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VTECH reseller Orbiss wins leading prestigious hotel business

Gleneagles, one of the world's most renowned hotels has selected VTech's Contemporary Cordless and Corded phones for its 232 luxury bedrooms, suites and lodges. Gleneagles commissioned telecom supplier and hotels specialist Orbiss of Truro to supply a choice of stylish and functional handsets that blended in with their mixture of modern and traditional guestroom interiors.

The challenge set by Gleneagles apart from style and reliability was the requirement to integrate with their existing telecoms infrastructure and a desire to enhance the guest experience with instant contact to key facilities, including golf, concierge, sports arena and the award-winning spa.

VTech's Hotel and Hospitality range of Analogue and SIP, Corded and Cordless handsets in both Classic and Contemporary styles, with a choice of subtle colours, line cords, speed dial options, and extended guarantees were identified by Orbiss as meeting Gleneagles requirements. The next step was to choose a suitable mixture of the phones to enable freedom and functionality in each room.

After a comprehensive fact find by Sam Hallworth of Orbiss (and no small number of miles), Gleneagles chose both the A2211 Petite Phone and the CTM-A2411 DECT Cordless Phone in matt black from the VTech Contemporary range. In total a mixture of over 700 VTech phones were installed by Orbiss.

The Petite Phone and the DECT Cordless Base were supplied with 10 speed-dial buttons and all phones have faceplates branded in the Gleneagles style with icons to identify the various one-touch memory button options. The DECT Cordless has 2 handset speed-dials and lays flat on the base station offering a sleek, unobtrusive design that doesn't overwhelm its luxurious surroundings.

Karen Paterson, Managing Director at Orbiss added "We are honoured to work with such a prestigious customer as Gleneagles. VTech offers a stylish, functional and robust range of hotel phones with several bespoke options and excellent support from Roy Stephenson at Trust Distribution. We look forward to many more opportunities with an exciting range that enhances our portfolio of hotel and hospitality solutions".

Charles Williams, VTech's Sales Director, EMEA and India for SIP Business and Hospitality Products said "This is a terrific customer win for our partner Orbiss and we are proud to have played a key part in this deal. It demonstrates how resellers can draw on our strengths and the flexibility of products to win new business and respond to their customers' needs in the hotel and hospitality industry".

Ends



About VTech

VTech is the world's largest manufacturer of cordless telephones and the global leader of electronic learning products from infancy to preschool. It also provides highly sought-after contract manufacturing services. Founded in 1976, VTech's mission is to design, manufacture and supply innovative and high-quality products in a manner that minimises any impact on the environment, while creating sustainable value for its stakeholders and the community.

VTech Hospitality leverages the Group's 25 years of experience and expertise in consumer telephony to develop innovative communication solutions customised specifically for hotels, resorts and conference centres. VTech delivers scalable phone systems that can be optimized for a variety of different business models, property configurations and hotel guest needs. For more information, please visit www.vtechhotelphones.com

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VTech Telecommunications Ltd



A2211 Petite Phone



CTM-A2411 DECT Cordless Phone



Gleneagles Hotel