

STEINEL Hotel References

# Intelligent Sensor and Lighting Solutions for Hospitality



# Reference Portfolio



Hospitality projects across Europe and selected international markets

## Markets covered:

United Kingdom

Turkey

Slovenia

Africa

Finland

Czechia

Croatia

Estonia

The Netherlands

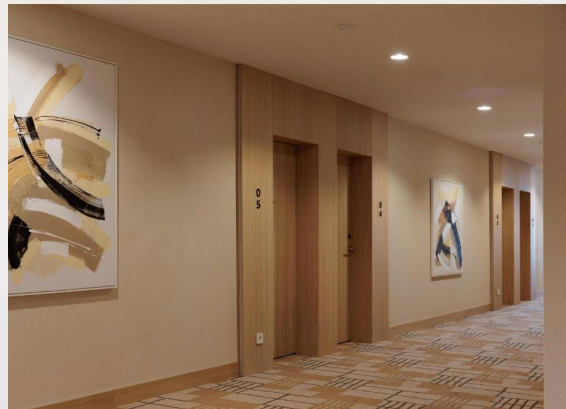
Germany

Austria

20+ references

3 core use cases

KNX, DALI-2, COM








STEINEL Hotel References



# United Kingdom



# The Gantry London, Curio Collection by Hilton

<p>Hotel Pictures</p> 	<p>Products &amp; Areas</p>  <p>530 x IS360-3 for use within the stairwells and corridor areas</p>	<p>System Partner</p>  <p>QODA Consulting</p>
<p>Who was the decision maker in this project?</p> <p>Hotel owner / building specification</p> 	<p>What was the USP to win the project?</p> <p>Black Sensors to match interior design</p> 	

## Case Study Hotel – Internal Corridors



## Case Study Hotel – Internal Corridors Cont'd & Stairwell



# Tribe Hotel Canary Wharf

## Pictures



## Products & Areas



336 x True Presence Sensors for use across the hotel rooms.

## System Partner



Hoare Lea – Consultant.

## Who was the decision maker in this project?

Hoare Lea – Building Services Consultant.

## What was the USP to win the project?

Sensors installed in each room to automate the room control for when occupancy / absence occurs. Whilst guests sleep in the room the sensor can still 'sense' presence in the room to keep any outlets, HVAC or room protection activated.



## Case Study Hotel –Room Control



STEINEL Hotel References



# Turkey



# TRENDY PERGE HOTEL ANTALYA

## Hotel Pictures



## Products & Areas



57x Hallway DALI2 APC / 6x IS 3360 DALI2 APC  
for use within the corridor Areas

## System Partner



LİPRO AYDINLATMA  
CONSULTING FIRM

## Who was the decision maker in this project?

Hotel owner and consulting firm.



## What was the USP to win the project?

In the hotel corridors, using the Hallway sensor, we grouped different types of luminaires into 3 groups, ensuring that one group remains dimmed to 20% when there is no movement. We also used the IS 3360 sensor in the large areas in front of the elevators, ensuring that they remain continuously dimmed when there is no movement.

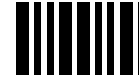


Case Study Hotel – Room Control  
**RAMADA BİLECİK**

**Pictures**



**Products & Areas**



78x True Presence COM1 Sensors for use across the hotel rooms.  
3x IR Quattro DALI Plus Duo

**System Partner**



DERYA MÜHENDİSLİK  
CONSULTING FIRM

**Who was the decision maker in this project?**

Derya Mühendislik – Building Services Consultant.



**What was the USP to win the project?**

Room control in each room thanks to sensors that automatically activate upon occupancy. Even when guests are sleeping, the sensor detects their presence, ensuring that power outlets, heating/cooling system, or the room security system remains active. Additionally, a sensor is used in the meeting room to control light fixtures via a switch during presentations or shows.

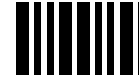
# Case Study Hotel – Corridors & Stairwells

## RIXOS HOTEL ANTALYA

### Pictures



### Products & Areas



63 x IS 345 KNX for use within the corridor Areas

### System Partner



Hoare Lea – Consultant.

