

Hotel solutions

Where  
people feel  
at home.



:hager

And what can we do for you?



# **Hager.** **A partner made for you.**

**As an expert partner for electrical building infrastructure with strong expertise in integrated **room solutions**, efficient **energy distribution** and **energy management** solutions as well as **cable management** solutions, we listen closely to understand your special needs.**

**We advise and deliver on solutions and services tailored to your individual requirements.**

**We make the tomorrow's commercial life and business place happen.**



Cord Glantz, GEPLAN DESIGN Stuttgart

**“Hager solutions fit perfectly into the language of modern design thanks to their variety and classic, timeless design.”**

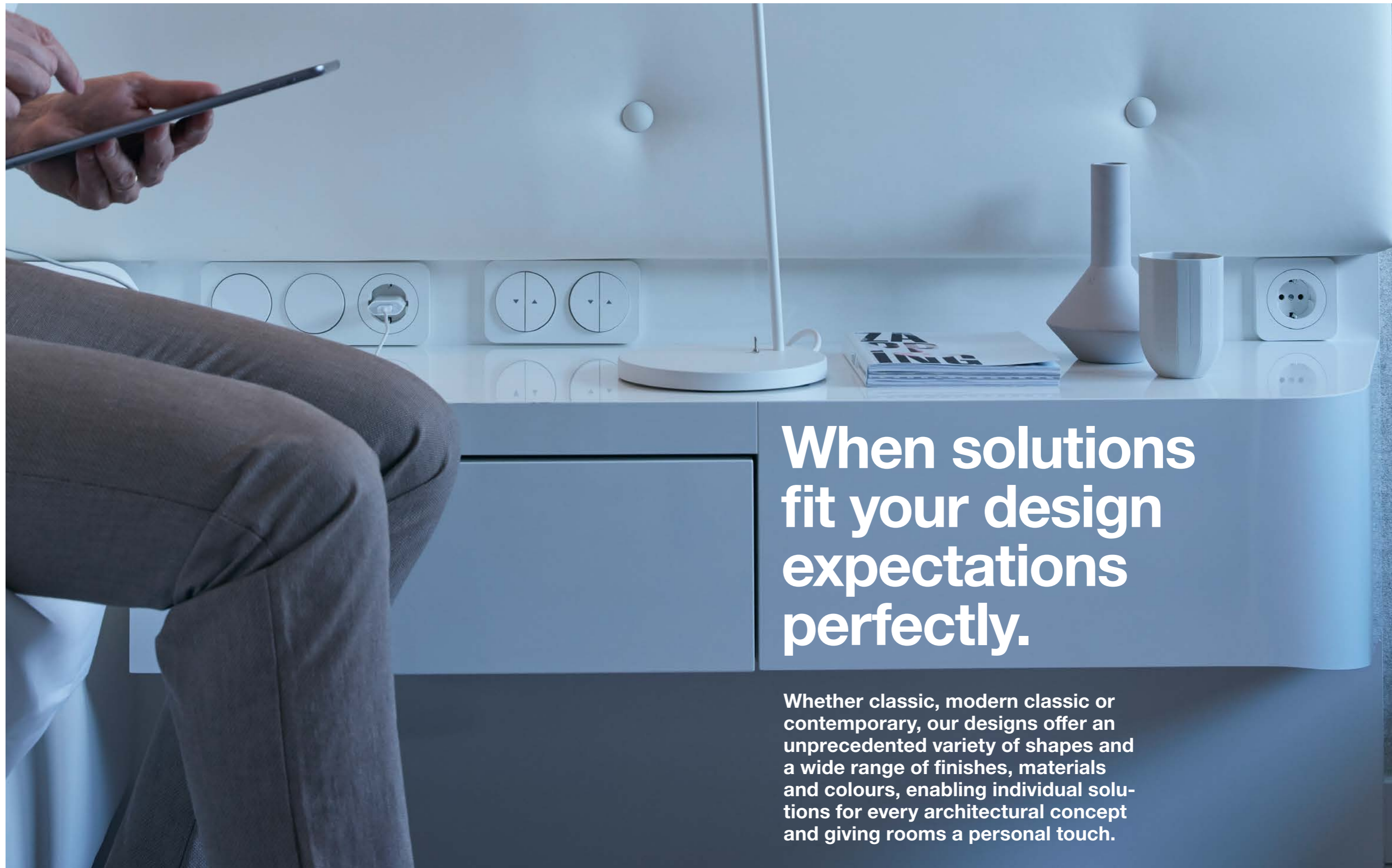
# Designs that add the finishing touch to every room.



The variety of switches and building control systems in the Berker portfolio provide a unique selection of 240 different products in 15 design collections, from classic to contemporary.

To find out which products and solutions best fit their ideas, we provide creative minds with a toolbox of samples, references and catalogues.





## When solutions fit your design expectations perfectly.

Whether classic, modern classic or contemporary, our designs offer an unprecedented variety of shapes and a wide range of finishes, materials and colours, enabling individual solutions for every architectural concept and giving rooms a personal touch.

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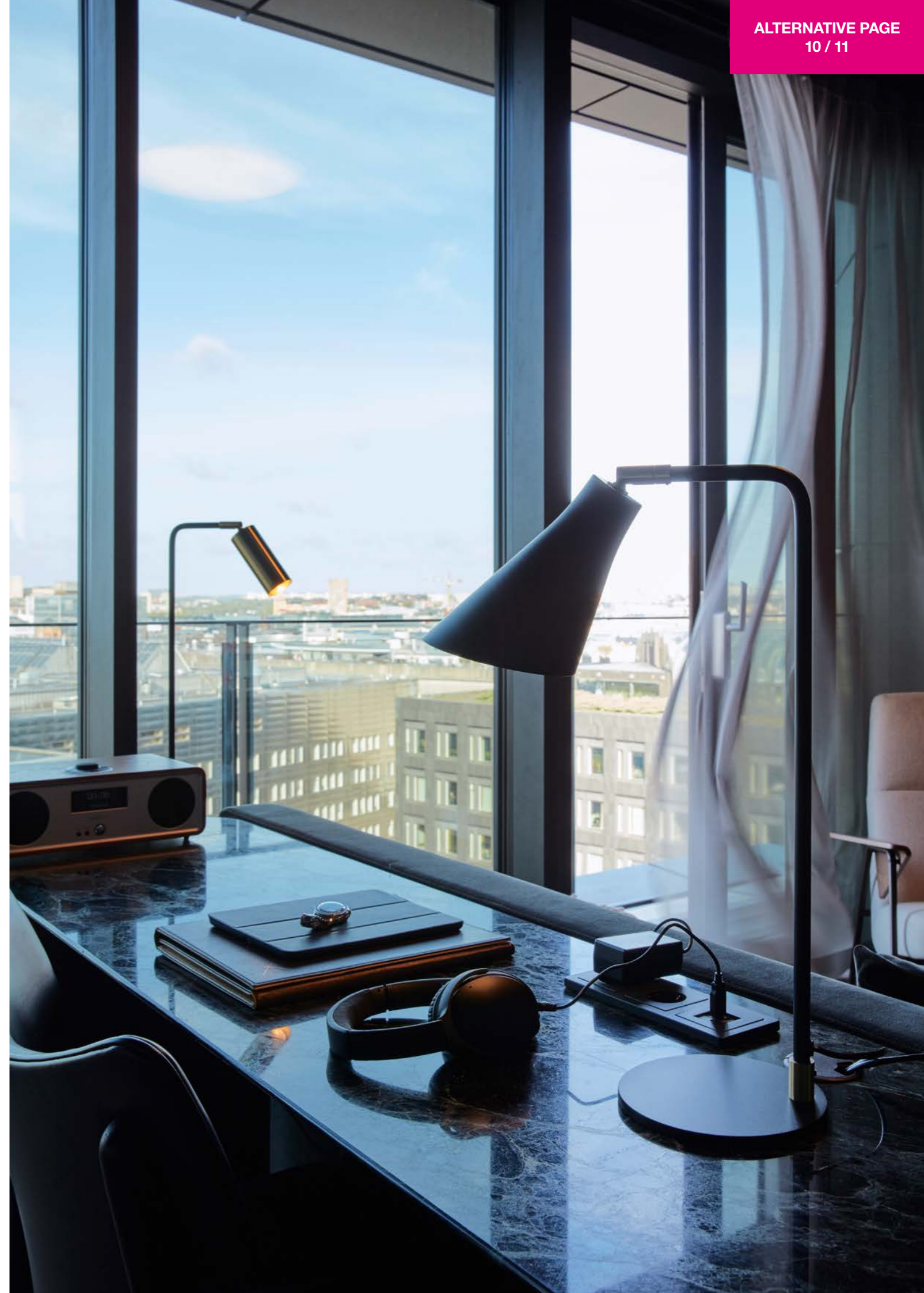




