

## INNCOM and Enseo Debut Interactive Guestroom Control Systems Via TV

*A demonstration of the joint technology can be viewed at HD Expo in Booth #4917*



**Las Vegas — May 15, 2009** — INNCOM International Inc. and Enseo Inc. today unveiled a new technology at the HD 2009 Expo & Conference, here, that expands the reach of a luxury lodging experience from a select few guestrooms to all guestrooms while keeping things affordable for a hotel property. The joint solution, on display in Booth No. 4917 at the Sands Convention Center, taps both companies' technological ability to provide in-room control to guests

via the guestroom TV remote device. Through the TV, guests can make changes to in-room temperatures, change light settings, signal "do not disturb" or "make-up room" at their doorway, and other popular service requests.

Enseo, a privately held company in Richardson, Texas, is a leading provider of digital media engines with key applications in the worldwide lodging industry. Niantic, Conn.-based INNCOM develops, manufactures and markets advanced guestroom control systems for the global lodging industry, with products ranging from programmable digital thermostats to fully integrated energy management, lighting control and communication systems.

Hotels can implement the technology at a fraction of the cost of other hardwired systems, said Vanessa Ogle, chief executive officer of Enseo.

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“This is a major step forward to provide in-room control of room systems and property-wide energy management,” Ogle said. “Using the marriage of the technologies saves a hotel \$300 to \$500 per room of traditional hardware costs by using the latest wireless solutions, so it’s easy to retrofit rooms and save on labor costs.”

Typically, such a system would require the implementation of an expensive touch panel that could get lost, broken or stolen, added Jeff Johns, vice president of product management at Enseo. The system uses Enseo’s “widget” technology and increases the value of a traditionally significant investment for any hotel – the guestroom TV set.

According to John Tavares, vice president of marketing and sales for INNCOM, guests use the TV remote and point at user-friendly graphics to change room temperatures, flash the “do not disturb” sign, or make special requests to hotel staff. Even more interesting, he said, is that guests can use the system while not having to sacrifice viewing time of a given TV program or in-room movie.

“A simple bar flashes at the bottom of the TV screen,” Tavares said. “And guests can keep watching the TV as they make changes for guestroom comfort and convenience.”

Guests also can put the guestroom into INNCOM’s energy “economy mode” to save costs, he said.

The system not only reduces the costs of in-room control, it makes for lots of happy guests, Ogle said.

“This extends the reach of a true ‘luxury’ experience to all guests in a hotel,” she added. “Where it was once perhaps a few rooms or just the luxury suites in a hotel, now all guests can have a true VIP experience.”

The new technology system also will be on display in Booth No. 424 at the upcoming HITEC 2009 show at the Anaheim (Calif.) Convention Center, June 22-25.

#### **About INNCOM International Inc.:**

*Founded in 1986, INNCOM develops, manufactures, and markets advanced guestroom control systems for the global lodging industry. The company’s product line ranges from programmable digital thermostats to fully integrated energy management, lighting control and communication systems. All INNCOM products are designed to enhance guest comfort, safety and satisfaction while increasing bottom line profits for property owners. INNCOM systems are installed in more than 500,000 guestrooms in many of the most prestigious hotels in 26 countries.*

#### **About Enseo Inc.:**

*Enseo is a privately held corporation recognized as a leading provider of OPEM solutions in digital signage, hospitality, digital cinema, stadiums and arenas, broadcast, airline seatback entertainment and other highly specialized business verticals where digital media is required.*

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