### Who was the decision maker in this project?

Hoare Lea – Building Services Consultant.



### What was the USP to win the project?

Controlling corridors via sensors connected through KNX. Leaving certain areas at 10% dimming when necessary.








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# Slovenia



# The Family Hotel Vilinia, Terme Olimia

<h2>Hotel Pictures</h2>	<h2>Products &amp; Areas </h2> <p>166 x IS 3360 DALI-2 IPD for use within the corridor areas and parking garage</p> <p>96 x IR Quattro Micro DALI-2 IPD for use in the rooms</p>	<h2>System Partner </h2> <p>PROTIM Ržišnik Perc – designers, architects</p>
 <p><small>Protim Ržišnik Perc ARHITEKTURA IN INŽENJERSTVO</small></p>	<h2>Who was the decision maker in this project?</h2> <p>The designer company</p> 	<h2>What was the USP to win the project?</h2> <p>Great capabilities (IS 3360) and small design (IR Quattro Micro)</p> 

## Case Study Hotel – Internal Corridors



## Case Study Hotel – Internal Rooms



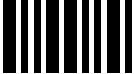




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# Africa



# Protea Hotel, Lilongwe, Malawi

<h2>Hotel Pictures</h2>	<h2>Products &amp; Areas</h2>  <ul style="list-style-type: none"><li>• 15 x HF 360-2, COM1 for use in lift lobby areas</li><li>• 38 x Hallway, COM1 for all passages</li><li>• IR Quattro HD-2 COM1 for open areas</li></ul>	<h2>System Partner</h2>  <p>CKR Consulting</p>
	<h2>Who was the decision maker in this project?</h2> <p>Engineer</p> 	<h2>What was the USP to win the project?</h2> <p>Interconnection of sensors via BT, ensuring lights are all triggered at the same time without having to interwire</p> 

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# Finland



# Case Study Hotel – Room Control

## Solo Sokos Heymo

### Pictures



### Products & Areas



True Presence Sensors COM2 for use across the hotel rooms.

### System Partner



Are Oy – Electrical installation

### Who was the decision maker in this project?

Sokotel – hotel operator  
[Home page – Sokotel](#)



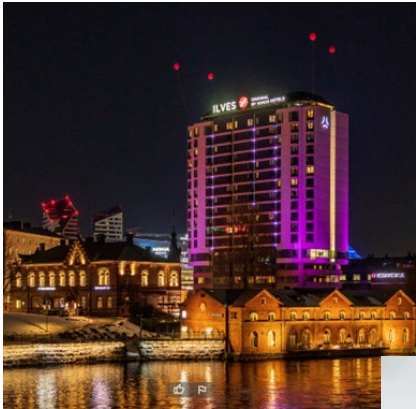
### What was the USP to win the project?

Sensors installed in each room to automate the room control for when occupancy / absence occurs. Whilst guests sleep in the room the sensor can still 'sense' presence in the room to keep any outlets, HVAC or room protection activated.



# Solo Sokos Ilves Tampere

## Pictures



## Products & Areas



638 pcs True Presence Sensors  
COM2 for use across the hotel  
rooms.  
50 pcs Dual HF COM1 in corridors

## System Partner



Sähkö Suomalampi –  
installation partner

## Who was the decision maker in this project?

Sokotel – hotel operator  
[Home page – Sokotel](#)


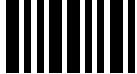





## What was the USP to win the project?

Sensors installed in each room to automate the  
room control for when occupancy / absence occurs.  
Whilst guests sleep in the room the sensor can still  
'sense' presence in the room to keep any outlets,  
HVAC or room protection activated.