Fig.  
Berker Q.3  
Design



## Swipe, click, feel good.

The KNX room controller can regulate both the room temperature and ventilation, depending on the user's preference. Individual welcome scenarios and various recallable room scenarios can also be selected here – whatever makes your guests feel most comfortable.



Architecture / Design



HÄR SLUTAR ALLMÄN VÄG

NEW YORK

AMSTERDAM

SKOLPLANSCHERBAS SVERIGE

JORDENS DJUR

VARGAR

Wenne Lexus FYRTIONIO SVENSKA FÖRFATTAR PORTRÄTT

DOU LEVARIER EGGELSTRÄCK

CHICAGO

Gothenburg

LONDON

Lexikothek

Atlas för iedermann

TOSKANA

THE MURDER CLUB

TRAUMSTRASSE DER WELT

Det seglande skeppet

THE MURDER CLUB

MATBRÖD

DROTTNINGHOLM

50 NUTIDA SVENSKA GRAFIKER

TRÄUMREISEN Die schönsten Routen Deutschlands

BRASIL

USA

Neuer großer Weltatlas

TATRY

van Gogh

Det fria perspektivet

Australien und Ozeanien

Frank

VÄRLÄNNINGEN

NATUR FOTOGRAFERNA

Barcelona souvenir

STOCKHOLM MARATON

musik

Vårt v

Paradie

**R.classic  
series**

The Berker R.classic series stylishly combines a classic design with four high-quality material options and a beautiful unfussy rotary knob.



Fig. Berker Series R.classic



Invest

**The most beautiful place, where hospitality and profitability get together.**



Invest



**Turn a hotel  
into a sustainable  
investment.**

A hotel should create added value over the years. This is why Hager offers custom-fit, upgradeable solutions that suit tomorrow's lifestyle spaces.



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into a **sustainable**  
investment.

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# Keep your property attractive just like the first day.

**In terms of design, use, comfort and regulations, our products not only meet current needs but also adapt flexibly to all future requirements.**

Standardized interfaces enable fast implementation, while guaranteeing compatibility and potential for expansion. In this way, hotels are able to offer their guests a unique and appealing customer experience, both now and in the future. For example modern coworking spaces in a comfortable environment.

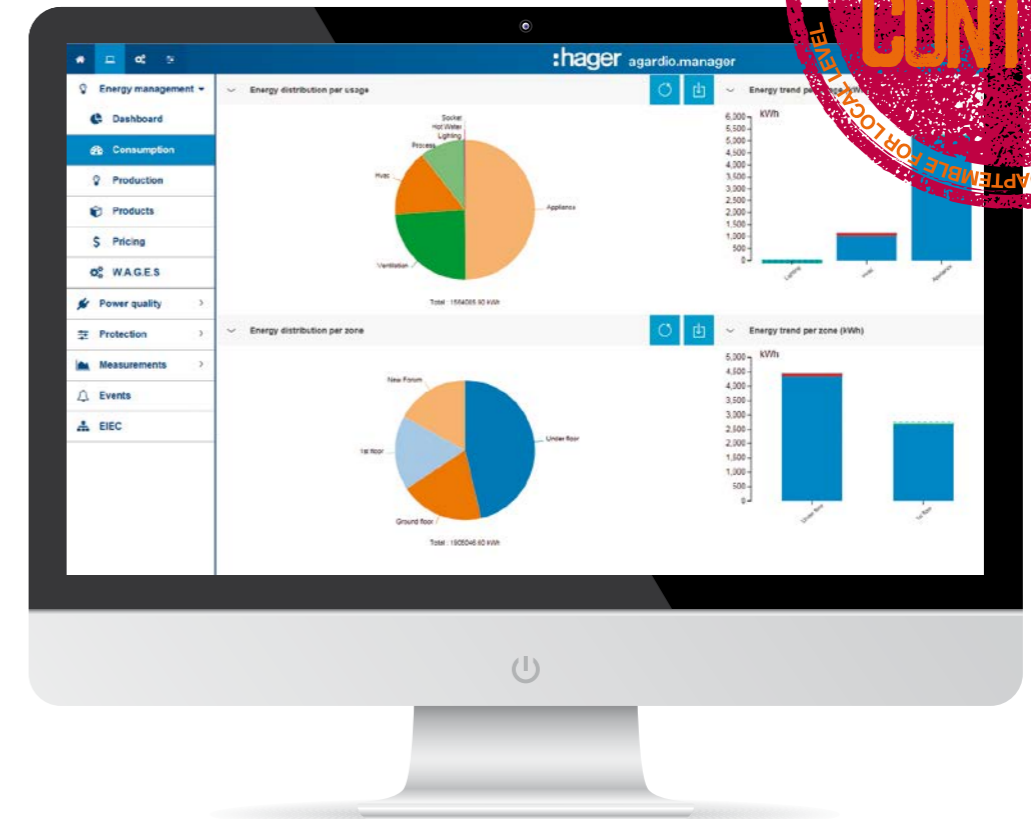


Invest



## agardio.manager

Energy saving and cost efficiency are increasingly important competitive advantages. Hotel buildings in particular offer enormous potential. But you can only manage and reduce your energy consumption effectively if you know how, where and when you consume resources. Our agardio.manager helps you to visualise and access all of this information.



**#control**  
**#visualise**  
**#communicate**

agardo is an intelligent low-voltage distribution system in which all Hager devices of the same name communicate with each other. The heart of the system is the new agardio.manager. It's a bit like a crossroads that automatically monitors all the drivers using it. The compact DIN rail device collects and centrally stores data from up to 31 measurement and protection devices in the agardio.measure family, as long as they have a Modbus interface.

The system is accessed using an internet browser. In this way, all energy values can be visualised centrally and monitored in a coordinated manner – on site or remotely. The user can immediately see what devices are currently running, thanks to permanent consumption recording in real time or in the form of trends. The energy monitoring server is also compatible with devices from other manufacturers.





Mattias Stengl,  
General Manager  
Hobo Hotel Stockholm

**“To create a great place to be, you need products that are both functional and stylish.”**



Fig. AFDD

Line breakage, cable wear and poor insulation - can all cause PVC cables to ignite and start fires, even at only 450 Joule. The AFDD detects serial and parallel fault arcs and switches off the affected circuit. So you can guarantee the safety of your guests.

## A place where guests feel at home.

When it comes to the electrical infrastructure of a hotel room, we are experts in providing guests with an extraordinary experience. Because with us they can feel absolutely safe.

# We reduce operating costs.

## We develop interconnected, and energy-efficient concepts that integrate all room functions.

This means that your energy consumption can be centrally controlled, measured and visualised. As a result, you can quickly identify, expensive consumption peaks, unexpected limit value overruns and operating conditions that deviate from the ideal, showing you where energy consumption can be optimised and costs saved.

