Finally, as we put our customer relationships at the forefront of our offering, Hotel TV Company has set up an after sales maintenance agreement to give the team at Aysgarth Park all the support they need with their new TV system.

From updating content remotely all the way to regular system checks and performance reporting, our on-going maintenance ensures that everything is always running smoothly.



Hogs Head Golf Club

✓ Hospitality TVs

✓ Enterprise TV System

✓ Screen Sharing

✓ Sky Selct & Bright Box

✓ Digital Distribution

✓ PMS Integration

Hogs Head Golf Club and Spa is an exclusive private golf club located in Waterville Kerry offering its guests an opulent respite after a long day of golf in the beautiful surroundings of the club. The project consists of 5 pristine and unique cottages each with 5 Samsung TVs, 48 Bedroom hotel also bearing **43" HE690 Samsung TVs** with two owner suits displaying a larger **65" HE890 TV** along with 8 signage TVs situated in all of the public areas. Across the road we also supplied the private clubhouse with the same model TVs.

We worked closely with **David Doyle Electrical** and the hotel staff to ensure that we tailor-made a system that upholds the high standards Hogs Head Gold Club aspire towards.

Our Server-based **Fully-Interactive TV System** with **Jonas PMS Integration** incorporated the following features:

- Information content
- Purchasing options such as room service
- Food menus, gym, spa, golf, bar information
- Local map (non-interactive)
- PMS integration for personalised greeting and in-room messages & bill





The first stage of the install was **TV distribution**. Our engineers flew out to fit a satellite and freeview TV aerial to ensure that all guests receive their local Saorview channels along with the specific subscription channel packages providing the guests with the best premium sport and entertainment content. These channel feeds were connected to Sky's latest business solution called the **Sky Select and Bright Box**.

We are the first provider to introduce Sky's Bright Box solution outside of the United Kingdom. This Sky Business solution was brought in to replace the difficult SMATV system that consists of multiple Sky box's in a central location being pushed out to all of the rooms. The Bright Box eliminates the need for multiple Sky boxes and allows for an innovative, scalable, purpose built solution in its place. In fact, the Sky Select & Bright Box allows hotels to choose from **over 90 channels**, including access to **Sky, Freeview and Foreign Language channels** with **7 Sky HD channels** as standard. Sky Select & Bright Box allows the team at Hogs Head to choose the premium Sky Channels they want combined with their local Saorview aerial being pushed to every room from one box in the comms room. This solution perfectly fits with the club's requirements to give all of their guests the satisfaction of having an array of premium channels available at their fingertips.

The second and third stages of the install was the fixing of the Samsung TVs and **SCRIPTCAST Screen Sharing** devices across the 5 stunning cottages and the main hotel. The TV configuration is done off site at our main office to ensure that the TV settings cannot be tampered with by guests and that the physical installation process runs smoothly and fast paced with the use of USB cloning. Therefore, every guest has the ability to mirror their phones or cast content from apps such as YouTube and Netflix straight to their TVs with no hassle. If that wasn't enough we have also integrated a range of available Smart Apps directly to the TV system.

Aside from the physical installation we put in a lot of work to maintain a strong working relationship with the client. Before leaving site, our team provided the hotel staff with system training to make sure that they have the confidence to update content and manage the system themselves. However, if they ever do have an issue, we have set up a maintenance contract that means we are available to help with all areas of the system.



HOAR CROSS HALL

Hoar Cross Hall Hotel

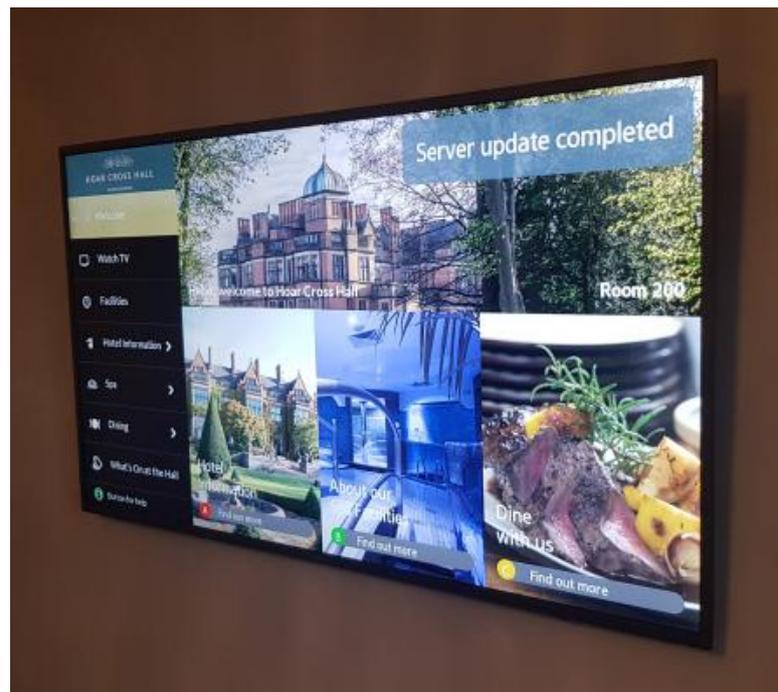
- ✓ Hospitality TVs
- ✓ Exclusive TV System
- ✓ Digital Distribution
- ✓ Ethernet-Over-Coax

Set in 50 acres of quintessential English countryside, Hoar Cross Hall Spa Hotel is a beautiful Grade II listed stately home retreat that pairs period style with modern luxury and attentive service.

