

Hospitality Solutions

Enhancing the Guest Wi-Fi Experience with No Room Revenues Lost

- Positron provides the leading solution that enables hotels to upgrade their Guest Wi-Fi experience in response to today's competitive needs.
- Positron's **GAM** solution allows hotels to migrate from corridor to reliable in-room high speed Wi-Fi and guest services with no rewiring or room revenues lost.

The Corridor Wi-Fi Problem in Hotels

Guest surveys show that occupied rooms, on average, host 2.3 Wi-Fi devices with guests expecting reliable home-like connectivity and quality video calls. Corridor Wi-Fi fails to provide this.

Achieving Quality Wi-Fi and Increased Guest Loyalty

Providing quality Wi-Fi requires a direct wired Ethernet connection in each guest room. This is increasingly mandated by hotel brands, especially luxury hotels.

High performance reliable connectivity has become an indispensable need in the hospitality industry as guests expect fast and reliable wireless connections to communicate, stream content and conduct business.

Rewiring Solutions = Lost Revenues, Disruption & High Costs

Rewiring a hotel is costly and involves construction disruption, dust and hidden complexities.

This puts **rooms out-of-inventory** for days during the rewiring period, resulting in lost revenues.



The Positron **GAM** Solution:

No rewiring / No room revenues lost / No disruption / Lowest cost

The Positron **GAM**'s leading technology eliminates headaches. High speed reliable Wi-Fi, TV and other guest services are delivered to the back of the TV over the existing coax with a single connection. The installed cost is a fraction of the cost to rewire and there are no rewiring construction disruptions.

- ✓ **The property and its operations remain intact and undisturbed**
- ✓ **No revenues are lost due out-of-inventory rooms during the installation**
- ✓ **Guests experience reliable high speed Wi-Fi and other services**

Additional Benefits



✓ **Future Proof**

The Positron **GAM** allows **transparent migration to IPTV** when the hotel chooses, and enables the delivery of **symmetrical gigabit services** by turning the existing coax infrastructure into a **converged gigabit Ethernet network**.

This is the backbone used for **managed Wi-Fi** and **smart room** and **smart building** applications such as access control, video monitoring, HVAC control and smoke detectors & other sensors. It's all there when the hotel chooses to use it at no additional infrastructure cost.

✓ **Support and Services**

Positron's **GAM** is installed and supported by hotel approved MSPs. Positron's Professional Services supplements this with site surveys, installation and turnup services. Positron's Virtuoso cloud-based system assists in provisioning, monitors all services and pre-emptively reports any service issues.

✓ **Technology Partnerships**

Positron has close partnerships with major Wi-Fi vendors, including HPE/Aruba, Cisco/Meraki, Ruckus and Cambium Networks.

✓ **Hotel Certifications**

Certified by Marriott GPNS for HSIA, IHG Studio, IHG Connect, Hyatt and other major brands and independents.

✓ **Services Compatibility**

Hotel guests can enjoy high speed internet (up to symmetrical Gigabit speeds), reliable high speed Wi-Fi, free-to-guest TV, legacy pay-per-view content, IPTV, streaming HD, and other hotel services.

✓ **Free consultations / Cost estimates / Free Trials**

Positron offers free consultations, cost estimates and free trials.



GAM is a registered trademark of Positron



Positron Access Solutions Corp.
5101 Buchan Street, Suite 220, Montreal, QC, H4P 2R9 Canada
888-577-5254 ext 2

www.positronaccess.com/hospitality