A card switch or energy-saving switch is therefore an indispensable component of every hotel room that helps you to make considerable energy and cost savings.

When the guest leaves the room, all consumers such as heating, ventilation, air conditioning, lighting and media devices are automatically shut down or completely switched off. Automatic temperature control alone can reduce the energy consumption of a room by 10 to 20 percent.



Fig. Hotelcard -, DND | MUR - and light switches Berker R.1 glossy

Operational

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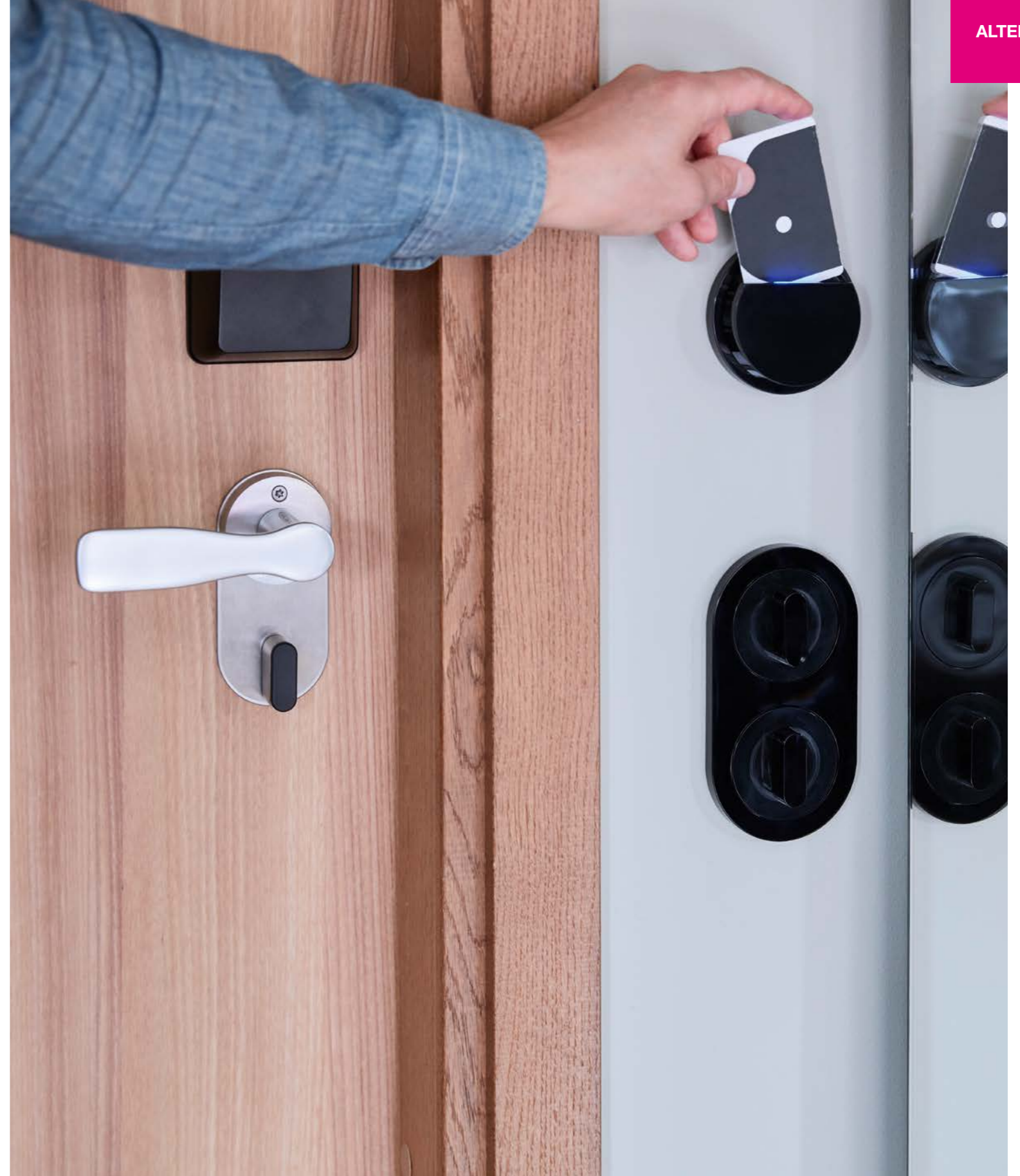


Fig. Light switches R.classic black glossy

Operational



Fig. Presence and motion detectors enable energy-saving lighting design in a hotel. They ensure that lighting is automatically switched off in the absence of guests or staff or when the room is sufficiently bright without electrical lighting. In this way, they contribute to...

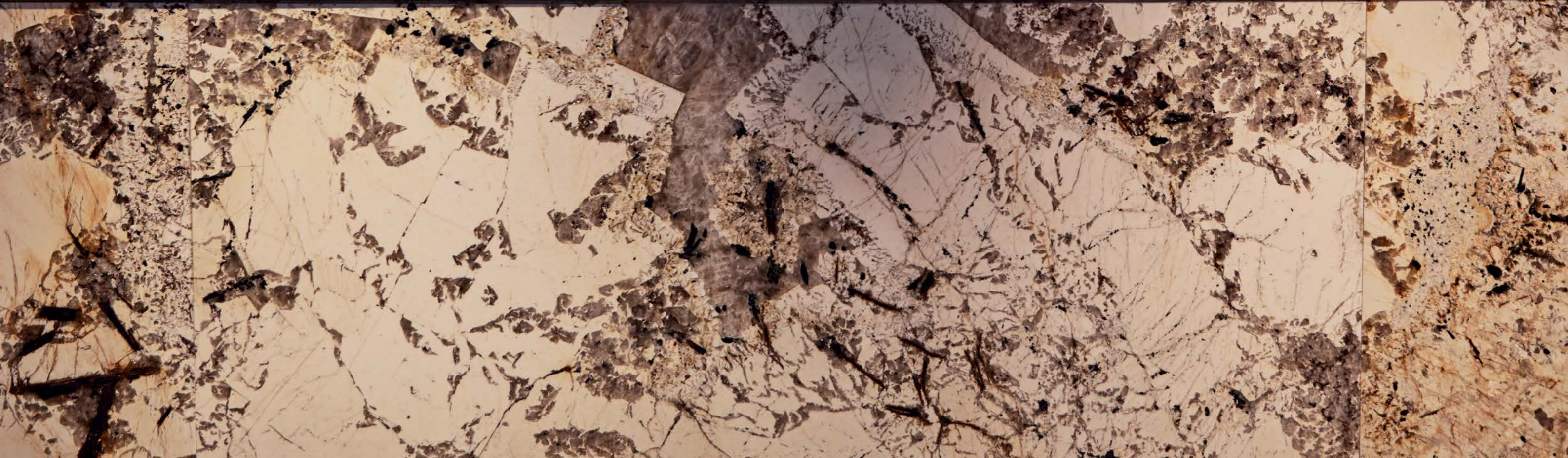
- ... improving energy efficiency
- ... lowering operating costs and
- ... reducing CO2 emissions.

## Did you know?

Aside from guest rooms, public areas such as restaurants, bars and spas are a frequently underestimated source of potential energy savings.

Operational





## Do Not Disturb switch

The Do Not Disturb / Make Up Room switch ensures that guests' wishes are easily understood by staff, and a good communication between guest and staff, and optimises the hotel workflow.



The Do Not Disturb / Make Up Room switches come from our own manufacture, where they are individually designed and produced for each hotel. This ensures that they blend harmoniously into the interior design of the building and ensure that guests and staff can communicate effortlessly from the moment the guest arrives.





