

The background image shows the entrance of the Excelsior Hotel in Hong Kong. Two large white stone lion statues guard the entrance. The building has a modern facade with large glass windows and doors. The name 'EXCELSIOR' is visible in large letters above the entrance. The scene is lit with warm interior lights and recessed ceiling lights.

Solutions for Hospitality

Showing the way forward in energy efficiency financing

Siemens helps the Excelsior hotel decrease costs, increase comfort and productivity – all while minimizing environmental impact.

The Excelsior, the largest hotel on Hong Kong Island, is an excellent example of how the hospitality industry is increasingly turning to energy performance contracts as a way of financing energy-saving initiatives.

Pleasantly busy and spectacular views

The Excelsior hotel is owned by the Mandarin Oriental Hotel Group. This prime location overlooks Victoria Harbour and offers spectacular views from 34 luxurious floors with 886 rooms and suites, 7 restaurants and bars, a business center and extensive meeting and conference facilities.

As one of the Group's iconic hotels, it has been voted "one of the five most stylish hotels in Hong Kong" by Condé Nast Traveller UK.

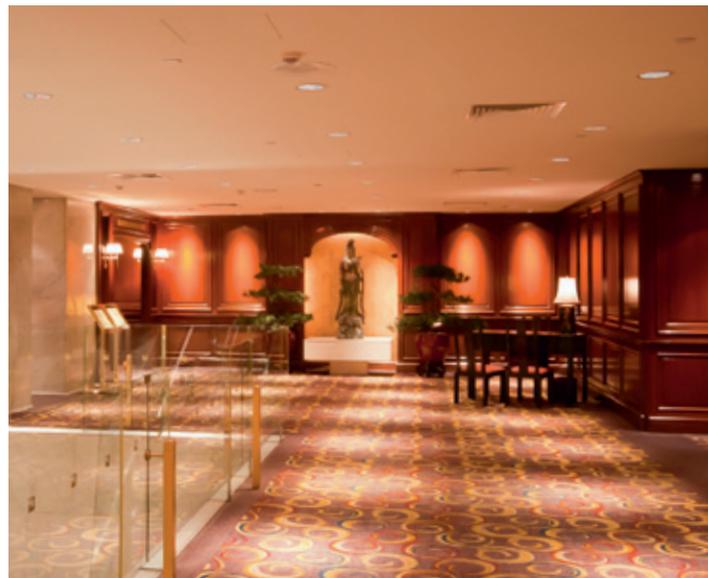
The "energy management" challenge

Energy is the single fastest-growing operating cost in the hospitality industry, accounting between 3% and 6% of total running costs.

The Mandarin Oriental Hotel Group is constantly looking for ways of improving energy management and achieving energy savings in its 41 hotels located in 26 countries throughout the world, including the Excelsior.

An audit of the hotel's existing systems identified a number of areas where improvements could be made.

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Improved system for achieving substantial cost savings

The Excelsior hotel has entered into an Energy Performance Contract with Siemens in order to achieve the desired energy savings, reduce operating costs and increase the value of the real estate.

Meeting the objectives involved making upgrades to the hotel's chillers to improve their efficiency and to the chilled water pumps and condensing water pumps to achieve a better cooling load. The cooling plant was also optimized by a system upgrade to the building automation systems and the introduction of an energy monitoring system to provide critical information and measure and verify the savings made through adoption of the new technology.

When entering into an Energy Performance Contract, both parties agree on an amount of the total cost savings that will be used to pay for the investments and share any further surpluses during the term of the contract. The Excelsior hotel benefits from the total amount of the savings once the agreement has ended.

Good planning and a phased approach to project implementation meant that the impact of installation work on day-to-day hotel operation and guest comfort could be minimized.

Siemens – a trusted partner

Once installed, monitoring performance is critical. Mr. Raymond Ho, the Excelsior's Director of Engineering and Projects, says: "We need to monitor an energy savings system for four seasons in order to appraise it realistically. The first year of the project is important to achieving credible savings and involves multiple reviews during those initial 12 months. This information allows us to take further action to improve the system, and we are convinced that the technology offered by Siemens will help us achieve this."

The innovative performance-based solutions from Siemens guarantee you an excellent return on your investments, both today and in the future.

Highlights

- Increased value through modernization
- Minimized cost of hotel infrastructure improvements and the associated financial risk
- Facility investments paid for – and guaranteed by – energy saving results