## Hotel Transformation, Personalization & Cloud

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**Business Development Manager** 



YOUR CLOUD, YOUR WAY,



# the award winning independent Tier III data center in Cyprus



#### Agenda

- Hotel Digital Transformation
- Guest Data Collection & Opportunities
- Guest Personalization
- Cloud & Data Center Architecture
- Decision Criteria



#### **Hotel Digital Transformation**

Enable productivity with artificial intelligence



Align partnerships around a new digital ecosystem



Drive platform interoperability across the cloud continuum









Ref: Microsoft



#### **Guest Data Collection & Opportunities**



- Envision trip
- Review & update profile
- Book hotel





- Check in at hotel
- Connect to room
- Enable & sync tablet

**TRANSIT & ARRIVAL** 





- Visit lounge
- Enjoy room
- Visit restaurant, gym etc





- Check out
- Provide feedback
- Update preferences

**DEPARTURE & POST-STAY** 

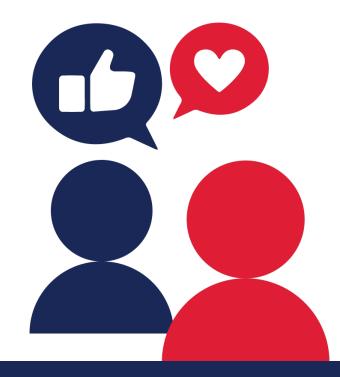




#### **Guest Personalization**

Utilize the 'Guest Data Collection' and create a strong engagement.

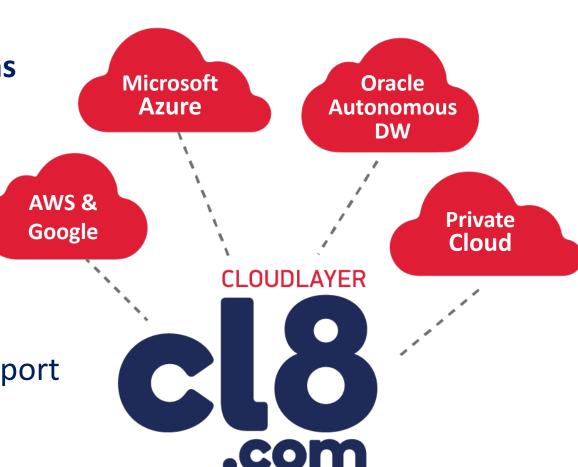
- Personal ContentLearn preferences of a user in any context
- Personal Priorities
   Learn from productivity & business outcome
- Personal InteractionsLearn personal behaviors & interactions





#### **Cloud & Data Center Architecture**

- Cloud Storage & Cloud Backup solutions
- Private Cloud (Virtual Data Center)
- Colocation Services (BYOD)
  - ✓ Remote Hands & Eyes
- Bare Metal/Dedicated Servers (OPEX)
- Managed Services
  - ✓ Consulting, design, implantation, support
- Business Continuity Services
  - ✓ Hot Seats / Cold Seats





#### **Decision Criteria**

- Highest Standards and Certifications
- 24/7/365 Support, Real people, Real Time
- Data Center, Cloud & Managed Services
- SLA for Provided Services
- Team of Highly Qualified Professionals
- Multiple ISPs, Multiple Paths
- Packaged and Custom Solutions















#### **2019 Awards**

- 1. Innovation Award, OEB
- 2. International Development Award, Infocom Cy



#### This is who we are



### Thank you

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