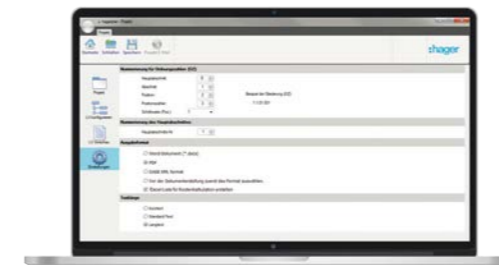
## Ready for any challenge in day-to-day planning.

**Hager's software makes it even easier for you to benefit from solutions, products and services.**

Hager offers you practical help in everyday project work. Take the hagerplan software, for instance – designed to help you draft tenders and solution portfolios. We also develop individual project solutions together with you.

Practical, transparent and always up to date: [hager.de/software](http://hager.de/software)

## Efficient planning, successful realization with hagerplan, hagercad and BIM



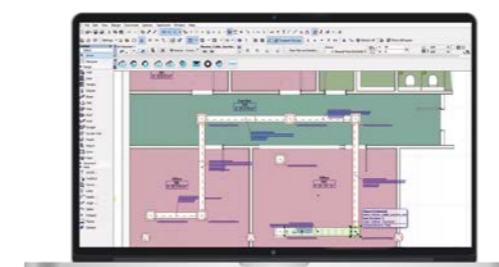
### hagerplan

With our hagerplan tender software, it has never been easier for you to compile specifications for projects in functional buildings. It allows you to draw up specifications without having to know all the details of the systems. This makes preparing tenders for low-voltage distribution boards significantly easier. The same applies to cable routing and room connection systems. hagerplan thus saves time, helps with planning support and enables tenders for distribution systems to be prepared in line with standards.



### hagercad

More planning security, less time required and increased convenience – hagercad 4.1 offers you this and much more besides. The planning software allows you to configure low-voltage switching systems in three dimensions – making this process even more transparent and simpler. hagercad 4.1 boasts a large number of functions which enable you to automatically create single- and all-pole circuit diagrams – now also for door intercom systems – after you have listed the required devices. As soon as you start your schematic diagram, hagercad will help you with the cabinet calculation. The software only suggests housing which actually fits the devices selected, while taking into account the power losses of the devices and the cooling surfaces of the distribution cabinet. And because hagercad 4.1 is always up to date, your planning activities will also automatically meet the latest standards – such as EN 61439.



### BIM

Hager BIM objects make digital 3D planning of new buildings transparent and much more efficient. In our database, underfloor systems and dado trunking systems are available digitally as BIM objects in the Revit and ArchiCAD file formats. The objects can be easily imported into common BIM programs. Our underfloor and dado trunking systems are also available in the BIM data portal, BIMobject, which is available across manufacturers. The result? You save time, stay competitive and enhance the quality of your designs.



All of Hager's BIM objects are listed at [hager.de/bim](http://hager.de/bim) and [bimobject.com/hager-group](http://bimobject.com/hager-group)

## Application fields



# Business and Living Space Management

## 01 Cable Management

Energy and data exactly where it's needed, across the whole lifetime of the building.

### Trunking

Quick installation, easy retrofitting, robust material: Hager trunking systems for advanced electrical installations with safe cable routing in a contemporary design.



### Skirting board

tehalit skirting systems for uncomplicated and flexible (surface-mounted) cable routing. Position can be changed flexibly. Innovative design, with a wide range of colours and decors.



### Floor installation system

Round or rectangular, made of polyamide or stainless steel, for dry or wet-cleaned floors: there is a large selection of supply units for our floor systems. They can be flexibly equipped and are characterised by a high degree of multimedia connectivity.



### ELCOM door communication

Elcom door communication systems are incredibly versatile and adaptable. They begin as just an individual design frame, which blends flawlessly into any environment. You can choose a rounded or square frame, ensuring that your Elcom internal stations perfectly match the Berker switch and socket ranges you use, making your wall design even more harmonious.



## 02 Room solutions

Manage the comfort & security of the users while optimizing space & costs.

### Room Units/ Roomautomation

Berker Roomcontroller combine attractive design with an innovative operating concept: numerous building functions can be called up using simple 'swipe and type' controls.



### Switches and sockets

Hotel card, USB, DND, MUR, shaver socket, international socket, solutions for handicapped people.



## Energy Management

### 03 Energy Management

Manage consumption without compromising on your quality of service or the safety of your guests and property.



## Electrical Infrastructure

### 04 Energy Distribution

Rest easy, knowing that your guests and property are safe - with particular emphasis on energy and efficiency.

### Charging station

witty.park



### argadio.manager

The new argadio.manager shows how much energy is consumed and where. It significantly increases the energy efficiency class (EIEC) of a switchgear system and is compatible with devices from other manufacturers.

**Visualization** Display of energy consumption

**Monitoring** Network analysis and evaluation of all network parameters.

**Prevention** Prevent system failures

**Flexibility** Integration of different measuring devices

**Sustainability** Representation of the current energy efficiency class



### Energy Sub distribution Board



univers N up to 630 amp



univers N up to 1,600 amp

### Energy Main distribution Board

unimes H up to 4,000 amp



# Hotel room



## Presence detectors



Presence detectors react quick movements and the presence of people. They are able to switch off the light when the natural light will be sufficient to achieve the set brightness level in an area. This saves additional energy costs.

## Room units



Easy connection to building management software via KNX with modern operability.

## Enclosure for rooms



Fuses and actuators are equipped with mirrors and frames at the front and come in different designs.

## Switches and sockets



Available in a big variety of 15 different design lines.

## Do Not Disturb switch



Do not disturb/ Make up my room switch can be combined with a red/ green light indicator two-tone foil.

## Skirtings



In a variety of different colours and styles. Skirtings can be combined with various electrical inserts.

# Lobby



## KNX visualisation



Control light, shade, media technology and room air conditioning using incredibly convenient PMS systems (KNX).

## Smoke detector



Improve safety with a Hager smoke detector, so you and your guests can rest easy.

## USB slot



3 Amp power for smartphones and tablets

## Modular devices



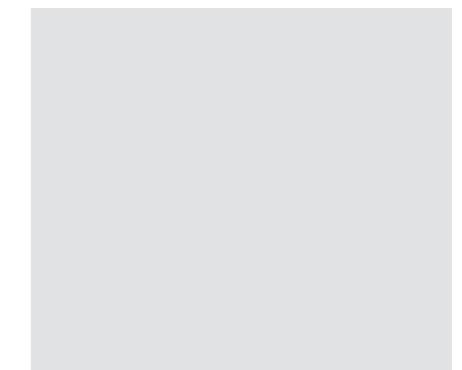
e.g. AFDD  
The fire protection switch (AFDD) detects serial and parallel fault arcs and switches off the affected circuit in less than a second.

## LED dimming



Dimming options for modern LED technology, e.g. for atmospheric light.

## Invisible raised floor



Enable flexible upgrades with an almost invisible energy and data network infrastructure. Cables can also be easily retrofitted or replaced.

# Conference room



## Ceiling cable routing



Cable routing in the ceiling – with the option of integrated lighting in a sharp-edged aluminium design.

## BK65 black



Blends seamlessly into the interior design of any room and offers flexible solutions for data and power supply.

## Floortank



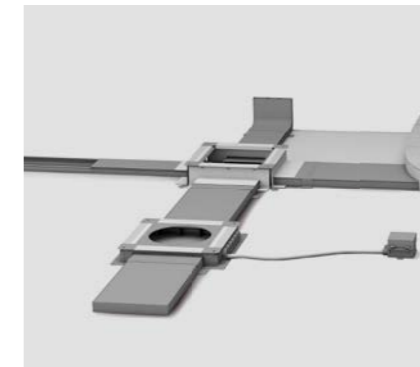
Provides optimal power supply for conference technology. Can be fitted in different floor surfaces due to its low installation height.