# Solo Sokos Puijonsarvi Kuopio

<p>Pictures</p> 	<p>Products &amp; Areas </p> <p>171 x True Presence Sensors KNX for use across the hotel rooms.</p>	<p>System Partner </p> <p>AH-Talotekniikka Oy</p>
	<p>Who was the decision maker in this project?</p> <p>Sokotel – hotel operator <a href="#">Home page – Sokotel</a></p> 	<p>What was the USP to win the project?</p> <p>Sensors installed in each room to automate the room control for when occupancy / absence occurs. Whilst guests sleep in the room the sensor can still 'sense' presence in the room to keep any outlets, HVAC or room protection activated.</p> 



SOKOS  HOTELS






STEINEL Hotel References



# Czech Republic








# The Julius Prague, Julius Meinl Living

<p>Hotel Pictures</p>	<p>Products &amp; Areas </p> <p>165 x True Presence COM2 for rooms presence detection</p>	<p>System Partner </p> <p>Project International</p>
	<p>Who was the decision maker in this project?</p> <p>Hotel owner </p>	<p>What was the USP to win the project?</p> <p>TP sensors for precise presence detection </p>

# Case Study Hotel – Rooms



# Clarion Congress Hotel Brno, CPI Group

<p>Pictures</p>	<p>Products &amp; Areas </p> <p>200x IR Quattro HD-2 COM2</p>	<p>System Partner </p> <p>Synett</p>
	<p>Who was the decision maker in this project?</p> <p>Building owner – system partner recommendation </p>	<p>What was the USP to win the project?</p> <p>IR Quattro HD-2 sensors for presence detection </p>

## Case Study Hotel – Rooms




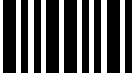



STEINEL Hotel References



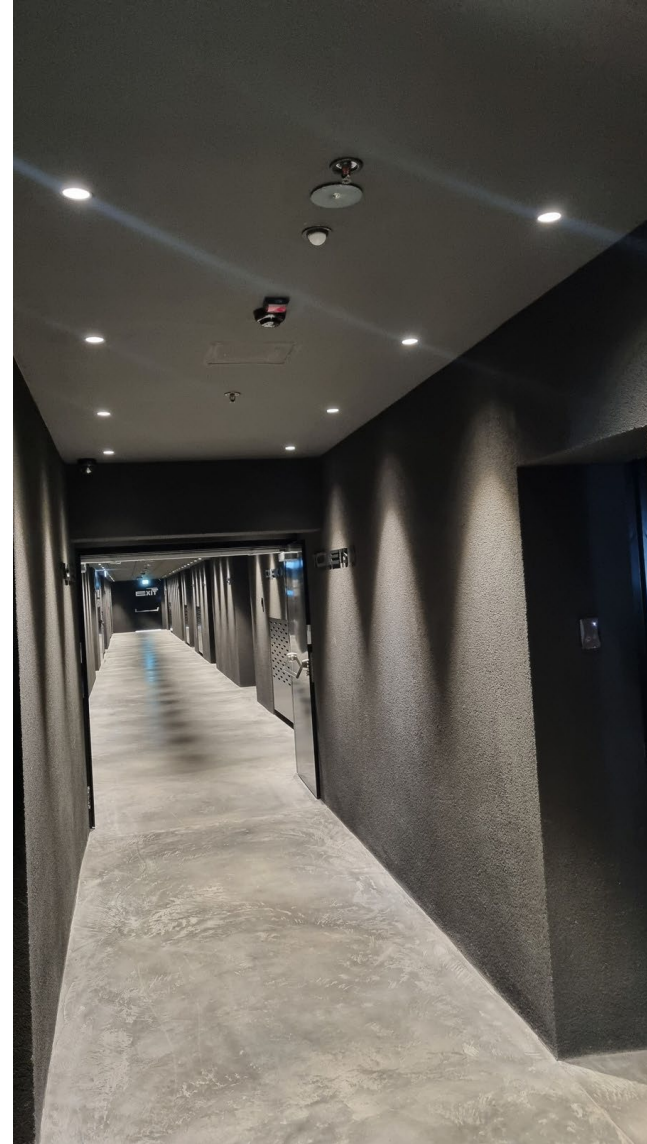
# Croatia








# Hotel Zonar Zagreb

<p><b>Hotel Pictures</b></p> 	<p><b>Products &amp; Areas</b> </p> <p>217 x IS 360-1 for use within the stairwells and corridor areas</p>	<p><b>System Partner</b> </p> <p>Inel d.o.o</p>
<p><b>Who was the decision maker in this project?</b></p> <p>Hotel owner / building specification</p> 	<p><b>What was the USP to win the project?</b></p> <p>Black Sensors to match interior design and low price</p> 	