Its 96 bedrooms are complemented by one of the UK's largest and best equipped day spas, with an extensive gym, function rooms for everything from weddings to corporate meetings and an ambiance of traditional stately home charm, melded with some exquisitely refurbished public and private rooms.

Our team at Hotel TV Company was delighted to work with the Hoar Cross Hall team and supply their newly refurbished bedrooms with the latest **Samsung Smart Hospitality TVs** and our **Cloud-Based Exclusive TV System**.

To ensure that guests can enjoy all local Freeview Channels and crystal clear picture, our team was also in charge of improving the **Digital Distribution System** across the building.





Hotel TV Company supplied & installed **Samsung Full HD EE690 TVs** in each room, offering exceptional viewing experience and a range of Smart TV apps for guests to enjoy. These premium Samsung hospitality TVs are specially designed to enhance guests' experience while offering Hoar Cross Hall Hotel more control with built-in commercial settings & fully compatible **cloud-based TV System**.

To further complement its luxury 96 bedrooms, the system was tailored to offer the team at Hoar Cross Hall the possibility to:

- showcase their beautiful hotel facilities
- promote offers & events on the TV
- send personalised welcome messages to each guest
- upsell hotel products & services directly on the TV
- update content seamlessly from anywhere in the world

Furthermore, to ensure each room receives stable, hard-wired Internet connection throughout this Grade II listed building, our experienced engineers installed an **Ethernet-Over-Coax (EOC)** system, distributing internet connection over the existing coaxial network.

This solution was perfect for Hoar Cross Hall as it ensured that there is no need for installing cat 5 cabling, which eliminated the cost of re-wiring whilst minimising installation time & guest disruption. Thanks to our EOC system each guest can now use the hotel's interactive TV system & all available Smart TV features in the comfort of their room.

Finally, as we put our customer relationships at the forefront of our offering, Hotel TV Company has set up a maintenance agreement to give the team at Hoar Cross Hall all the support they need with their new TV system from updating content remotely all the way to regular system checks and performance reporting, making sure that everything is always running smoothly.



The Tongue Hotel

✓ Hospitality TVs

✓ Screen Sharing

✓ Ethernet-Over-Coax

Tongue Hotel, the winner of the Small Country Hotel in 2019 courtesy of the Scottish Hotel Awards. This popular and quaint hotel is nestled within the sleepy village of Tongue on the north coast of the stunning Scottish highlands. The hotel comprises of 19 unique bedrooms and with many original features such as wood panelling, open fires, traditional antique furnishings, and authentic paintings.

Hotel owners Lorraine and David and their enthusiastic team provide a warm atmosphere and attention to detail ensuring their guests leave with a lasting impression of this charming country house.

You can visit Tongue Hotel at the peak of the 'North Coast 500', the UK's answer to Route 66. The NC500 is a 516 mile round trip which starts in the northern city of Inverness, weaves along the west coast to Applecross and then northwards towards the towns of Torridon and Ullapool.

From there, you'll venture to some of the most northerly coastal points in Scotland, passing by Caithness, Tongue and John o' Groats before heading south again through Dingwall and finally back to Inverness.

“

Super! I have just checked a guest in and for the first time in 13 years I didn't have to start with an apology for the lack of Wi-Fi in the guest rooms!"

”

- **Lorraine Hook,**
Owner



Back in Feb 2018, Tongue Hotel reached out to us at Hotel TV Company asking for help with their reopening. They expressed interest in upgrading their current TV and Internet provision. The hotel was managing with clunky CRT TVs and Freeview boxes, not a very modern set-up and in dire need of an upgrade. After a short call, our sales team was able to explain how we could use their existing coaxial cabling to provide them with high-speed internet to every single room in the hotel.

The first stage of the install was to upgrade their current TV distribution; the hotel was running a system with multiple Freeview boxes throughout the site, this cluttered system was the something that the hotel were keen to clear up, wanting the ability to provide all rooms with great signal without the need for an individual box per-room.

Once the distribution system had been sorted, this allowed our engineers to start works on the Ethernet-Over-Coax (EOC) system, aiming to provide all guests with high-speed internet in the room, something that the hotel managers have not been able to offer for 10+ years. Our EOC system consists of a master device, which combines the internet feed coming out the router, with the coax feed from the refurbished distribution system. This combined feed is now fed through the hotel where it is picked up by the End-Point devices in each room, offering a hardwired connection to each TV as well as a Wi-Fi connection for all guests to connect to.

The second stage of this install was to replace the dated CRT TVs, and instead, install beautiful new 32" LG TVs with our own Standalone Casting device. This combination, along with the internet feed from the new EOC devices gives guests at this hotel an experience they wouldn't have dreamt at the remote location. Guests are able to watch Full HD content on modern, sleek TVs whilst being able to cast all of their own apps such as; Netflix and YouTube at the simple click of a button.

We are very proud of the work carried out for this client. With the hotel being in such a remote location, the owners never dreamt that they would be able to offer guests the facilities they now have, and that really means a lot to us.



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