## Poles



Design element with numerous additional functions. Power supply is at optimal room height. Can also be connected to ceiling systems.

## Underfloor



Design element with numerous additional functions. Power supply is at optimal room height. Can also be connected to ceiling systems.

## tehalit.br

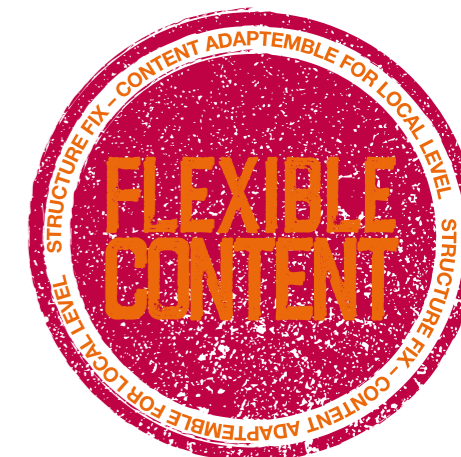


In addition to main functions such as switches, buttons, telephone and data modules, the new range includes numerous special connection boxes, e.g. for HDMI, VGA or USB plugs.

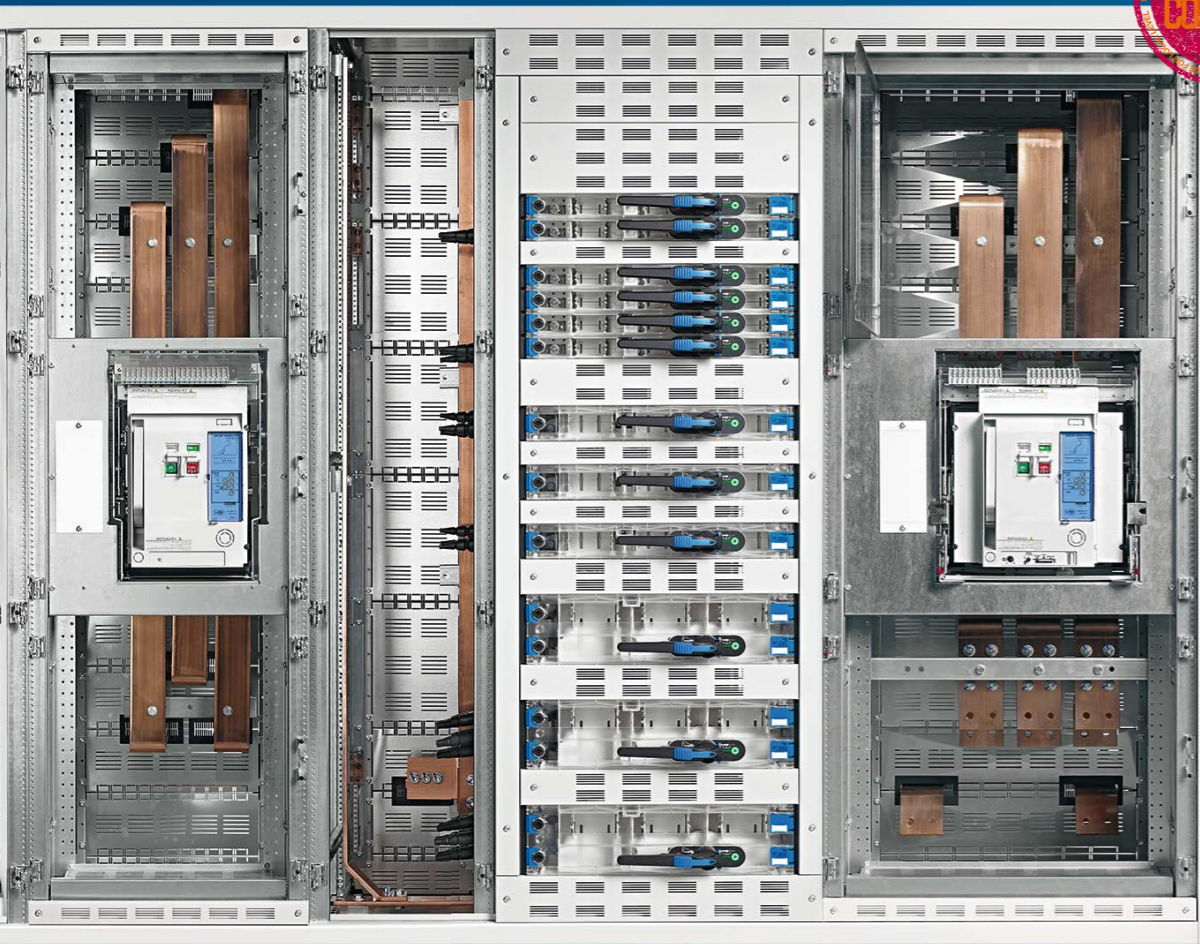
## Table port



The port provides an overview on the worktable by simply making annoying cables disappear. At the touch of a finger, it can be lowered into the worktop and pulled out as needed. Even when in use, it sinks flush into the tabletop, revealing only the power, data and multimedia cables.



# Making energy continuously available.



**Reliable energy supply**

for any building size



**Cost savings**

and high availability due to short downtimes during maintenance work



**Arc fault protection system**

protects against overvoltage damage – no downtime



**Optimisation**

of operating costs (e.g. reactive power compensation)



**Maintenance**

and fast service



**Secure project planning**

thanks to professional software tools



**Scalable and modular**

control panel design

# E3

Global warming, a shortage of natural resources, social cohesion and the transition to renewable energy: there are many challenges facing businesses and society today. Hager Group is pursuing a variety of initiatives to promote sustainable development with its “E3” approach.

# Ethics

## E for Ethics

We need skilled, motivated and healthy employees in order to offer our customers the best services and products. That's why we provide all our team members with a safe, healthy working environment, support their professional growth and offer them opportunities for further development. We also promote diversity and adherence to an Ethics Code throughout the company.

# Environment

## E for Environment

We work continuously to reduce our carbon footprint. Our priorities include optimising the transport of our products and cutting the amount of energy we use in production to further reduce our Carbon footprint.

# Energy

## E for Energy

Hager Group helps its customers to save energy intelligently. We also analyse and optimise our products' environmental performance throughout development and production. By providing a detailed environmental profile for most of our products, we can be fully transparent with our customers and ourselves.



## Sustainability – Interview

### Daniel Hager is already shaping the future today.

**Mr Hager, there are innumerable definitions of the word “sustainability” – what’s yours?**

Daniel Hager: Sustainability means progressing in accordance with social, ecological and economic parameters. All three are instrumental in maintaining the company’s profitable growth in the long term.

**Well, one could argue that good profits can also be made without taking any of these parameters into consideration. After all, there are enough examples of companies which do exactly that.**

Yes there are, but we aim to grow in the long term rather than maximising profits in the short term. It goes without saying that making money is something that we have to and want to do. But the important thing is how we go about it. We want to do things properly for the right reasons. By adopting an ethical approach when interacting with employees, partners and suppliers, for example, and by continuously reducing our ecological footprint and developing more energy-efficient solutions for our customers. The results that we have achieved in recent years show that we are heading in the right direction.

**Is Hager Group so successful because of or in spite of its approach to sustainability?**

Definitely because of it. The carbon footprint we left last year enabled us to clearly prove that lower emissions and lower energy costs go hand in hand, for example. In this respect, ecology can soon lead to economy and vice versa.

**One striking aspect of your E3 sustainability approach is that it only refers to ethics, environment and energy. The economic factor is nowhere to be seen.**

... Quite simply because economic efficiency is a basic prerequisite! Hager Group wants to be and has to be profitable, if for no other reason than we would otherwise cease to exist in the short or long term. This means that profitability is by no means collateral damage caused by our sustainable company philosophy, but rather both prerequisite and result at the same time.