## Case Study Hotel – Internal Corridors



# Hotel Preko Ugljan Island, Currio collection by Hilt

<p>Pictures</p>	<p>Products &amp; Areas </p> <p>50 X IS 345 KNX in corridors</p>	<p>System Partner </p> <p>Elektro Jaklić</p>
	<p>Who was the decision maker in this project?</p> <p>Elektro Jaklić </p>	<p>What was the USP to win the project?</p> <p>Quality KNX sensors from a well-known brand for hallways </p>

## Case Study Hotel – Corridors



STEINEL Hotel References



# Estonia



Case Study Hotel  
GoSpa Georg Ots Spa Hotel / Saaremaa / Estonia



Hotel Pictures



Products & Areas



24 x True Presence COM1  
hotel room monitoring

System Partner



through a reseller

Who was the decision  
maker in this project?

design engineer / customer



What was the USP to win the  
project?

Test rooms and monitoring capability



Family room

GoSpa Georg Ots Spa Hotel / Saaremaa / Estonia



Hotel suite  
GoSpa Georg Ots Spa Hotel / Saaremaa / Estonia



# Case Study Hotel

## Viiking Spa Hotel / Pärnu / Estonia



### Pictures



### Products & Areas



21 x True Presence COM1  
Hotel room monitoring

55 x IS 345 COM1  
Hotel corridors

### System Partner



Aply Elekter OÜ

### Who was the decision maker in this project?

Aply Elekter OÜ as the local electrical works partner for a hotel project.

