

Case Study 3: Sydney Marriott Hotel

Silver Service

Clipsal Datacomms recently teamed up with the data specialists from the Heyday Group to upgrade 24 floors of the Sydney Harbour Marriott Hotel with a comprehensive data communications fit-out, whilst the hotel was still occupied.

Boasting one of the best views of Sydney Harbour and Circular Quay, The Marriott Sydney Harbour on Pitt Street is one of the most opulent hotels in Australia. It combines lavish restaurants, intimate bars and superior service to maintain its status as a genuine world class five star hotel.

With a reputation for exemplary personalised service for interstate visitors, international travellers, business customers and romantic getaways, the Marriott Sydney Harbour saw a need to improve upon its communications facilities for its guests.

Among the hotel management's requests included: multiple telephone, voicemail, high speed internet and email access points in each of the 550 hotel rooms as well as video conferencing capabilities in the conference rooms.

One of Australia's leading data installation specialists, Heyday Group was called in to undertake the re-fit of the data installation for 24 storeys of the hotel whilst causing the least possible disruption to the day to day operations to guests and staff. Led by Project Manager, Randell Easthorpe, Heyday Group chose to specify Clipsal Datacomms products for the installation. Clipsal Datacomms was the only supplier who could supply all the equipment under one brand name and then back the installation with a lifetime warranty.

In order to minimise disruption to the hotel, Heyday undertook no more than 4 levels of the hotel at a time. Cat5e Professional Series Cable was specified for the installation in both guest rooms and conference areas.



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The Marriott Sydney Harbour prides itself on its function rooms and facilities. There are 20 well-appointed function rooms in the hotel, designed to cater for 2 to 200 people for a variety of needs for business meetings and weddings.

Each function room received a data communications upgrade to facilitate internet and email access. Two of the function rooms have been designed as dedicated video conference rooms, however all rooms are video conference capable.

Cabling was networked to electrical service rooms, situated on every third floor of the hotel. Clipsal fully enclosed rack unit cabinets were used in the service rooms. The entire installation was completed within 10 months. No customised products were required for the project and all product was available off the shelf through the assistance of Clipsal Representative, Lui Mollica.

I'm proud of what the team has achieved, particularly under the constraints of an occupied hotel, said Mr Easthorpe.

The management of the Marriott Sydney Harbour is also very pleased with the total Clipsal Datacomms Solution provided by the Heyday Group. The hotel's data communications facilities can now cater for and exceed the very high expectations of both its business

and travelling guests. Their guests want for nothing in terms of comfort and technology.

In addition, Clipsal has provided a lifetime warranty for the installation project. Heyday Group is an endorsed partner and one of the few chosen by Clipsal Datacomms to be offered this type of warranty. The warranty covers all product including cable, cabinets, patch panels and patch leads.

More than a certificate, Clipsal Datacomms Lifetime Warranty is unmatched in the voice and data communications market. In fact, it is the most comprehensive warranty program available and is confirmed by independent test verification. The Sydney Harbour Marriott installation site now has a certified registered certificate issued by Clipsal Datacomms.

The installation and warranty will serve the Sydney Harbour Marriott Hotel well into the future for its communications needs.



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