**Would you please explain?**

We firmly believe that we should also create values in the markets in which we generate revenue, for instance. We want to offer jobs and perspectives to the people to whom we sell our product. We owe this to our respective environments, not only in our capacity as a good corporate citizen, but also in order to ensure that our products enjoy

a high degree of acceptance and popularity. It goes without saying that we produce in Asia and Latin America observing to the same quality standards as in Europe, but with a higher proportion of manual work. In European high-wage countries, we can only afford to do this with a high level of automation and qualified personnel. By investing in further training for our staff, we are also investing in our competitiveness.

**If we were to meet again here in ten years, what are the most important advances that you will have wanted to achieve by then in terms of sustainability?**

You will find part of the answer in our Project 2015, where we have defined the sustainability parameters with which we aim to improve our performance continuously in the years to come. They include further training for our staff, more ecological product design and increasing the proportion of sales achieved with products that enable our customers to use resources more intelligently.



[Daniel Hager, CEO of Hager Group](#)

**“Sustainability means progressing in accordance with social, ecological and economic parameters.”**





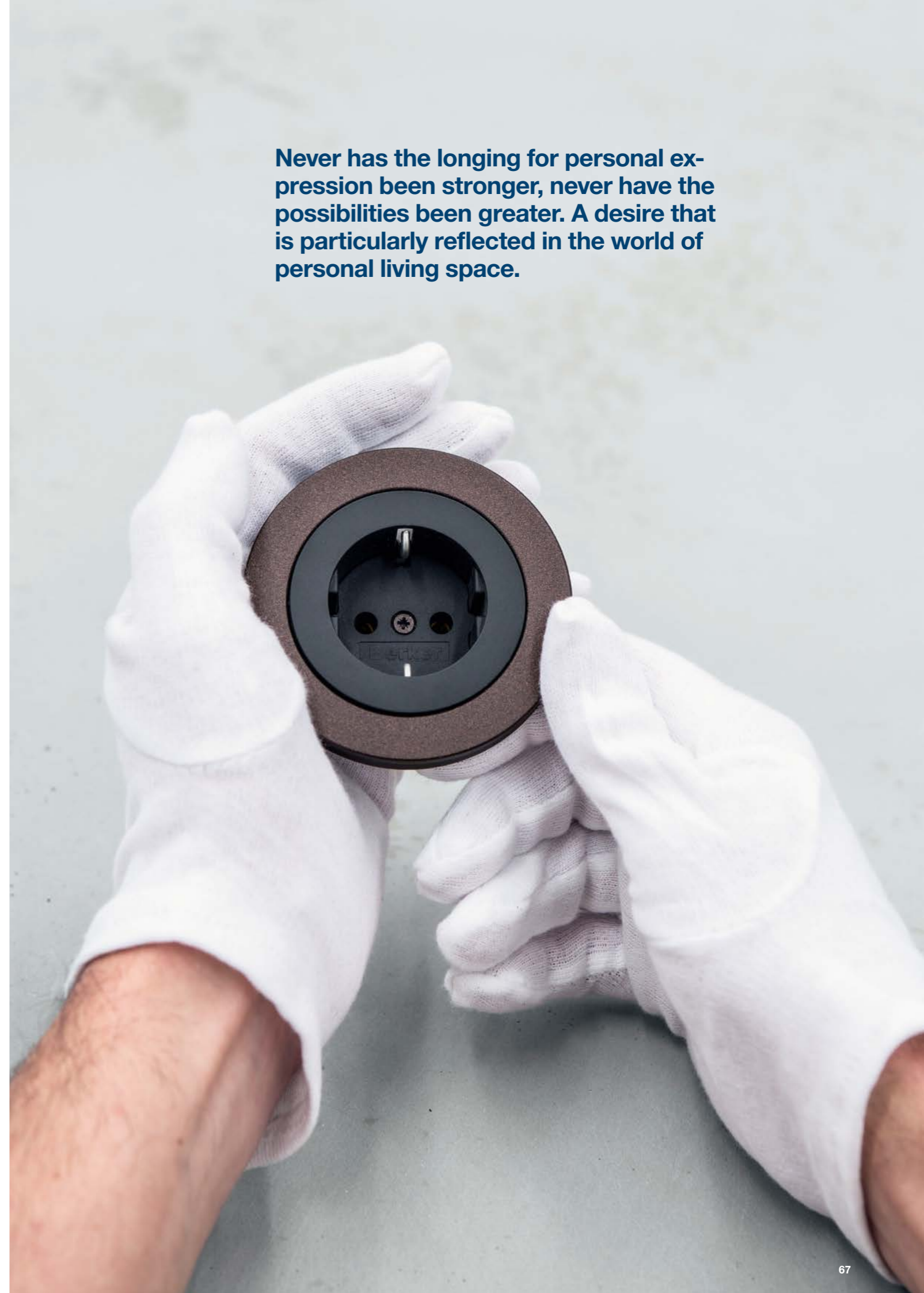
# A world of customised solutions.



The change is obvious. Individualisation has long been a megatrend in all areas of our lives, and has also found its way into the hotel industry. A hotel conveys a sense of life and relies on independence and originality in its design and conceptualisation. It is an expression of the owner's own personality and good taste. Above all, customised solutions such as tailor made design have turned out to be a key success factor. In order to stand out in the market, traditional standards must be thrown overboard and in favour of unusual ideas that excite guests

## The only limit is your imagination.

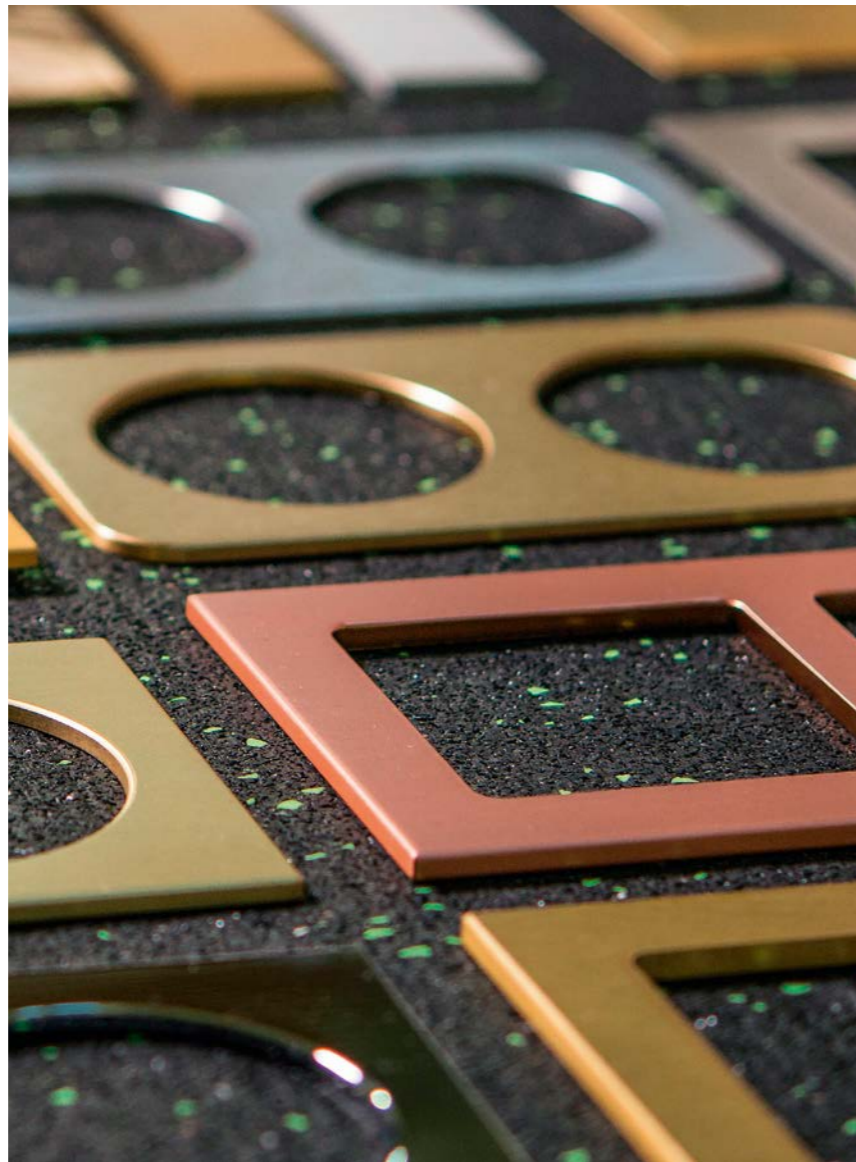
The Hager manufacture takes all this into account and makes a decisive contribution towards turning a hotel into a unique place. In our manufacture we combine resources and know-how from our Hager, Berker and Elcom brands to create complete solutions that meet every requirement. From individually configured packages from our existing product ranges, to the modification of individual products, to the in-house development of unique products that are carefully manufactured by hand. The possibilities are almost endless, encompassing the entire spectrum of modern electrical installations. It's all coming together. Everything is from a single source. Optically and technically. Consistently high quality. No breaks, no compromises.



