

# Creating perfect places to relax

Energy and asset efficiency partnership with Marriott International

#CreatingPerfectPlaces

Reconciling commercial needs with environmental considerations

- > €1 million savings per year
- < 3 years average payback time
- 15% less energy costs
- 30% CO<sub>2</sub> reduction

Climate change, guest expectations, and competitive pressures are demanding that hotels shape up and go green. It's no surprise then that Marriott – a leader in the tourism industry for over 80 years, with more than 6,900 properties and 30 brands in 130 countries – has established its sustainability program 'Serve 360'. The program aims to reduce Marriott's global environmental footprint with reductions in water (15%), CO<sub>2</sub> (30%) and waste (45%) by 2025. In order to achieve these ambitious targets, Marriott partnered with Siemens.

The Paris Marriott Charles de Gaulle Airport Hotel in France piloted the partnership. After establishing the hotel's energy profile, Siemens defined and implemented relevant facility improvement measures (FIMs) includ-

*"This partnership allows a greater engagement with owners and other stakeholders on the topic of energy and asset efficiency. It helps us to reduce costs and achieve our sustainability goals."*

John Conlon, Senior Director of Facilities & Engineering Europe



ing re-commissioning the heat recovery system in its Air Handling Units (AHU), demand control ventilation with CO<sub>2</sub> sensors, and optimised control of the AHUs. In addition, Siemens' energy experts connected the hotel to Navigator, the cloud-based energy and asset management platform, to remotely monitor the hotel's energy consumption and optimize its asset efficiency. The result: a substantial drop in CO<sub>2</sub> emissions and energy costs.

In the Marriott Zurich Hotel in Switzerland, Siemens is remotely connected to its Building Management System (BMS). This enabled remote monitoring and building performance optimization of the hotel and its main energy consumers, resulting in savings of €30,000 a year with a payback of less than a year. Another great example is The London EDITION Hotel. There Siemens, together with the hotel, developed a compre-

hensive project with FIMs, resulting in improved use of assets plus new equipment & controls. The measures include: a chilled water system VFD retrofit, chiller control, condenser control, CHP reconfiguration to maximize CHP performance, kitchen extract hood controls and BMS control changes, all remotely monitored to ensure the guaranteed savings. This asset optimization proposal will help the London EDITION Hotel save £250,000 over a period of less than three and a half years. The project is backed by savings guarantees from Siemens and has an Internal Rate of Return (IRR) of 30%.

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