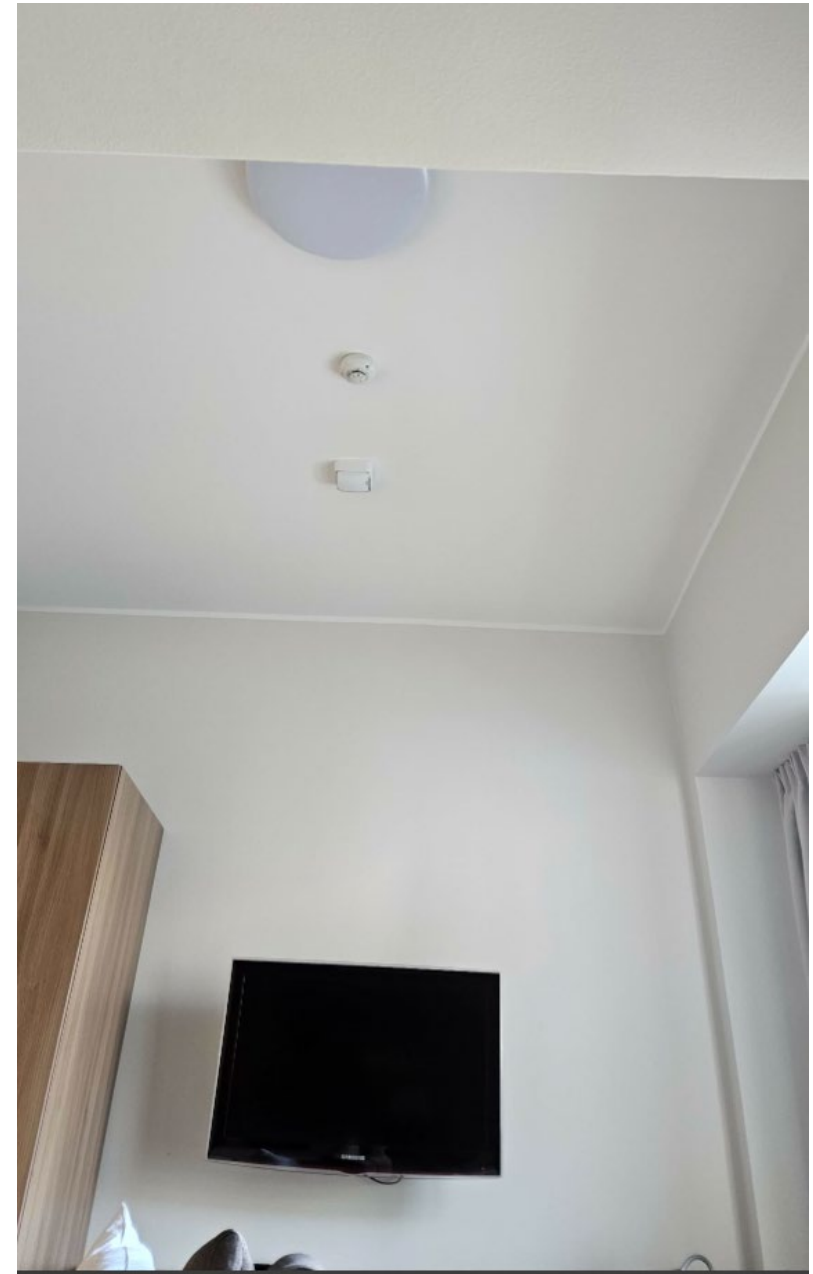


### What was the USP to win the project?

Sensors have been installed in open and accessible areas throughout the hotel



Case Study Hotel  
Viiking Spa Hotel / Pärnu / Estonia



# Case Study Hotel Kurro Loodusspahotel / Uusküla / Estonia

\*Opening Summer 2026



## Pictures



## Products & Areas



205 pcs PD-8 ECO DALI-2 IPD  
98 pcs PD-24 ECO DALI-2 IPD

## System Partner



Alter Baltics OÜ

## Who was the decision maker in this project?

design engineer / customer



## What was the USP to win the project?



Case Study Hotel  
Kurro Loodusspahotel / Uusküla / Estonia

\*Opening Summer 2026



STEINEL Hotel References



# Netherlands





### Products & Areas



210 x True Presence COM 1

### System Partner



Linthorst Apeldoorn (DGC)  
Rob Nab  
Projectmanager elektrotechniek

TU Deventer  
René Dijkgraaf  
Commercieel Specialist.



### Who was the decision maker in this project?

Rob Nab  
Projectmanager elektrotechniek



### What was the USP to win the project?

Entrance power control



STEINEL Hotel References



# Germany



# Case Study Hotel

## Hotel Moxy Cologne Airport



### Pictures



### Products & Areas



250 x TruePresence Multi KNX  
98 x IR Quattro Micro KNX

### System Partner



Klaus Geyer System Integration

### Who was the decision maker in this project?

KNX-Integrator



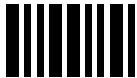





### What was the USP to win the project?

- Energy Saving
- Keyless entry
- Housekeeping scheduling system



Case Study Hotel  
Park Inn by Radisson / Wismar

<p>Pictures</p>  	<p>Products &amp; Areas</p>  <p>98 x TruePresence KNX</p>	<p>System Partner</p>  <p>MV Werften</p>
<p>Who was the decision maker in this project?</p> <p>Hotel Owner</p> 	<p>What was the USP to win the project?</p> <ul style="list-style-type: none"><li>- Energy Saving</li><li>- Keyless entry</li><li>- Housekeeping scheduling system</li></ul> 	

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# Austria



Case Study Hotel  
Schani Hotel, UNO City, Vienna



<p>Pictures</p> 	<p>Products &amp; Areas</p>  <p>153 x True Presence KNX</p>	<p>System Partner</p>  <p>Hotel Owner SYSPA Systemintegrator</p>
	<p>Who was the decision maker in this project?</p> <p>KNX-Integrator/ customer</p> 	<p>What was the USP to win the project?</p> <ul style="list-style-type: none"><li>- Energie saving</li><li>- Guest comfort</li><li>- Keyless Entry</li></ul> 