Never has the longing for personal expression been stronger, never have the possibilities been greater. A desire that is particularly reflected in the world of personal living space.

Erwin van Handenhoven,  
Hager Group Design Director

**“The manufacture creates a creative framework within which the planner can move freely.”**



**Erwin van Handenhoven gives products a unique look.**



**“Manufacture is an invitation to individual design.” How can you understand that?**

EvH For instance, take a look at the options you have when configuring door communication. That is an invitation to play with the modules. According to your customer's needs and wishes. And you can do that very freely, because within the framework of the manufactory, what you see of the wiring in the object later is guaranteed to fit in with the intercom system and the light switch is guaranteed to harmonise with the door opener. Within this framework you are completely free and can be sure that the big picture, the statement that an object has, is not interrupted, but emphasised.

**In the end, however, a switch is only a detail...**

EvH Details, however, often influence the big picture. Think about how many times a day your eyes fall on a light switch... Countless times a day your eye encounters a product of electrical installation. This is much more than a detail. And here comes the decisive factor: These constant encounters with detail are not only visual, they create a feeling. You know this: Entering a room or a building, you immediately feel harmony. The overall effect may be soothing or liberating, but it doesn't matter. At that moment the feeling is: "Everything is right here." You're comfortable. There are no breaks and no compromises.

A design concept has been consistently applied here. And if there is a break, then it is deliberate. Creating this kind of consistent statement, after all, is the goal of every planner when he deals with an object. And you can only achieve this through a harmonious design - right down to the smallest details.

**Your products are so different. How can they still be part of a uniform design?**

EvH As soon as the design phase starts, we look in two directions: On the one hand we have the interior of the product. Where are the constraints? Which criteria must be fulfilled? What does the function of the product tell us? On the other hand we have the outside world: How do our customers use the products? In what context are they used? What do people expect from this product? And also: How does the installer deal with these expectations? In what situation is the product installed?? We ask ourselves these questions for each product, whether it is a distributor cover or a smoke detector. This means that we are already able to create our first joint statements. A designer adds their personal style to every product - a bit like their own creative signature - and this creates a uniform range. And that is exactly the decisive detail that ultimately creates a feeling of seamless unity.

# As a trustworthy and responsible partner we are always at your side.

We accompany your project from beginning to end. We support and advise you in your daily business and with any questions about electrotechnical planning thanks to our extensive experience and specialist knowledge. And we pass on our expertise in numerous face-to-face seminars and on-site training courses near you. Experienced instructors from the Hager Training and Information Centre conduct training courses at selected locations. The focus of the seminars is on the locations and their local competence centres. You can get to know our products in theory and in practice on an accompanying tour of the plant to see the products in development.

Space for photo of person to contact

Please contact us

[Name]  
[Job title]  
[Job title]

Phone [Phone Number]  
Mobile [Mobile Phone Number]  
Mail [Email]

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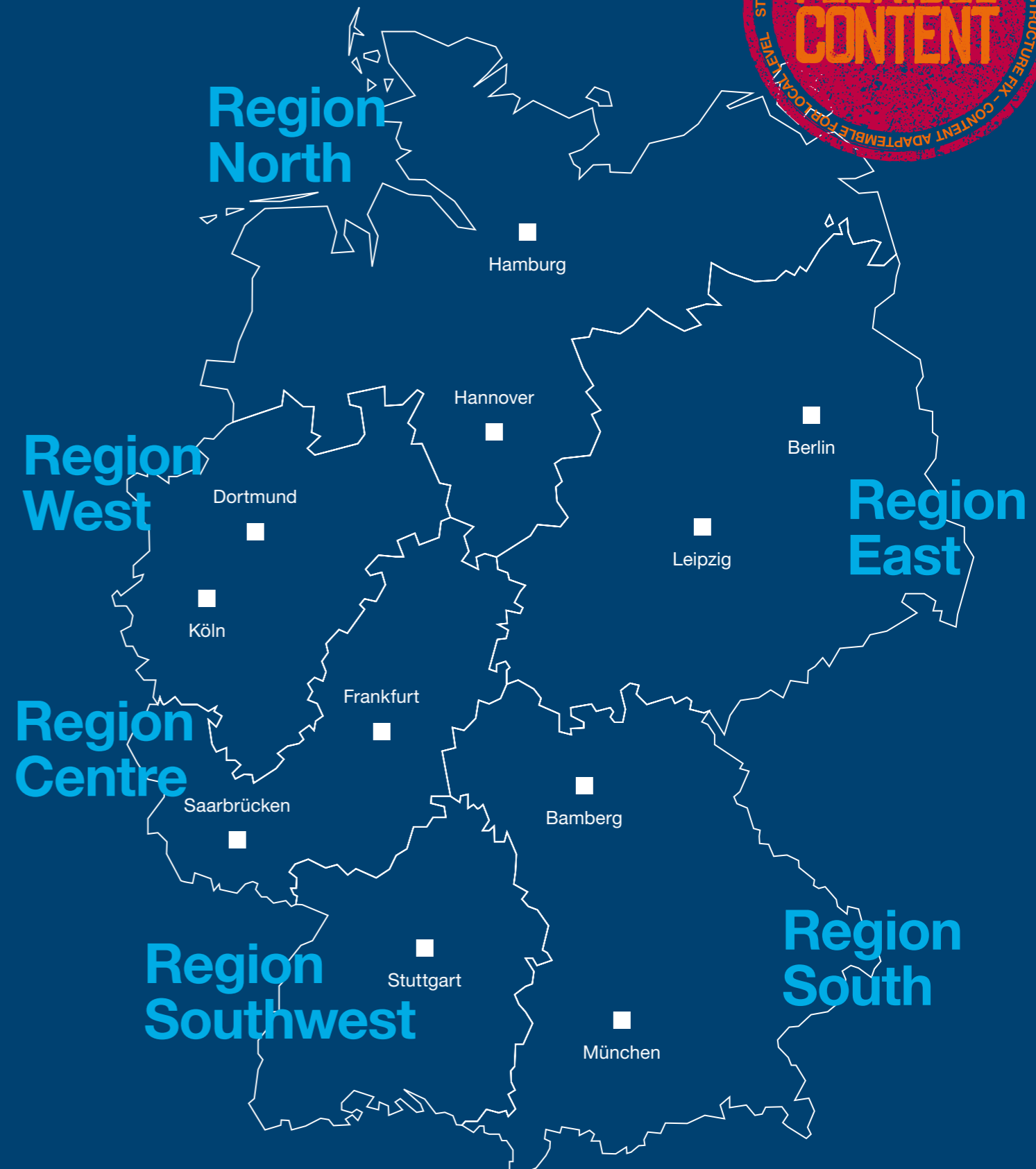
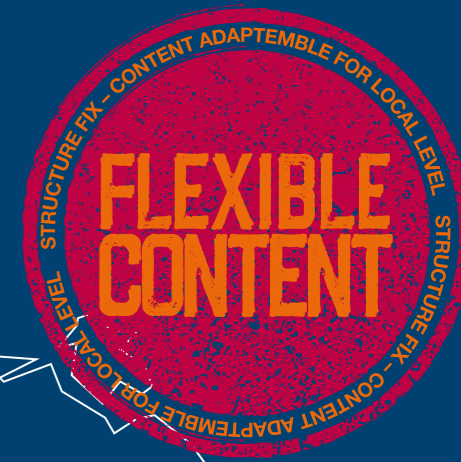
Regions allow us to work closely with our customers and provide comprehensive local service.

11

Technical Service Centres provide advice on all questions relating to products and installation planning.

510

Sales people offer excellent and intensive project support.



# Enjoy your stay

## Ameron Hotel, Hamburg

When redesigning an office building on the edge of the Speicherstadt district, the Ameron hotel group chose underfloor trunkings from Hager and switches from the Berker Q.3 series in anthracite and Berker Q.1 in polar white. The conference rooms are equipped with KNX sensors from the Berker Q.1 series.

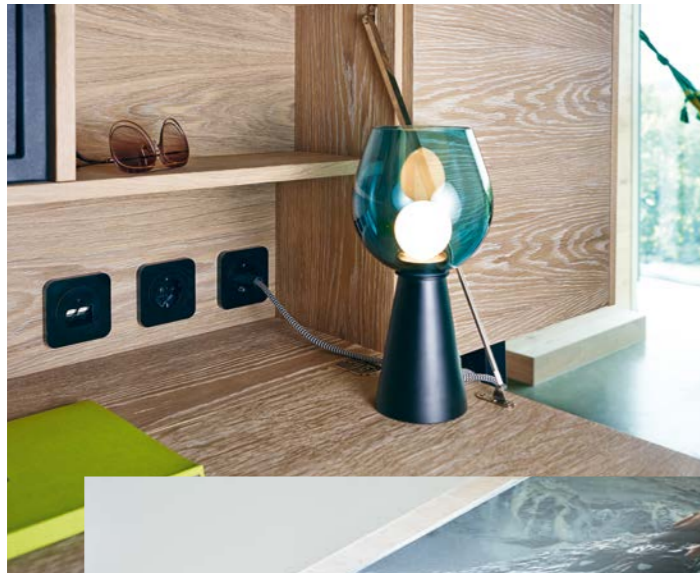


Fig. Berker Q.3

# Make yourself at home

## 25hours Hotel Bikini, Berlin

This extraordinary hotel attracts creatives from all over the world and is located in Berlin's Charlottenburg-Wilmersdorf district, close to the Zoologischer Garten station. Its high-quality contemporary interior design plays with contrasts and unites them into a unique urban jungle that thrives on numerous small details. One of these details is the Berker R.1 switch series, which fits into this environment as if tailor-made. It combines round centre plates with a soft frame with rounded corners. The avant-garde range of materials is sure to impress any guests.



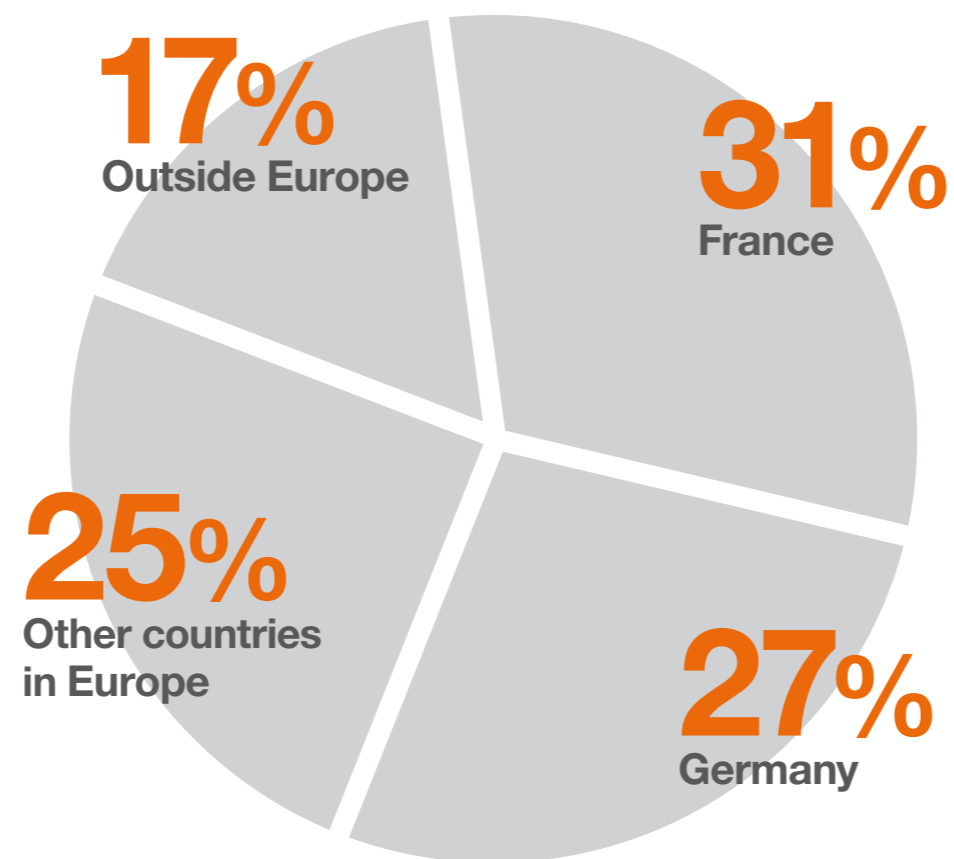
# Hager Group

Hager Group is a leading provider of solutions and services for electrical installations in residential, commercial and industrial buildings. Our solutions and services range from energy distribution to cable management and from security systems to building automation.

As an independent family-owned and family-run company based in Blieskastel, Germany, we are one of the industry's innovation leaders with

**1.9 billion Euro** in sales and staff in **23 locations** around the globe in **120 countries**.

11,400 employees:



**Competent and committed employees all over the world**

Distribution of Hager Group employees worldwide.

## Innovative across the board



**3,000**

Number of active patents



**> 6%**

Share of sales invested in research and development



**30,000**

Number of training sessions (face to face & e-learning)

## Organic growth 2017

**+3,6%**

# We are your partner.

Because we know that business is done between people, being close to our customers is one of our most important corporate values. And that is exactly why you will not be assisted by just anyone, but by your personal contact. He understands what you need and exchanges ideas with our specialists when necessary. This enables him to offer you products and solutions that meet your requirements and provide real added value.

We accompany you through all phases of your project - with a comprehensive range of solutions and services and excellent advice. And make sure that our offers not only fit your specifications perfectly, but are also future-proof. The solutions offered are consistent and scalable and thus simplify the implementation of changes in the planning process.

To ensure a smooth process and to deliver the perfect solution, we leave nothing to chance. We network with all project participants and thus support the process - taking a noticeable weight off your shoulders.

**:hager**

Hager represents simplicity and safety in all aspects of electrical installation in residential and functional buildings.





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